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Mr. Nick Watterson
 Department of Public Service
 City of Rochester Hills
 1000 Rochester Hills Drive
 Rochester Hills, MI 48309

July 13, 2020

Re: State of Michigan MiDeal Pricing for New John Deere 544L Wheel Loader

Dear Mr. Watterson:

AIS Construction Equipment Corp. is pleased to provide you with the following pricing for a new 544L Wheel Loader for your upcoming needs. The pricing shown is current MiDeal State Contract # 071B7700090 Pricing and as such will be firm until such time as there is a manufacturer list price increase.

New John Deere 544L Wheel Loader with specifications as outlined on the attached Equipment Configuration pages:

	List Price:	\$252,614.00
	Less State Contract 36.5% Discount:	<u>(\$ 92,204.11)</u>
	Sub-Total for Machine:	\$160,409.89
Plus:	AIS Construction Equipment:	
	PDI:	\$ 1,604.00
	Weighlog 3030 Scale System:	\$ 6,695.00
	5 Year 2,000 Hour PT & Hydraulic Extended Warranty:	\$ 2,520.00
	Parts, Service/Repair & Test Manuals:	\$ 1,295.00
	Delivery:	<u>\$ 250.00</u>
	Total:	\$172,773.89

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



544L WHEEL LOADER

09-Jul-2020

Code	Description	Qty	List Price(USD)
7580DW	544L WHEEL LOADER	1	\$205,727.00
Option Codes			
2605	English Decals and Manuals	1	No Added Cost
1010	Standard Wheel Loader	1	No Added Cost
0924	John Deere PowerTech Engine	1	\$19,591.00
	John Deere PowerTech PVS 6.8L meets EPA FT4 and EU Stage IV Emissions (166 Net Peak hp) Turbocharged Wet Sleeve Cylinder Liners Automatic Glow Plugs Programmable Auto-Idle and Auto-Shutdown Selected Idle Adjustment from 900-1250 RPM Starter Protection 4 Valves/Cylinder Cooled Exhaust Gas Recirculation Automatic Derating for Exceeded System Temperatures Electronically Controlled HPCR Fuel Delivery System, B20 Biodiesel Compatible Electrical Fuel Priming System Serpentine Drive Belt with Automatic Tensioner Under Hood Dual Element Air Cleaner with Restriction Indicator Under Hood Exhaust Filter and Catalysts with Curved Exhaust Stack Automatic Exhaust Filter Regeneration Dual-Stage Fuel Filter and Water Separator 500 Hour Vertical Spin-on Oil Filter Cartridge Type Oil Crankcase Filter Automatic Engine Cool-down Timer Remote Start Battery Terminals		
1510	Standard Hydraulic Fan Hydraulically driven fan with proportional fan speed control based on cooling demands to save fuel and reduce noise.	1	No Added Cost
1410	Standard Engine Air Intake System Does not include centrifugal precleaner	1	No Added Cost
1310	Flat Black Curved Stack	1	No Added Cost
1610	Standard Fuel Filter with Water Separator and Standard Fuel Fill	1	No Added Cost
9240	Engine Compartment Light	1	\$180.00
1217	140 amp Alternator Required with code 1910 Premium Cab, code 2715 15 Amp/12V Power Converter, or code 2730 30 Amp/12V Power Converter.	1	\$347.00
2715	15 Amp Converter Requires code 1217 140 amp alternator	1	\$115.00

7140	Premium LED Work and Drive Lights All exterior machine lights are LED LED Front Turn/Marker & Rear Turn/Brake Lights	1	\$1,449.00
1110	5-Speed Powershift Transmission	1	-\$3,900.00
3046	Front Hydraulically Locking Differential and Rear Conventional Differential Axles	1	No Added Cost
3120	Manual Axle Differential Lock	1	No Added Cost
2010	Standard Z-BAR Parallel Lift Linkage	1	No Added Cost
2360	Joystick Controls Provides a single lever (joystick) control for the boom and the bucket. Optional 3rd and 4th functions are controlled with proportional thumb rollers integrated in the joystick handle. Includes FNR switch integrated into the joystick control lever.	1	No Added Cost
2402	Two Function Hydraulics Controls Boom and Bucket only.	1	No Added Cost
1970	Hydrau Hydraulic Fluid	1	No Added Cost
2510	Ride Control Code 9410 Transmission and Bottom Guards are recommended in applications where underside is vulnerable.	1	\$4,015.00
1905	Standard Cab The following options are only available on the standard cab: 1210 100 amp Alternator 1934 5 inch (127mm) Display Monitor 2220 Deluxe Seat 2708 8 amp Voltage Converter 8310 Standard Exterior Mirrors OR 8320 Heated Exterior Mirrors 8360 Standard radio OR 8380 No radio Allows lowest cost configuration. The following options are NOT available in the standard cab configuration: 8370 Premium Radio 8350 Remote Powered and Heated Exterior Mirrors	1	No Added Cost
8450	Cab with Air A/C Charge	1	No Added Cost
2220	Deluxe Seat, Cloth with Air Suspension Fabric Covered Seat with Back Rest Extension includes Lumbar Adjustment and Air Suspension with Full Damping Capability. Not Available with Premium Cab code 1910	1	No Added Cost
1945	7 inch Monitor with Dedicated Rear Camera Display Provides a separate and dedicated 7 inch display monitor for displaying continuous rear view camera imagery and allowing standard monitor to display without interruption.	1	\$1,645.00
8310	Standard Exterior Mirrors Not Available with Premium Cab code 1910	1	No Added Cost
8360	Standard Radio AM/FM/Weather Band (WB) Radio with Remote AUX Port Requires Standard Cab	1	\$576.00

8240	Rear Camera	1	No Added Cost
8275	LED Strobe Beacon with Left Beacon Bracket LED Strobe Beacon on hinged bracket mounted to the rear left side of the cab exterior.	1	\$275.00
5610	Left Side Steps Only	1	No Added Cost
9140	Fire Extinguisher 5.0 lbs. multi purpose (ABC) Dry Chemical Fire Extinguisher mounted inside the cab to the left front ROPS post.	1	\$149.00
2120	Steering Wheel Only	1	No Added Cost
2890	No Payload Scale without Cycle Counter	1	No Added Cost
170C	JDLink Ultimate 5 Year Subscription	1	No Added Cost

Includes JDLink hardware: integrated cab wiring harness, antenna, modular telematics gateway (MTG), and now includes all Ultimate Connectivity features – Wireless Data Transfer (WDT) enabling automatic data transfer from TimberMatic and Waratah H16 Measuring Systems to TimberManager and MyJohnDeere, supporting TimberOffice 5 Software. Additionally, Ultimate now includes Limited Internet features supporting optional ForestSight Solutions such as advance mapping systems and Remote Display Access (RDA) features supported by TeamViewer applications. 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.

5530	Standard Front Fenders Includes standard width front fenders, left side steps, as well as both left and right side platforms. Fender width is narrower than tire by design to be less susceptible to damage if tire brushes against objects from the side.	1	No Added Cost
4934	No Brand Preference	1	\$13,138.00
9709	20.5R25 1 STAR L3 NO BRAND PREFERRED RADIAL TIRES WITH 3 PC RIMS	1	No Added Cost
8567	Factory Pin-on Bucket Ready Required when ordering factory installed pin-on buckets - NOT coupler style hook-on buckets or field installed buckets.	1	No Added Cost
8907	3.0 Cu. Yd. Bucket (Pin-On only) All 3.0 cu yd buckets are Enhanced Production buckets with weld-on Skid Shoes and integrated spill guard. This is a Pin-on bucket and is 100" (2540 mm) wide. Requires code 8567 for Factory Pin-on Bucket.	1	\$7,007.00

8850	Bolt-on Cutting Edge For use with 100 inch wide buckets.	1	\$875.00
5840	No Fork Frame	1	No Added Cost
5940	No Tines Required when ordering code 5840 No Fork Frame	1	No Added Cost
8220	Rear Hitch and Counterweight	1	No Added Cost
9210	Electrical Corrosion Prevention Package Preventive corrosion treatment for use in corrosive environments. Preventive corrosion treatment includes dielectric grease for electrical connections and polyurethane-based sealant on exposed terminals.	1	\$1,425.00
Total			\$252,614.00

Manufacturer's Suggested List Price shown. Retail prices may vary by dealer. Unless stated otherwise, taxes, freight, setup, delivery and other dealer specific charges not included in the pricing. Options/items noted with anything other than price will have additional costs. Pricing, availability, and specifications subject to change without notice. Special program pricing may be available on certain models. See dealer for details. Prices shown are in U.S. dollars and valid only in the U.S.