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Grand Rapids, MI 49548
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3600 North Grand River Avenue
Lansing, MI 48906
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SAGINAW
4600 AIS Drive
Bridgeport, MI 48722
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RICHMOND
65809 Gratiot Avenue
Lenox, MI 48050
Telephone: (586) 727-7311

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

February 5, 2015

Re: State of Michigan MiDeal Pricing for New John Deere 410L Backhoe

Dear Mr. Halliday:

AIS Construction Equipment/JDE Equipment Company is pleased to provide you with the following pricing for a new John Deere 410L Backhoe to meet your needs. The pricing shown is current MiDeal State Contract Pricing which will be firm until such time as there is a manufacturer list price increase.

John Deere 410L as outlined in the attached Equipment Details pages:

List Price:	\$171,162.00
Less State Contract 37% Discount:	(\$ 63,330.00)
Sub Total for Backhoe:	\$107,832.00
Plus Additional Items provided by AIS/JDE:	
(2) Spare Wheels & Tires	\$ 3,300.00
Additional Manuals (CD Format): Service/Repair	\$ 400.00
5 Year – 5,000 Hour PT & Hydraulic Extended Warranty:	\$ 3,385.00
Installation of Aux. Hyd., Stabilizer Guards, Beacon Light:	\$ 2,175.00
Total:	\$117,092.00

Copies of the pertinent pages of State of Michigan Contract No. 071B1300116 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,

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



JOHN DEERE

Equipment Details

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

Date January 26, 2015

All amounts are displayed in USD

410L BACKHOE LOADER

Code	Description	Qty	List Price
0AB0T	410L BACKHOE LOADER		\$125,375.00

Options

Required Items:

1700	<p>JDLINK Ultimate Cellular for the Americas, excluding Costa Rica Includes JDLINK hardware: integrated cab wiring harness, antenna, modular telematics gateway (MTG), and JDLINK Ultimate activation.</p> <p>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.</p> <p>Includes 3 year subscription. Annual subscription renewal required after 3 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.</p> <p>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.</p>	1	In Base Price
2401	English Decals with English Operator and Safety Manuals Includes English decals installed and English language operator's manual and parts book	1	In Base Price
3065	Mechanical Front Wheel Drive (MFWD) with Limited Slip Differential and 5F/2R Powershift Transmission Includes torque converter with electrically actuated twist grip	1	In Base Price

	TCL in 1st through 5th gears.		
4891	Firestone 21L - 24 12PR & 12.5/80-18 12PR Traction Sure Grip Lug, Front 92 Inches (2.33 M) overall width. Rear tire chains require wheel spacers.	1	\$574.00
2035	Cab Isolation mounted Modular design ROPS/FOPS Level 2 (meets ISO 3449 & ISO 3471 / SAE J1040) Molded roof. Tinted safety glass. Deluxe interior trim. Headliner. Molded floor mats. Less Radio. Air Conditioning 26,000 BTU. CFC free R134a refrigerant. Heater/defrosters/pressurizer, 40,000 BTU, 3 speed. Mechanical Suspension Deluxe, Cloth, Swivel Seat with Lumbar Adjustment and Arm Rests, Fully Adjustable. 3 in Seat Belt. Tilt Steering Wheel. Front 2-speed wiper and rear 1-speed wiper. (2) front driving/working halogen lights - 32,500 Candlepower Each (2) rear working halogen lights - 32,500 Candlepower Each (6) additional work roof lights adds 2 front, 2 rear and 1 on each side of roof (4) turn signal/flashing/rear stop/tail lights - 2 front and rear (2) rear reflector See Order As Desired codes for additional Cab options not included in standard Cab (i.e. Air Suspension Seat, Radio, Sun Visor).	1	\$11,547.00
8625	Single Battery, 150 Minute Reserve Capacity (950 CCA)	1	In Base Price
6020	Extendible Dipperstick Extended stabilizer legs.	1	\$8,141.00
6210	No Auxiliary	1	In Base Price
5225	Mechanical Controls, Two Lever, ISO (DEERE)	1	In Base Price
5686	30" (762 mm) Wide, Heavy-Duty, 10 Cu. Ft. (0.28 Cu. M.) Capacity Bucket Bucket includes TK Teeth.	1	\$1,650.00
5420	Multi-Brand Quick Coupler For use with DEERE C, D, SE, SG, SJ, SK, SL & SL HL Series buckets and with Case K, L, M and CAT C Series Buckets. Not for use with 710 Buckets. Not compatible with Case N-Series. Spacers are recommended for CAT and Case buckets, contact DMAC.	1	\$1,399.00
7025	Two-Function Loader Hydraulics, Single Lever	1	In Base Price
8485	1250 Lb. (567 kg) Front Counterweight	1	\$1,711.00
7655	1.5 Cu. Yd. (1.15 Cu. M.), 92 in. (2.34 m.) wide Heavy Duty Long Lip Bucket with Bolt-On Cutting Edges and Skid Plates	1	\$3,569.00

92 in. (2.34 m.) wide.
Includes reversible bolt-on cutting edge and skid plates.
Includes two lift holes.

1065	John Deere PowerTech PWL 4.5L (276 Cu. In.) Engine Meets Final Tier 4 and Stage IV Emissions with Net Peak Power of 113 Hp. For use only in areas where EPA Final Tier 4/EU Stage IV is required.	1	\$14,820.00
	Turbocharged. Wet Sleeve Cylinder Liners. 4 Valves / Cylinder. Electronically Controlled HPCR Fuel Delivery System, B20 Biodiesel Compatible. Cooled Exhaust Gas Recirculation. Serpentine Belt with Automatic Belt Tensioner. Enclosed Safety Fan Guard. Vertical Spin-On Engine Oil Filter. Spin-On Fuel Filter with Water Separator. Dual Safety Element Dry-Type Air Cleaner with Evacuator Valve. Underhood Exhaust Filter and Catalysts with Evacuator Valve. Automatic Exhaust Filter Regeneration. Glow Plugs. Electronically controlled, variable-speed cooling fan.		

Optional Items:

9920	Exterior Rear View Mirrors (2)	1	\$334.00
9917	Radio, Basic Package AM/FM Radio, Weather Band.	1	\$850.00
AT312949	Accu-Swing Kit for Backhoe	1	\$451.00
AT407078	Washer Kit, Windshield	1	\$96.00
AT305073	Stabilizer Cylinder Guards (Set of Two)	1	\$303.00
AT313583	Strobe Light Kit Magnet mounted.	1	\$342.00

Configuration Total: **\$171,162.00**

Summary

Equipment Totals (includes "Other Charges")	Qty	Each	Extended
410L BACKHOE LOADER	1	\$171,162.00	\$171,162.00
Total Equipment Group Price:			\$171,162.00
Additional Charges			
MiDeal State Contract 37% Discount		+/-	(\$63,330.00)
Spare Front & Rear Wheel/Tire		+/-	\$3,300.00
Manuals		+/-	\$400.00
5 Yr. 5,000 Hour PT & Hyd Ext. Warranty		+/-	\$3,385.00
Installation - AuxHyd, StabGds, Light		+/-	\$2,175.00

Total Additional Charges: **(\$54,070.00)**

Total Delivered Price: **1** **\$117,092.00**

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

410L BACKHOE LOADER

410L Standard Equipment

COOLING SYSTEM:

Engine Radiator
 Engine Coolant -40 Degrees F (-40C)
 Coolant Recovery Tank with Low
 Level Indicator
 Oil-to-Water Engine Oil Cooler
 Fold-Out, Hinged Cooling System
 High Ambient Temperature Engine
 Coolant

POWERTRAIN:

Powershift Transmission with Torque
 Converter
 Single Electric Transmission
 Control Lever
 (Forward/Neutral/Reverse) with
 integrated gear selection & horn
 Planetary Final Drives
 Differential Lock, Foot Switch
 Activated

Mechanical Limited Slip Front Wheel
 Drive

Hydrostatic Power Steering with
 Emergency Manual Mode
 Power-Assisted Hydraulic Service
 Brakes Inboard, Wet Disc,
 Self-Adjusting and Self-Equalizing
 (Conforms to ISO 3450)

Parking/Emergency Brake:
 Independent of Service Brakes
 (Conforms to ISO 3450) Spring
 Applied, Hydraulically Released,
 Wet Multi-Disc
 Auto Shutdown

HYDRAULICS:

42 GPM (159 L/m) Axial Piston Pump
 - PCLS System

Dedicated Hydraulic Reservoir
 6 Micron Vertical Spin-On Filter
 "O" Ring Face Seal Connectors
 Circuit Relief Valve Protection
 Economy Mode

Auto Idle

Lift Mode

BACKHOE:

Backhoe Transport Lock Lever
 Swing Locking Pin Stored in Op.
 Station

ISO (Deere) 2 Lever Mechanical
 Backhoe Controls

Reversible Pad Stabilizer Feet with
 integrated lock Stabilizer

Single Battery with 180 Minute
 reserve Capacity and 925 CCA
 Blade Type Multi-Fused Circuits
 By-Pass Start Safety Cover on
 Starter

Positive Terminal Battery Cover

OPERATOR STATION:

Modular Design ROPS/FOPS Level
 2 Canopy Isolation Mounted
 with Molded Roof (Conforms to SAE
 J1040)

Left and Right Side Access

Slip-Resistant Steps and

Ergonomically Located

Handholds (Conforms to SAE J185)

Molded Floor Mat and Headliner

Seat, Deluxe Deep Foam, Vinyl
 Cover, High Back with Adjustable:

Suspension for Weight/Height

Fore-Aft

Lumbar Adjustments

Arm Rests

3 In. Seat Belt with Retractor

Engine Coolant Temperature Gauge

Fuel Gauge

Transmission Oil Temperature Gauge

Electric Monitor System with

Audible and Visual Warning:

Air Cleaner restriction

Low Alternator Voltage

Engine Oil Pressure

Hydraulic Filter Restriction

Park Brake On-Off

Seat Belt

Engine Coolant Temperature

Transmission Oil Temperature

Fuel

Electric Hourmeter/ Tachometer /
 Voltmeter

Sealed Switch Module

Keyless Start

Machine Security

12 Volt Outlets (2)

Horn

Interior Rearview Mirror

Rotary Hand Throttle

Suspended Foot Throttle

Lockable Right Hand Storage

Built-In Operator's Manual Storage

Compartment

Built-In Cup Holder

Coat Hook

Two-Direction Anti-Drift Valves

Less Bucket with Bucket Pins

LOADER:

Return-To-Dig Feature

Bucket Level Indicator

Hydraulic Self-Leveling

(anti-spill)

Single Lever Control with Electric

Clutch Cut-off Switch

Less Bucket with Bucket Pins

Loader Boom Service Lock

High-Visibility Loader Arms

ELECTRICAL:

12 Volt System

120 Amp Alternator (canopy)

(4) Front Driving/Working, (4) Rear

Working and (2) Side Docking

Halogen Lights (32,500 Candlepower Each)

(2) Front and (2) Rear Turn Signal/

Flashing

(2) Rear Stop and Tail

(2) Rear Reflectors

OVERALL VEHICLE:

(2) Front and (2) Rear Built-In Tie Downs

One-Piece Unitized Construction

Mainframe

Heavy Duty Front Bumper

Dent Resistant Rear Fenders

Vandal Protection Locking for:

Engine Hood

Monitor

Tool Box

Fuel Tank

Hydraulic Reservoir

37 Gal. (140L) Fuel Tank

Reverse Warning Alarm

21L - 24 In. 12 PR (R4) Tubeless

Rear

12.5/80 - 18 In. 10 PR Traction

Front Sure Grip Lug Tires

Ground Level Fueling

Remote Grease Bank for Front Axle

Tilt Hood with (2) Service

Positions

JDLink Ultimate in Approved

Countries

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.