

www.jdeequip.com

Grand Rapids
651 AIS Drive SW
Grand Rapids, MI 49548
Telephone: (616) 530-2000

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

Traverse City
777 US 31 S
Traverse City, MI 49684
Telephone: (231) 943-3996

Mr. Bruce Halliday
Fleet Supervisor
Department of Public Service
City of Rochester Hills
1000 Rochester Hills Drive
Rochester Hills, MI 48309

February 26, 2010

Subject: Quotation for John Deere 544K Wheel Loader at State of Michigan Contract Pricing

Dear Mr. Halliday:

Attached please find our quotation to provide you with a John Deere 544K Wheel Loader as described on the equipment detail sheets provided. The order should be issued to JDE Equipment Company referencing the State Contract Number 071B6200191 as done recently on various State of Michigan and Municipality Purchase Orders (copies attached).

As we discussed previously the state contract pricing covers the machine and all options provided by John Deere. The additional items shown in the additional charges section (Spare Wheels & Tires, Extended Warranty, Trade In Credit, etc) are priced out separately.

Thank you for your continued interest in JDE Equipment Company and John Deere Construction and Forestry products and we look forward to working with you on this project.

Sincerely,

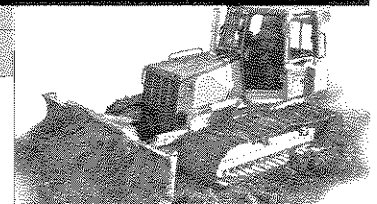
A handwritten signature in black ink, appearing to read "Chris Robinson", with a long, sweeping underline.

Chris Robinson
Governmental Sales Manager

CONSTRUCTION & FORESTRY EQUIPMENT



JOHN DEERE



City of Rochester Hills

Equipment Details

Date: February 26, 2010

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

All amounts are displayed in USD

544K LOADER

Code	Description	Qty	List Price
7640T	544K LOADER		\$167,169.00
Options			
Required Items:			
810	544K Standard Gathering Group	1	In Base Price
	Includes: Main Counterweight Rear Hanging Step Rear HD lights Fuel Tank and Lines Labels and Trim		
1010	544K Loader	1	In Base Price
2010	Z-BAR with Standard Greased Pin Joints	1	In Base Price
2422	2 Function -- Joystick with FNR	1	In Base Price
	1 lever controls boom and bucket. Requires code 2120 Conventional Steering.		
2120	Steering Wheel Only	1	In Base Price
	Steering Wheel remains without Joystick Steering. Requires code 2220 or 2230 Seat.		
8419	ROPS Quiet Cab with Heater	1	\$5,572.00
	Includes: Heater Defroster and pressurizer Front and rear intermittent windshield wipers and washers (1) inside and (2) outside rear view mirrors Left and right rear side windows open 2.5 in. (65 mm) for ventilation Sun visor		
2220	Standard Fabric, Back Rest Extension, Air Suspension Seat for Conventional Steering	1	In Base Price
	Fabric Covered Seat with Back Rest Extension includes full adjustment, Lumbar and Air Suspension with full dampening capability.		

2520	Less Ride Control	1	In Base Price
1110	4-Speed Transmission	1	In Base Price
3046	Front Hydraulically Locking Differential and Rear Conventional Differential Axles	1	In Base Price
3120	Manual Differential Lock	1	In Base Price
4420	20.5R25 L3 Single Star Radial Tires	1	In Base Price
5530	Front Fenders	1	In Base Price
7120	Heavy Duty LED Turn Signal and Marker Lights	1	\$234.00
8220	Rear Cast Bumper/Counterweight with Rear Hitch and Locking Pin	1	\$632.00
	Provides additional 286 lb.(130 kg.)counterweight.		
	Optional Items:		
8740	3.0 Cu. Yd. (2.3 Cu. M.) 106 in. GP Bucket with Bolt-on Cutting Edge	1	\$7,508.00
9210	Level 1 Electrical Corrosion Prevention Package	1	\$1,942.00
	For use in corrosive applications. Preventive Corrosion treatment for all electrical and electronic connections.		
9105	AM/FM/WB Radio	1	\$289.00
	Includes speakers and antenna. Requires Code 9225 Converter and 8419 or 8422 Cab.		
9125	Beacon Bracket	1	\$171.00
	Bracket has fold down position for transport.		
9225	24 Volt to 12 Volt - 10 Amp Converter	1	\$190.00
	Configuration Total:		\$183,707.00

Summary

All amounts are displayed in USD

Equipment Totals (includes "Other Charges")	Qty	Each	Extended
544K LOADER	1	\$184,041.00	\$183,707.00
Total Equipment Group Price:			\$183,707.00

Additional Charges

State of Michigan 29% Discount:		+/-	(\$53,275.00)
Spare Wheel:		+/-	\$1,395.00
Manuals:		+/-	\$375.00
7 Year 4,000 Hour PT & Hydraulic Extended Warranty:		+/-	\$4,065.00
Trade In JD624G:		+/-	(\$19,000.00)
Total Additional Charges:			(\$66,440.00)

Additional Information

Customer Comments

Total Delivered Price: \$117,267.00

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

Purchase Order to be issued to: JDE Equipment Company
56555 Pontiac Trail
New Hudson, MI 48165
Ref. State of MI Contract #071B600191