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LANSING
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4600 AIS Drive
Bridgeport, MI 48722
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RICHMOND
65809 Gratiot Avenue
Lenox, MI 48050
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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

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

April 6, 2018

Re: State of Michigan MiDeal Pricing for New John Deere 622G Grader

Dear Mr. Bowling:

AIS Construction Equipment Corp. is pleased to provide you with the following pricing for a new John Deere 622G Motor Grader. The pricing shown is current MiDeal State Contract Pricing and as such will be firm until such time as there is a manufacturer list price increase.

Pricing:

New John Deere 622G Motor Grader with specifications as outlined in the attached Equipment Details pages:

List Price:	\$432,461.00
Less State Contract 38% Discount:	(\$164,335.18)
Delivery:	\$ 200.00
Grader Total:	\$268,325.82

Options:

1. Henke REL 12 SVL 12 Foot Reversible Plow with 11 In. Mushroom Shoes, Rubber Shield: \$ 15,970.00
2. Hi-Gate Material Interruption System: \$ 6,950.00
3. 3rd Front Auxiliary Hydraulic Function: \$ 898.00
(required for REL 12 SVL with Hi-Gate And Henke FV12 Folding V Plow)
4. Henke Expressway – 12 Foot Reversible Snowplow with Center Height 46" and Discharge End Height 53", 3/16" thick, Rolled plate moldboard with integral shield, SLT slotted trip with dual stabilizer bars, Hyd. power reverse with (2) 3"x10"x2"

D.A. Cylinders, Cushion valve to relieve plow
Power reversing cylinders, Pivot push-beam
4'x4'x3/8". Circle Frame 3 1/2' x3 1/2"x 1/2",
A-Frame all structural channel with HD
Bushing and pivot pin, Cutting edge 3/4"x6"
SAE 1084 high carbon steel, Snow wheel
Systems 6509 series running gear with
Brackets installed on push frame, Balderson
Lift Hooks installed: \$ 16,845.00

5. Henke FV12 Folding V Plow with
11 InchMushroom Shoes: \$ 16,090.00
(Note: this plow requires 3rd Front Hydraulic
Function listed above)

6. Loose Balderson Lift Hooks (set of 2): \$ 1,566.00

Extended Warranty Options:

5 Year 2,500 Hour Powertrain & Hydraulic: \$ 4,165.00

5 Year 2,500 Hour Powertrain: \$ 1,965.00

Copies of the pertinent pages of State of Michigan Contract No. 071B7700090 are
attached with this quote.

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

**JOHN DEERE**

Equipment Details

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

Date February 28, 2018

All amounts are displayed in USD

622G MOTOR GRADER with 6WD

Code	Description	Qty	List Price
1200DW	622G MOTOR GRADER with 6WD Keep in mind that the following John Deere motor graders 770, 772, 870 & 872 offer optimized performance for high speed snow plowing applications.		\$313,569.00

Options

Required Items:

1145	John Deere PowerTech PSS 6.8L meets EPA FT4 Emissions 225 Net Peak hp For use only in areas where EPA Final Tier 4 is required. Requires engine exhaust code 1830 or 1840. Automatic Exhaust Filter Regeneration Series Turbo Chargers Cooled Exhaust Gas Recirculation 4 Valves / Cylinder Wet Sleeve Cylinder Liners ECO Mode Auto-Idle and Programmable Auto-Shutdown Automatic Starter Overload Protection Electronically Controlled HPCR Fuel Delivery System, B20 Biodiesel Compatible Electric Fuel Priming System 10-Micron Primary Fuel Filter/Water Separator, 500 hour 2-Micron Final Fuel Filter, 500 hour Inline Fuel Strainer Spin-on Oil Filter, 500 hour Oil crankcase filter, Lifetime Auto-Tensioned Serpentine Belt Under Hood Dual Element Air Cleaner with Restriction Indicator Engine Intake Rotary Ejector Precleaner	1	\$48,000.00
1830	Engine Exhaust with Flat Black Stack (EPA FT4 only)	1	In Base Price

Requires engine code 1140.

Requires engine code 1145

1420	Severe Duty Fuel & Water Filtration System For use where fuel quality is questionable and/or additional water separation is required. Filter base contains fuel heater.	1	\$519.00
1320	No Quick Service Group	1	In Base Price
1010	Standard Antler Rack Hydraulic Controls	1	In Base Price
5030	Low Cab w/ Lower Front and Side Opening Windows Includes Roof Wiring Harness for Lighting, Beacon, Precleaner and Heated Mirrors	1	\$1,222.00
8810	Rear Camera Rear view camera with a dedicated monitor.	1	\$2,501.00
8625	With Air Conditioning System	1	\$2,125.00
8220	Heated Exterior Mounted Rearview Mirrors	1	\$560.00
8410	AM/FM Radio with Aux and Weather Band (WB)	1	\$966.00
8310	Lower Front Intermittent Wiper & Washer	1	\$658.00
6010	Powered Cab Air Precleaner Powered Cab Precleaner pre-filters outside air to significantly extend cab filter life.	1	\$909.00
6120	Standard Fabric Air Suspension Seat with Armrests and Headrest For use with cab codes 5020, 5025, 5030 & 5035	1	\$441.00
8730	No Sound Absorption Package Requires engine code 1140. Requires engine code 1145	1	In Base Price
6530	Base Hydraulics w/ 2 Auxiliary Function Controls Requires configuration code 1010. Base functions plus 2 functions w/float control - front plumbing and hoses for Scarifier and/or auxiliary application. For use with front scarifier.	1	\$3,084.00
6620	Base Hydraulics w/ 1 Auxiliary Function Control Requires code 1010. Base Functions plus 1 function w/float control and lines for Ripper or auxiliary application. For Use with Rear Ripper/Scarifier Combination.	1	\$1,438.00
8510	Air Conditioner Refrigerant Charged	1	In Base Price
5815	Hydrau Broad ambient operating temperatures. Operating range: -25°C to 50°C -13°F to 122°F	1	In Base Price
1610	Hydraulic Pump Disconnect Required with engine code 1145 Required for Russia	1	\$185.00
7610	Reversing Fan	1	\$750.00
170C	JDLink Ultimate Cellular - 5 Years Includes JDLink hardware: integrated cab wiring harness,	1	In Base Price

antenna, 4G LTE modular telematics gateway (MTG), Wi-Fi data transfer, Blue Tooth capability and JDLINK Ultimate activation.

JDLINK utilizes cellular and satellite technology infrastructure that is outside the control of John Deere. Changes to that infrastructure may require customers to purchase compatible JDLINK hardware to restore functionality.

Includes 5 year subscription. Annual subscription renewal required after 5 years for continued functionality. JDLINK customer account must be created to access JDLINK Ultimate data. Go to www.StellarSupport.com to renew or update JDLINK subscriptions.

Use of this service, and all rights and obligations of John Deere and the Customer (as identified in the applicable agreement), are governed by the terms and conditions outlined in the applicable Services and Software agreements available at www.JohnDeere.com/Agreements. If these terms and conditions are not agreeable do not proceed and do not use the service.

2820	Single Input Gearbox with Slip Clutch Slip clutch protects circle, circle drive gearbox and draft frame from damage when end of moldboard comes in contact with stationary objects. Slip clutch is integral to the circle drive gearbox assembly and allows the circle frame to rotate, avoiding damage to the machine, when the end of the moldboard comes in contact with an immovable object.	1	\$2,704.00
2020	12 Ft. x 24 In. x 7/8 In. (3.66M x 610mm x 22mm) w/ 8 In. x 3/4 In. (203 x 19mm) Cutting Edge & 5/8 in. (16mm) Hardware	1	\$393.00
1910	Blade Impact Absorption System Protects Moldboard and draft frame from impacts with Stationary objects	1	\$3,555.00
7180	Premium Grading Lights (18 LED Lights) Same lighting locations as light code 7160 Deluxe Grading Lights, all Premium Grading Lights are LED.	1	\$4,800.00
8120	24-to-12 Volt Converter (30 amps peak / 25 amps continuous) Recommend code 8120 for additional 12 volt needs, such as business band or CB radios	1	\$462.00
1240	Dual 100 Amp Alternators (200 Amp total) Requires engine code 1145	1	\$938.00
7525	1400CCA Batteries	1	\$570.00
6740	Balderson Style Front Lift Group Requires hydraulic code 6520, 6530, 6540, 6560, 6580, 6585, 6590, or 6595. (2) AT367896 Mating Hooks from Parts are available to convert old front attachments to the Bladerson-style lift group.	1	\$7,528.00
6830	Rear Hitch and Pin Not for use with Rear Ripper/Scarifier.	1	\$502.00
5520	Manual Shift Transmission (no Autoshift)	1	In Base Price
5710	Transmission Solenoid Valve Guard	1	\$209.00

Required with engine code 1145.
 Required for Russia.
 Recommended for snow plowing applications

4924	No Brand Preference	1	\$17,013.00
7810	Front Fenders	1	\$2,126.00
2605	English Labels and Decals	1	No Charge
2575	No Grade Control Base Kit Installed	1	In Base Price
2775	No Topcon 3D GPS Grade Control System installed	1	In Base Price
2920	No Mast Mount	1	In Base Price

Optional Items:

9360	Engine Block Heater Recommended for use on machines that will be operating above 8,000 feet (2440 meters) in altitude, and/or colder than 0 degrees F (-18 degrees C). Includes all weather receptacle conveniently located at ground level Requires: Code 1610 Hydraulic Pump Disconnect	1	\$342.00
9620	Cold Weather Control Valve Covers Plastic covers that mount below the cab, shielding the control valve from snow and slowing down hydraulic heat loss in winter. Requires code 1010 standard hydraulics.	1	\$203.00
9130	Rear Retractable Sun Shade	1	\$222.00
9410	Rear Wiper	1	\$210.00
9476	Sample Port	1	\$120.00
9450	Reversible Overlay End Bits Not available for Russia.	1	\$501.00
9274	Left Side Engine Compartment Work Light	1	\$231.00
9290	Flip Down Cab Beacon Bracket (RH) Order codes 9290 and 9295 for dual beacon brackets.	1	\$155.00
9295	Flip Down Cab Beacon Bracket (LH) Order codes 9290 and 9295 for dual beacon brackets.	1	\$155.00
9200	Electrical Corrosion Prevention Package Corrosion prevention treatment for critical electronic connections. Includes dielectric grease for electrical connections and exposed terminals. Requires code 5710 Transmission Solenoid Valve Guard	1	\$670.00
9220	5.0 lbs. multi purpose (ABC) Dry Chemical Fire Extinguisher	1	\$128.00
9630	Secondary Steering	1	\$4,251.00
9724	17.5R25 L2 1 STAR NO BRAND PREFERRED WITH 3PC RIM	1	No Charge
9616	Spare Tire and Rim - 17.5R25 Michelin XTLA Single Star Radial Tire With 3 Piece Rim Fits both tandem and 6WD machines, front and rear. Not ideal for 6WD performance if used as a front tire due to rim offset but will work as a temporary. Tire is NOT attached to the grader. Limit 1 per machine.	1	\$3,837.00

9005	Rear Wheel Fenders 18.75 in.(476mm) Rear Wheel Fenders Fenders are not for use with 550 tires. Fenders can only be used with chains that are designed for 3" of radial clearance and 1.75" of sidewall clearance. Use of Tire chains permitted in accordance with SAE J683, and requires removal of front mud flap on rear fenders.	1	\$3,470.00
9909	Non-Export Rust Preventive Coating	1	\$239.00

Configuration Total:	\$432,461.00
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Summary

Equipment Totals (includes "Other Charges")	Qty	Each	Extended
622G MOTOR GRADER with 6WD	1	\$432,461.00	\$432,461.00
Total Equipment Group Price:			\$432,461.00

Additional Charges

State of Mi MiDeal 38% Discount:	+/-	(\$164,335.18)
Henke REL 12 Plow:	+/-	\$15,970.00
Delivery:	+/-	\$200.00
Total Additional Charges:		(\$148,165.18)

Total Delivered Price:	1	\$284,295.82
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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.

622G MOTOR GRADER with 6WD

Standard Equipment

VEHICLE COOLING:

Swing-Out, Cool-On-Demand,
Hydraulic Fan (32 In.)
Enclosed Engine Fan and Fan Drive
Guarding (Conforms to ISO 3457)
Heavy Duty Aluminum Coolers for
Transmission, Axle, Hydraulic,
Fuel, Charge Air, Radiator and A/C
Condenser.
Engine Coolant Surge Tank
Cool-Gard II Extended Life Engine
Coolant -34 Degrees F (-37 Degrees
C)

TRANSMISSION:

John Deere Powershift Plus
Direct Drive, Countershaft
Powershift
Event Based Shifting (EBS) - Load
Sensing Electronic Shift Modulation
Over speed Protection
Quick Disconnect Pressure Ports
Matched 8 Forward and 8 Reverse
Speeds
Industry Standard U-Shape Shift
Pattern
Transmission Neutral Lock with Park
Start Safety Switch
Rubber Isolation Mounting to Reduce
Noise and Vibration
Independent Oil Reservoir,
Filtration and Cooling System with:
31 GPM Transmission Hydraulic Gear
Pump
2000 Hour Vertical Spin-On Filter

AXLE, BRAKES AND TANDEMS:

Teammate II Axle
Planetary Single Reduction Final
Drives
Internal Self-Adjusting Maintenance
Free Wet Multi-Disk Brakes Inboard
of Tandem Pivot
Continuous Pressurized Filtered Oil
Cooled Brakes
Independent Oil Reservoir,
Filtration and Cooling System with:
6.7 GPM Axle Hydraulic Gear Pump
2000 Hour Vertical Spin-On Filter
Primary and Secondary Service
Brakes (Conforms to ISO 3450)

on front frame, LED rear turn
signals mounted on rear grille,
front and rear LED marker lights,
LED brake lights and LED hazard
warning lights.
Cab Pre-Wired (10 amp) for Beacon,
Radio and Auxiliary Circuit
Electric Forward Warning Horn
(Conforms to ISO 9533)
Back up Warning Alarm (Conforms to
ISO 9533)
Sealed Switch Module with Function
Indicators
Multi-Function / Multi-Language LCD
Color Monitor includes:
Clock

DIGITAL INSTRUMENTS

ANALOG Display:

Hydraulic Oil Temperature
Engine Coolant Temperature
Transmission Oil Temperature
Rear Steer Articulation Angle
Fuel Level
DEF Level (FT4 Only)
DIGITAL Display:
Engine RPM
Transmission Gear Indicator
Hour Meter
Speedometer
Odometer
Outside Ambient Temperature
Integrated Job Timer and Stop Watch
INDICATOR LIGHTS for Standard and
Selected Options
INDICATOR LIGHTS for Amber Caution
and Red Stop

OPERATOR WARNING MESSAGES

BUILT-IN DIAGNOSTICS:

Diagnostic Code Details
Sensor Values
Calibrations
MENU DISPLAY:
Codes
Machine Settings
Diagnostics
Monitor Settings

HYDRAULIC SYSTEM:

PCLS (Pressure Compensating Load
Sensing) Hydraulic System
Independent Hyd. Reservoir with
Sight Glass

Automatic Differential Lock with Override
Automatic Spring-Applied Hydraulic Released Parking Brake (Conforms to SAE J1026)
14.0 x 24 In. 12 PR (G2) Bias Tires
Slip Resistant Platforms on Tandems

OPERATORS STATION:

Low ROPS/FOPS Air Conditioned Cab (Conforms ROPS ISO 3471 / FOPS ISO 3449 Level II)
Rubber Isolation Frame Mounted
Keyless Start with Multiple Security Modes
Anti-Skid 3 Step Cab Access
Fabric Air Suspension Seat with Armrests and Headrest 3 In., (76 mm) Seat Belt w/Retractors (Conforms to SAE J386)
Tilt Wheel and Control Console with 5 Lock to Lock Power Steering
Electronic Throttle Control with Auto / Manual Modes
ECO Mode: limits engine rpms to 1900 in gears 1-5
15 Amp (24 V to 12 V W/ Continuous 10 amps) Converter and (2) Power Ports
(1) Interior and (2) Exterior Mounted Rearview Mirrors (Conforms to SAE J985)
Air Vents on all Front and side
Tinted Windows
Fixed Lower Front Tinted Window
Rear Window Electric Defroster
Laminated Upper Front Tinted Window w/ Sun Shade Band
Upper Front and Rear Windshield Washers with Intermittent Wipers
Molded Floor Mat
Coat Hook
Universal RH & LH Mounting Bracket
Cooler/Lunch Box Storage with Cup Holder
Operator Manual Storage
Front Sun Visor

ELECTRICAL:

24 Volt System
Alternator (dependent on engine emission and optional equipment)
Bypass Start Safety Cover on Starter
All Light and Wiper Switches have

Independent Main Hydraulic filtration cooling system with:
56 GPM Main Hydraulic Axial Piston Pump
O-Ring Face Seal Connectors
Float control included with blade lifts
2000 Hour Vertical Spin-On Filter

STRUCTURE:

Main Frame with:
Double Ball-N-Socket Pivot Connection
Snow Wing Ready Frame
Midmount Scarifier Ready
Grade Control Mount Ready
Tapered Roller Bearing in Bottom Articulation Joint
Tapered Roller Bearing King Pins on Front Axle
Lift Eyes
Tiedowns
(20) NeverGrease Pin Joints for Saddle Linkage, Blade Tilt, Rear Steering and Lean Cylinders

MOLDBOARD:

Patented Pre-Stressed 12 Ft. x 24 In. x 7/8 In. (3.66 M x 610 mm x 22 mm)
Moldboard with:
6 In. x 5/8 In. (152 x 16 mm)
Cutting Edge with
5/8 in. Reversible End Bits
Quick Change Circle Wear Inserts (All Nylon)
Quick Change and Adjustable Heavy Duty Moldboard Side Shift Wear Inserts
Single Input Circle Drive Gearbox (non-slip)

OVERALL VEHICLE:

Left Side Daily Service
Hinged Engine Side Shields
Tool Box with Tray
Articulation Joint Grease Bank
Articulated frame with Safety (ISO 10570) locking pin
Radiator Surge Tank Access Panel
DEF Tank Door and Cap (FT4 Only)
Bottom/Side Guards with Access Panels
(6) D.O.T. (392&393) Permanent Tie

Solid State Electrical Power
 Distribution System
 Batteries (2), 1400 CCA with 440
 Minute Reserve Capacity
 Positive Terminal Battery Covers
 Ground Level Electrical Master
 Disconnect Switch
 Electric Fuel Shut off Switch
 Transporting Lights w/LED Signal
 and Marker Lights (4 Halogen
 Transport lights) Transporting
 Lights (4 Halogen Transport
 Lights). Includes LED turn signals

Downs for transport
 Single Key Locks for Entire Vehicle
 Ground Level Fuel Tank Filling (FT4
 Only)
 Fluid Sampling Ports for Engine
 Oil, Engine Coolant, Hydraulic,
 Axle and Transmission Oils
 Vandal Protection Locking for:
 Service Compartments
 Cab Doors
 Radiator Surge Tank Access Door
 DEF Tank Door and Cap (FT4 Only)
 Hydraulic Reservoir Cap
 Battery Disconnect Switch
 Fuel Tank Door and Cap
 Tool Box
 Fuel tank, 110 gallon (416 L)
 Environmental Drains with Hoses for
 Engine, Transmission, Hydraulic,
 Axle Oils and Engine Coolant
 Remote Filter Bank for Hydraulic,
 Transmission and Axle Oils Vehicle
 Side Reflectors

Specifications are based on published information at the time of publication. The engine horsepower information is provided by the engine manufacturer to be used for comparison purposes only. Actual operating horsepower will be less. Specifications are subject to change without notice. Contact your local John Deere dealer for more detailed information.

Prices are subject to change without notice. In all cases, current published price lists and incentive program bulletins will take precedence.