



**GRAND RAPIDS**  
 600 AIS Drive Southwest  
 Grand Rapids, MI 49548  
 Telephone: (616) 538-2400

**SAGINAW**  
 4600 AIS Drive  
 Bridgeport, MI 48722  
 Telephone: (989) 777-0090

**TRAVERSE CITY**  
 8300 M-72 East  
 Williamsburg, MI 49690  
 Telephone: (231) 267-9513

**LANSING**  
 3600 North Grand River Avenue  
 Lansing, MI 48906  
 Telephone: (517) 321-8000

**RICHMOND**  
 65809 Gratiot Avenue  
 Lenox, MI 48050  
 Telephone: (586) 727-7311

**WEST DETROIT**  
 56555 Pontiac Trail  
 New Hudson, MI 48165  
 Telephone: (248) 437-8121

Mr. Scott Bowling  
 City of Ann Arbor  
 4251 Stone School Road  
 Ann Arbor, MI 48108

May 19, 2017

Re: State of Michigan MiDeal Pricing for New John Deere 35G Compact Excavator and Felling FT-14 I Drop Deck Trailer

Dear Mr. Bowling:

AIS Construction Equipment Corp. is pleased to provide you with the following pricing for a new John Deere 35G Compact Excavator with Felling FT-14 I Drop Deck Trailer.

John Deere 35G Compact Excavator with specifications as outlined in the attached Equipment Details pages:

List Price:	\$ 65,148.70
Less State Contract 25% Discount:	(\$ 16,287.18)
Sub-total:	\$ 48,861.52
Plus AIS Items (Installation)	\$ 400.00
Total:	\$ 49,261.52

~~Felling FT-14 I Drop Deck Trailer with specifications as outlined on the attached Customer Info Sheet:~~

<del>List Price:</del>	<del>\$ 8,587.00</del>
<del>Less State Contract 5% Discount:</del>	<del>(\$ 429.35)</del>
<del>Total:</del>	<del>\$ 8,157.65</del>

~~Option: Rubber Torsion – Dexter TorFlex Suspension  
 – 42 Inch Spread:~~

~~\$ 97.36~~

Pricing includes title for trailer and delivery of both items to your Ann Arbor facility. In accordance with MiDeal Contract # 071B7700090

Please let me know if you have any questions or need any additional information. We look forward to continuing to assist you with your heavy construction equipment needs.

Sincerely,

Chris Robinson  
 Governmental Sales Manager





**STATE OF MICHIGAN  
ENTERPRISE PROCUREMENT**

Department of Technology, Management & Budget  
525 W. Allegan Street Lansing, MI 48933  
P.O. Box 30026 Lansing, MI 48909

**NOTICE OF CONTRACT**

NOTICE OF CONTRACT NO. **071B7700090**  
between  
THE STATE OF MICHIGAN  
and

<b>CONTRACTOR</b>	AIS Construction Equipment Corp.
	56555 Pontiac Trail
	New Hudson, MI 48165
	Jeff Ely
	517-204-2127
	jely@aisequip.com
*****0905	

<b>STATE</b>	Program Manager	Scott Poyer	MDOT
		517-284-6448	
		poyers@michigan.gov	
	Contract Administrator	Yvon Dufour	DTMB
		517-284-6996	
		dufoury@michigan.gov	

CONTRACT SUMMARY			
<b>DESCRIPTION:</b> Construction Equipment PURCHASE & RENTAL			
INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	INITIAL AVAILABLE OPTIONS	EXPIRATION DATE BEFORE CHANGE(S) NOTED BELOW
1/13/2017	1/12/2021	2, one year	
PAYMENT TERMS		DELIVERY TIMEFRAME	
45 Days		30 to 60 days (120 days max)	
ALTERNATE PAYMENT OPTIONS			EXTENDED PURCHASING
<input type="checkbox"/> P-card <input type="checkbox"/> Direct Voucher (DV) <input type="checkbox"/> Other			<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
MINIMUM DELIVERY REQUIREMENTS			
MISCELLANEOUS INFORMATION			
ESTIMATED CONTRACT VALUE AT TIME OF EXECUTION			<b>\$7,000,000.00</b>



## Equipment Details

**Dealership:** CHRIS ROBINSON  
 AIS CONSTRUCTION EQUIPMENT  
 56555 PONTIAC TRAIL  
 NEW HUDSON, MI 48165  
 Phone: 2484378121

Date May 18, 2017

All amounts are displayed in USD

### 35G COMPACT EXCAVATOR

Code	Description	Qty	List Price
0050FF	35G COMPACT EXCAVATOR		<b>\$51,156.00</b>
<b>Options</b>			
<b>Required Items:</b>			
3125	Rubber Track 12 in. (300 mm).	1	In Base Price
7110	Standard Arm 4 ft. 4 in. (1.32 m).	1	In Base Price
8185	ROPS / FOPS Cab Cab is Radio Ready with Speakers, Antenna, wiring and Mounting. With Heater & Air Conditioner.	1	\$6,121.00
4150	Suspension Seat - Cloth Requires ROPS / FOPS Cab with Heater & Air Conditioner (8185).	1	\$373.00
<b>Optional Items:</b>			
9100	Bolt On Cutting Edge Long lead-time item; contact Order Fulfillment for availability.	1	\$745.00
9555	Angle Blade	1	\$2,924.00
AT316552	12 in. (305 mm) Heavy Duty Bucket; 1.33 cu. ft. (0.038 cu. m) (3 Teeth Included)	1	\$574.00
AT316557	18 in. (457 mm) Heavy Duty Bucket; 2.8 cu. ft. (0.080 cu. m) (4 Teeth Included)	1	\$667.00
AT349584	Hydraulic Clamp, Short Arm - Factory Installation Fee Must also order Hydraulic Clamp.	1	\$487.00
AT386304	Hydraulic GREY Clamp Works with quick coupler buckets except 12" Heavy Duty.	1	\$1,624.00

If equipped with Long Arm (7120), also requires 2 hydraulic hoses from Parts: AT321206 and AT324558 for the 35G, ZX35U-5

FOR SN PRIOR TO 265350 ALSO ORDER T213184 and AT317646.

Works with quick coupler buckets except 12" Heavy Duty. If equipped with Long Arm (7120), also requires 2 hydraulic hoses (AT321206) from Parts.

FOR SN PRIOR TO 265350 ALSO ORDER T213184 and AT317646.

TY21764	Heavy Duty Battery Recommended for Cold Start climates	1	\$138.91
4647737	Radio AM, FM, Clock, and Set-able station buttons	1	\$338.79

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**Configuration Total:** **\$65,148.70**

### Summary

Equipment Totals (includes "Other Charges")	Qty	Each	Extended
35G COMPACT EXCAVATOR	1	\$65,148.70	\$65,148.70
<b>Total Equipment Group Price:</b>			<b>\$65,148.70</b>
<b>Additional Charges</b>			
MiDeal State Contract 25% Discount:		+/-	(\$16,287.18)
AIS Installation:		+/-	\$400.00
<b>Total Additional Charges:</b>			<b>(\$15,887.18)</b>
<b>Total Delivered Price:</b>	<b>1</b>		<b>\$49,261.52</b>

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Price and availability subject to change without notice. Taxes, extended warranty and freight charges are extra.  
Some additional charges may apply.