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 65809 Gratiot Avenue
 Lenox, MI 48050
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WEST DETROIT
 56555 Pontiac Trail
 New Hudson, MI 48165
 Telephone: (248) 437-8121

Mr. Bruce Halliday
 City of Rochester Hills
 511 E. Auburn Road
 Rochester Hills, MI 48307

September 2, 2015

Re: State of Michigan MiDeal Pricing for a New 2015 John Deere 190G W Wheeled Excavator

Dear Mr. Halliday:

AIS Construction Equipment/JDE Equipment Company is pleased to provide you with the following pricing for a new 2015 John Deere 190G W Wheeled Excavator. 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:

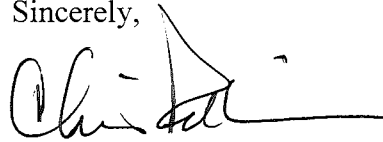
John Deere 190G W Wheeled Excavator with all standard features and the options as outlined below:

190G W Wheeled Excavator	
Front and Rear Outriggers	
Variable Geometry Boom w/ 8 ft 11 in Arm	
60 Inch Ditching Bucket w/Bolt on Edge	
Total List Price:	\$ 346,156.00
Less State Contract 42% Discount:	(\$ 145,386.00)
Sub-total:	\$ 200,770.00
Plus additional Items:	
Helac Power Tilt Hydraulic Coupler:	\$ 21,130.00
48 In Severe Duty Bucket w/Teeth:	\$ 2,675.00
(2) Sets of Bucket Pins:	\$ 1,610.00
Spare double rim	\$ 1,550.00
(2) Spare Tires:	\$ 1,780.00
5 Year/4,000 Hour Extended PT	
& Hydraulic Warranty:	\$ 3,360.00
Repair/Engine Manuals:	\$ 550.00
Test Manual:	\$ 585.00
Set of Spare Belts & Filters:	\$ 625.00
Total:	\$ 234,635.00

Copies of the pertinent pages of State of Michigan Contract No. 071B1300116 are attached with this quote. Please reference this Contract No. on your purchase order.

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,

A handwritten signature in black ink, appearing to read "Chris Robinson", with a long horizontal flourish extending to the right.

Chris Robinson
Governmental Sales Manager

190G W WHEELED EXCAVATOR

ENGINE:

Isuzu AI-4HK1, Certified to IT4 /
 Stage IIIB emissions
 Net Peak Power (ISO9249) 159 hp
 (119 kW)
 Turbocharger
 Electronic Engine Control Unit
 Auto-Idle System
 Antifreeze Protection to -34
 degrees F (-37 degrees C)
 Enclosed Fan Guard
 Fuel Cooler
 Dual Element Dry-type Air Filter
 with Restriction Indicator
 Full Flow Oil Filter
 Double Fuel Filter
 Water Separator
 Side by Side by Side Radiator, Oil
 Cooler, Intercooler with Dust Net
 Glow Plug Start Aid
 50-Amp Alternator - 24 Volt
 500 Hour Engine Oil Change Interval
 Isolation Mounted

HYDRAULICS:

Open Center, Load Sensing with
 Variable Displacement Pumps
 Gear Pumps for Pilot Circuit and
 Steering
 Quick Warm-Up System for Pilot
 Circuit
 Hydraulic Pilot Controls
 Axial Piston Swing Motor
 Multiple Wet Disk Swing Brake
 Auxiliary Valve Section
 Adjustable Flow for Attachments
 Through Monitor
 Boom and Arm Reduced Drift Valves
 Individual Control of Outriggers
 Low Flow, Medium Pressure Auxiliary
 Hydraulics with Piping and Controls
 Hydraulic Tank Site Gauge
 5,000 Hour Hydraulic Oil Change
 Interval

UNDERCARRIAGE:

Brakes, Four-Wheel, Maintenance
 Free, Wet Disc
 Two Travel Speed Ranges with
 Creeper Range
 Front Axle, Oscillating, Lockable
 Parking Brake
 Front Blade and Two Rear Outriggers
 Toolbox on Left Chassis
 Dual Traction-type Tires, 10.00 -

(Available in United States and
 Canada only)
 Adjustable Control Positions
 (Levers to Seat, Seat to Pedals)
 4" Arm Rests
 Pilot Control Shut-Off Lever
 Short Stroke, Low Effort Pilot
 Levers
 Switches for Auxiliary Hydraulic
 Control on RH Pilot Lever
 Deluxe Adjustable Cloth Seat with
 Suspension, Reclining Backrest, and
 Headrest
 2 In. Retractable Seat Belt
 Multifunction, Color LCD Monitor
 System with:
 Diagnostic Capability
 Systems Monitoring Capability
 Multiple Language Capability
 Maintenance Tracking
 Engine Coolant Temperature Gauge
 Engine Coolant Temperature Warning
 Indicator with Audible Alarm
 Engine Oil Pressure Warning
 Indicator with Audible Alarm
 Fuel Gauge with Low Fuel Indicator
 Brake Pressure Gauge with Audible
 Alarm
 Work Mode Indicator
 Auto Idle Indicator
 Alternator Charge Indicator
 Air Filter Restriction Indicator
 Fault Code Alert Indicator
 Check Engine Indicator
 Wiper Mode Indicator
 Work Lights On Indicator
 Fuel Rate Display
 Clock
 Hour Meter
 Hydraulic Filter Restriction
 Indicator
 Mode Selection:
 One Work Mode
 Three Power Modes
 Numerous Attachment Modes
 Auto-Climate Control/Air
 Conditioner, Heater with
 Pressurizer
 AM-FM Radio
 Tilt Steering Column
 Sun Visor
 Machine Information Center (MIC)

20, 16 Ply with Spacer	Windshield Wiper/Washer with
UPPER STRUCTURE:	Intermittent Speed
Right and Left Mirrors	12V-60W, 5 Amp Cell Phone Power
Swing Lock	Outlet
Vandal Locks for:	Tinted Safety Glass
Cab Door	Hot/Cold Box Compartment
Service Doors	Horn
Fuel Cap	Two Cup Holders
Tool Box	Interior Light
Remote Mounted Engine Oil and Fuel	Coat Hook
Filters	Floor Mat
FRONT ATTACHMENT:	Motion Alarm with Cancel Switch
Powdered Metal, Oil Impregnated	Transparent Tinted Roof Hatch with
Bushings	Sunshade
Reinforced Resin Thrust Plates	Four Fluid-Filled Elastic Mounts
Tungsten Carbide Thermal Coating on	Operator's Manual Storage
arm to Bucket Joint	Compartment
Centralized Lubrication System	Easy Access Air Conditioning Filter
Dirt Seals on Bucket Pins	LIGHTS AND SIGNALS
Less Bucket	Two Headlights
OPERATOR'S STATION:	Work Lights, Top of Cab (2), Rear
JDLink Ultimate Machine Monitoring	of Cab (1), Boom (1)
System w/ 3-year Message Service	Turn Signals / Hazard Lights
	Brake Lights
	Side Marker Lights

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.