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WEST DETROIT
 56555 Pontiac Trail
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Mr. Nick Watterson
 Department of Public Service
 City of Rochester Hills
 1000 Rochester Hills Drive
 Rochester Hills, MI 48309

September 8, 2020

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

Dear Mr. Watterson:

AIS Construction Equipment Corp. is pleased to provide you with the following pricing for a new 410L Backhoe 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 410L Backhoe Loader with specifications as outlined on the attached Equipment Configuration pages:

	List Price:	\$180,566.00
	Less State Contract 40.7% Discount:	<u>(\$ 73,490.36)</u>
	Sub-Total for Machine:	\$107,075.64
Plus:	AIS Construction Equipment:	
	PDI:	\$ 1,071.00
	AT Kits/Installation of Hydraulics/ Fire Extinguisher:	\$ 6,463.00
	5 Year 5,000 Hour PT & Hydraulic Extended Warranty:	\$ 3,013.00
	Stabilizer Cylinder Guards & Fire Extinguisher:	\$ 378.00
	Manuals:	\$ 625.00
	Delivery:	<u>\$ 250.00</u>
	Total:	\$118,875.64

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



410L BACKHOE LOADER

08-Sep-2020

Code	Description	Qty	List Price(USD)
0AB1T	410L BACKHOE LOADER	1	\$130,284.00

Option Codes

2401	English Decals with English Operator and Safety Manuals English decals installed and English operator's manual. Requires engine code 1065.	1	No Added Cost
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170C	JDLink Ultimate 5 Year Subscription 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.	1	No Added Cost
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3095	Mechanical Front Wheel Drive (MFWD) with Limited Slip Differential Autoshift Transmission	1	No Added Cost
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5F/3R Autoshift Transmission.

Autoshift can turned on/off in the SSM. When Autoshift if off, Backhoe will operate with Powershift transmission.

2035	Cab (meets ISO 3449 & ISO 3471 / SAE J1040) Molded roof. Tinted safety glass. Deluxe interior trim. Headliner. Molded floor mats. Less radio (Cab includes power connector for radio and threaded bosses for mounting brackets - see radio kit installation instructions). Air Conditioning 26,000 BTU. CFC free R134a refrigerant. Heater/defrosters/pressurizer, 40,000 BTU, 10 speed. Deluxe Mechanical Suspension, Cloth, Swivel Seat with Lumbar Adjustment and Arm Rests, Fully Adjustable. Keyless Start. 3 inch Orange Seat Belt with retractor. Tilt Steering Wheel. Interior Rearview Mirror. Front 2-speed wiper with windshield washer 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	1	\$13,243.00
9917	Radio, Bosch Basic Package AM/FM/Weather Radio	1	\$873.00
9919	Sun Visor	1	\$95.00
9920	Exterior Rear View Mirrors (2)	1	\$343.00
4891	Firestone 21L - 24 12PR & 12.5/80-18 12PR Traction Sure Grip Lug, Front 92 Inches (2.33 M) overall width. Requires axle code 3095. Rear tire chains require wheel spacers (AT347522).	1	\$590.00
8685	Dual Maintenance Free Batteries With Disconnect and Jump Post	1	\$544.00

350 Minute Reserve Capacity (1900 CCA).
 Recommended for use in ambient temperatures BELOW 32
 degrees F (0 degrees C).

9116	LED Light Package Includes factory installed 2 LED spot lights and 8 LED flood lights in lieu of the standard halogen light package.	1	\$1,053.00
9905	Strobe Light with Magnetic Mount Light is shipped loose in the cab.	1	\$588.00
6020	Extendible Dipperstick Extended stabilizer legs.	1	\$8,365.00
6210	No Auxiliary	1	No Added Cost
5225	Mechanical Controls, Two Lever, ISO (DEERE)	1	No Added Cost
5420	Multi-Brand Quick Coupler - Less Thumb If ordering coupler with thumb, requires option code 5421 or 5422. 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.	1	\$1,637.00
Spacers are recommended for Cat and Case buckets, see bulletin 07BH08 for details.			
5686	30" (762 mm) Wide, Heavy-Duty, 10 Cu. Ft. (0.28 Cu. M.) Capacity Bucket Bucket includes TK Teeth.	1	\$1,695.00
90A1	Custom Code - ACCU-SWING	1	\$603.00
7655	1.5 Cu. Yd. (1.15 Cu. M.), 92 in. (2.34 m.) wide Heavy Duty Long Lip Bucket with Bolt-On Cutting Edge and Skid Plates 92 in. (2.34 m.) wide. Includes reversible bolt-on cutting edge and skid plates. Includes two lift holes.	1	\$3,667.00
7025	Two-Function Loader Hydraulics, Single Lever Single lever loader control with electric clutch disconnect and momentary MFWD.	1	No Added Cost
8485	1250 Lb. (567 kg) Front Counterweight	1	\$1,758.00
1065	John Deere PowerTech Plus 4.5L (276 Cu. In.) Engine Meets Final Tier 4 and Stage IV Emissions	1	\$15,228.00

With Net Peak Power of 116 Hp.
For use only in areas where EPA Final Tier 4/EU Stage IV is required.

Turbocharged.
Wet Sleeve Cylinder Liners.
4 Valves / Cylinder.
Electronically Controlled HPCR Fuel Delivery System, B20 Biodiesel Compatible.
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.

Total

\$180,566.00

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.