



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

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

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

RICHMOND
65809 Gratiot Avenue
Lenox, MI 48050
Telephone: (586) 727-7502

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

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

May 27, 2026

Mr. C.J. Stegink
Fleet Supervisor
City of Ann Arbor Public Services
4251 Stone School Road
Ann Arbor, MI 48108

RE: State of Michigan MiDeal pricing for new Deere 320PHL backhoe loader.
MiDeal contract # 240000000158

Dear Mr. Stegink,

AIS Construction Equipment Corp & John Deere are pleased to provide the following pricing for a new Deere model 320PHL backhoe loader. Pricing is current MiDeal State Contract Pricing and as such will be firm until there is a manufacturer list price increase.

One (1) New John Deere 320PHL backhoe loader as outlined in the attached equipment details pages:

List Price	\$	242,583.00
Less State Contract Discount 39 %	(94,607.37)
Sub-Total	\$	147,975.63
PDI 1%		1,479.76
48" Flip Forks Installed		5,127.00
Loader bucket hooks installed		1,200.00
60 mos./2,500 hr. powertrain & hydraulic warranty		3,350.00
NPK model PH3 breaker		14,400.00
NPK model C4C compactor		9,900.00
Delivery to Ann Arbor		900.00
TOTAL CASH PRICE		
DELIVERED TO ANN ARBOR	\$	184,332.39

As AIS is authorized vendor for MiDeal contract # 240000000158, if PO is issued please have made out to:

AIS Construction Equipment Corp.
56555 Pontiac Trail
New Hudson, MI 48165

Please contact me any time with questions or if additional info is needed. AIS & my-self look forward to assisting you with any of your construction equipment needs. AIS is Michigan Owned & Operated!

Sincerely,
AIS Construction Equipment Co.

Craig Vick

Craig Vick
Governmental Sales Manager
586-634-2760

ckv