



**GRAND RAPIDS**  
600 AIS Drive Southwest  
Grand Rapids, MI 49548  
Telephone: (616) 538-2400

**LANSING**  
3600 North Grand River Avenue  
Lansing, MI 48906  
Telephone: (517) 321-8000

**SAGINAW**  
4800 AIS Drive  
Bridgeport, MI 48722  
Telephone: (989) 777-0090

**RICHMOND**  
66809 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

December 23, 2011

Re: State of Michigan MiDeal Pricing for New John Deere 670G Motor Grader

Dear Mr. Halliday:

AIS Construction Equipment/JDE Equipment Company is pleased to provide you with the following pricing for a new John Deere 670G 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 670G as outlined in the attached Equipment Details pages:

List Price:	\$311,634.00
Less State Contract 32% Discount:	(\$ 99,723.00)
Sub Total for Motor Grader	\$211,911.00
Plus Additional Items provided by AIS/JDE:	
Spare Wheel & Tire	\$ 3,575.00
Beacon Light – Installed	\$ 430.00
Additional Manuals (CD Format):	
Repair Manual	\$ 65.00
Engine Manual	\$ 410.00
Test Manual	\$ 575.00
Total:	\$216,966.00



Copies of the pertinent pages of State of Michigan Contract No. 071B1300116 are attached with this quote. Please issue the order in accordance with the State Contract to:

JDE Equipment Company  
651 AIS Drive SW  
Grand Rapids, MI 49548

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



# Equipment Details

Prepared for: CITY OF ROCHESTER HILLS

STATE OF MICHIGAN CONTRACT NO. 071B1300116 MIDEAL

Date: December 23, 2011

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

## 670G MOTOR GRADER

Code	Description	Qty	List Price
8440T	670G MOTOR GRADER		\$265,985.00

### Options

**Required Items:**

1700	JDLink Ultimate Cellular for Certified Countries in the Americas, excluding Costa Rica	1	In Base Price
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JDLink list of Certified Countries: \_\_\_\_\_  
 JDLink Ultimate includes 3 years of cellular message service. Thereafter, JDLink Ultimate cellular message service is \$50/month. JDLink Select cellular message service is \$25/month. Go to [www.StellarSupport.com](http://www.StellarSupport.com) to renew or update JDLink subscriptions.

1010	670G with Standard Hydraulic Controls	1	In Base Price
1130	John Deere PowerTech PSX 9.0L meets EPA IT4 /EU Stage IIIB Emissions (195 Net Peak hp)	1	\$12,790.00

**NOTE:**  
 \* Requires engine exhaust code 1830 or 1840.  
 \* For use only in areas where EPA Interim Tier 4/EU Stage IIIB is required.

Series Turbo Charged  
 Automatic Exhaust Filter Regeneration  
 4 Valves / Cylinder  
 Wet Sleeve Cylinder Liners  
 \*Programmable Auto-Idle and Auto-Shutdown  
 \*Selected Idle Adjustment from 900-1250 RPM  
 \*Starter Protection  
 Electronically Controlled Fuel Delivery System  
 \*Electrical Fuel Priming System  
 Automatic Derating for Exceeded System Temperatures  
 Under Hood Dual Element Air Cleaner with Restriction Indicator  
 Under Hood Prescreened Air Intake  
 Curved Exhaust Stack  
 10-Micron Primary 500 hour Fuel Filter/Water Separator  
 2-Micron Vertical Spin-On Final 500 hour Fuel Filter  
 Inline Fuel Strainer  
 Auto Tensioner Serpentine Belt  
 500 Hour Vertical Spin-on Oil Filter"

1830	Engine Exhaust with Flat Black Stack for 9.0L (EPA IT4/EU Stage IIIB only)	1	In Base Price
	NOTE: * Requires engine code 1130.		
1410	Standard Fuel & Water Filtration	1	In Base Price
1520	NO FAST FILL FUEL SYSTEM	1	In Base Price
1620	No Hydraulic Pump Disconnect	1	In Base Price
1210	100 amp Alternator	1	In Base Price
1320	No Quick Service Group	1	In Base Price
5025	Low Cab w/ Fixed Lower Front and Side Opening Windows	1	\$785.00
8730	No Sound Absorption Package	1	In Base Price
	NOTE: REQUIRES ENGINE CODE 1130		
8810	Rear Camera	1	\$2,563.00
8510	Air Conditioner Refrigerant Charged	1	In Base Price
8210	Exterior Mounted Rearview Mirrors	1	In Base Price
8120	24-to-12 Volt Converter (30 amps)	1	\$399.00
	NOTE: 30 amps used for additional 12 volt needs such as business band or CB radios.		
8420	No Radio	1	In Base Price
8310	Lower Front Intermittent Wiper & Washer	1	\$567.00
8030	No Powered Cab Air Pre-cleaner	1	In Base Price
6130	Premium Heated, Leather/Fabric, High-Wide Back, Air Suspension Seat with Armrests	1	\$629.00
	For use with cab codes 5020, 5025, 5030 & 5045. This seat does not include a headrest. If a headrest is desired, please order AT3B1342 from service parts.		
6510	Autoshift Transmission	1	\$1,589.00
5710	Transmission Solenoid Valve Guard	1	\$180.00
	Recommended for snow plowing applications		
7150	DELUXE GRADING LIGHTS (16 HALOGEN LIGHTS)	1	\$1,362.00
	NOTE: * Includes code 7130 Grading Lights plus (6) additional work lights: (4) Corner Cab Work Lights and (2) Front Cab Work Lights. * Requires code 1220 130 amp Alternator or 1230 150 amp Alternator (IT4).		
2040	13 Ft. x 27 In. x 1 In. (3.96 M x 685 mm x 25 mm) with 8 In. x 3/4 In. (203 x 19 mm) Cutting Edge and 5/8 In. (16mm) Hardware	1	\$1,030.00
2320	No reversible Overlay End Bits	1	In Base Price
2410	No Moldboard Extensions	1	In Base Price

1920	No Blade Impact Absorption System	1	In Base Price
2230	Nylon Wear inserts w/Clutch	1	\$247.00
	Requires code 9070 Circle Drive Slip Clutch. Recommended for higher circle torque when used with a slip clutch.		
6520	Base Hydraulics w/ 1 Auxiliary Function Control	1	\$1,410.00
	Requires code 1010. Base functions plus 1 function w/float control - front plumbing and hoses for Scarifier or auxiliary applicaton. For Use with Front Scarifier.		
9610	Base Hydraulics- 4 Function Controls	1	In Base Price
	Requires code 1010. Base Functions: LH Blade Lift w/ Float, Blade Side shift, Circle Rotate, Blade Tilt.		
5810	Oil, SAE 10W30	1	In Base Price
6720	Front Scarifier	1	\$7,683.00
	Includes Front Hydraulics, plumbing and hoses Scarifier with 2 pitch positions and 9 shank pockets Five 1 x 3 inch Scarifier Shanks w/teeth If additional shanks are desired order (1) each of T6Y5230 Tooth, T114792 Shank and T104220 Retainer for each set. Can not be used with 6550 Hydraulics.		
6630	Rear Hitch and Pin	1	\$433.00
	Not for use with Rear Ripper/Scarifier.		
4611	17.5 R 25 inch L2 Single Star XTLA Michelin Radial Tires w/ 1 pc. Rims	1	\$7,637.00
	Radial Tires: Recommended for puncture resistance, fuel economy and increased traction. Maximum per tire load 8048 lbs.		
7520	(2) Group 4D Batteries	1	In Base Price
	1400 CCA, 440 reserve minutes each. Recommended for temperatures below 32 degrees F (0 degrees C).		
7810	Front Fenders	1	\$1,590.00
2605	English Labels and Decals	1	No Charge
	Optional Items:		
9620	Cold Weather Control Valve Covers	1	\$175.00
	plastic covers that mount below the cab, shielding the control valve from snow and slowing down hydraulic heat loss in winter. Requires code 1010 standard hydraulics.		
9200	Level 1 Electronic Corrosion Prevention Package	1	\$1,748.00
	NOTE: * Corrosion Preventive Treatment for critical electronic connections. * Requires code 5710 Transmission Solenoid Valve Guard.		
9120	Front Window Movable Sun Visor	1	\$128.00

9130	Rear Retractable Sun Shade	1	\$192.00
9290	Flip Down Cab Beacon Bracket (RH)	1	\$134.00
	Order codes 9290 and 9295 for dual beacons		
9070	Circle Drive with Slip Clutch	1	\$2,334.00
	Protects circle, circle drive gearbox and draft frame from damage when end of moldboard comes in contact with stationary objects. Slip clutch is integral to the circle drive assembly and utilizes a wet clutch system. Can not be used with code 2220 inserts.		
9280	Slow Moving Vehicle (SMV) Sign	1	\$73.00
	<b>Configuration Total:</b>		<b>\$311,634.00</b>

### Summary

All amounts are displayed in USD

Equipment Totals (includes "Other Charges")	Qty	Each	Extended
670G MOTOR GRADER	1	\$311,634.00	\$311,634.00
<b>Total Equipment Group Price:</b>			<b>\$311,634.00</b>
<b>Additional Charges</b>			
State of Michigan MiDeal 32% Discount		+/-	(\$98,723.00)
Spare Wheel & Tire		+/-	\$3,575.00
Beacon Light - Installed		+/-	\$430.00
Repair Manual		+/-	\$65.00
Engine Manual		+/-	\$410.00
Test Manual		+/-	\$575.00
<b>Total Additional Charges:</b>			<b>(\$94,668.00)</b>

**Additional Information**

**Customer Comments**

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**Total Delivered Price:** **\$216,966.00**

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

AUTHORITY: Act 421 of 1994  
COMPLETION: Required  
PENALTY: Contract will not be executed unless form is filed

STATE OF MICHIGAN  
DEPARTMENT OF TECHNOLOGY, MANAGEMENT AND BUDGET November 30, 2010  
PURCHASING OPERATIONS  
P.O. BOX 30026, LANSING, MI 48909  
OR  
530 W. ALLEGAN, LANSING, MI 48933

NOTICE  
OF  
CONTRACT NO. 071B1300116  
between  
THE STATE OF MICHIGAN  
and

NAME & ADDRESS OF CONTRACTOR JDE Equipment 651 AIS Drive SE W Grand Rapids, MI 49548  Email: <a href="mailto:crobinson@jdeequip.com">crobinson@jdeequip.com</a>	TELEPHONE (616)530-2000 Chris Robinson
	CONTRACTOR NUMBER/MAIL CODE
	BUYER/CA (517)373-0301 Sue Cieciza, Buyer Specialist
Contract Compliance Inspector: Irene Pena Equipment Rental and Purchase, Roadside Maintenance and Earth Moving - Statewide, NASPO, and MIDEAL	
CONTRACT PERIOD: 3 yrs. + 2 one-year options From: November 1, 2010 To: October 31, 2013	
TERMS Net 30	SHIPMENT N/A
F.O.B. Delivered	SHIPPED FROM NA
MINIMUM DELIVERY REQUIREMENTS None	
MISCELLANEOUS INFORMATION:	

THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.

The terms and conditions of this Contract are those of ITB #07110200129 and 07110200092, this Contract Agreement and the vendor's quote dated 06/15/10. In the event of any conflicts between the specifications and terms and conditions, indicated by the State and those indicated by the vendor, those of the State take precedence.

Estimated Contract Value: \$1,500,000.00

Please Note: The Buyer for this Contract is now Sue Cieciza (517) 373-0301

AUTHORITY: Act 431 of 1984  
 COMPLETION: Required  
 PENALTY: Contract will not be executed unless form is filed

STATE OF MICHIGAN  
 DEPARTMENT OF TECHNOLOGY, MANAGEMENT AND BUDGET  
 PURCHASING OPERATIONS  
 P.O. BOX 30026, LANSING, MI 48909  
 OR  
 530 W. ALLEGAN, LANSING, MI 48933

CONTRACT NO. 071B1300116  
 between  
 THE STATE OF MICHIGAN  
 and

NAME & ADDRESS OF CONTRACTOR <b>JDE Equipment</b> <b>651 AIS Drive SE</b> <b>Grand Rapids, MI 49548</b>		TELEPHONE (616)530-2000 <b>Chris Robinson</b>
		CONTRACTOR NUMBER/MAIL CODE
Email: <a href="mailto:crobinson@jdeequip.com">crobinson@jdeequip.com</a>		BUYER/CA (517)241-1647 <b>Irene Pena, Buyer Specialist</b>
Contract Compliance Inspector: Irene Pena <b>Equipment Rental and Purchase, Roadside Maintenance and Earth Moving – Statewide, NASPO, and MIDEAL</b>		
CONTRACT PERIOD: 3 yrs. + 2 one-year options From: <b>November 1, 2010</b> To: <b>October 31, 2013</b>		
TERMS	SHIPMENT	
<b>Net 30</b>		<b>N/A</b>
F.O.B.	SHIPPED FROM	
<b>Delivered</b>		<b>NA</b>
MINIMUM DELIVERY REQUIREMENTS <b>None</b>		
MISCELLANEOUS INFORMATION: <b>THIS CONTRACT IS EXTENDED TO LOCAL UNITS OF GOVERNMENT.</b>		
The terms and conditions of this Contract are those of ITB #07110200129 and 07110200092, this Contract Agreement and the vendor's quote dated 06/15/10. In the event of any conflicts between the specifications, and terms and conditions, indicated by the State and those indicated by the vendor, those of the State take precedence.		
Estimated Contract Value: <b>\$1,500,000.00</b>		

**THIS IS NOT AN ORDER:** This Contract Agreement is awarded on the basis of our inquiry bearing the ITB No. 07110200129 and 07110200092. Orders for delivery will be issued directly by various State of Michigan Departments, MIDEAL members and participating NASPO states through the issuance of a Purchase Order Form. All terms and conditions of the invitation to bid are made a part hereof.

FOR THE CONTRACTOR:	FOR THE STATE:
<u>JDE Equipment Company</u> Firm Name	<u>Signature</u> <b>Irene L. Pena, Buyer Specialist</b>
<u>Authorized Agent Signature</u>	<u>Name/Title</u> <b>Commodities Division, Purchasing Operations</b>
<u>Authorized Agent (Print or Type)</u>	<u>Division</u>
<u>Date</u>	<u>Date</u>





JDE EQUIPMENT COMPANY

6/18/2010



JOHN DEERE

ATTACHMENT B ADDITIONAL MACHINES

MACHINE AND OPTION/ATTACHMENT PRICING

STATE OF MICHIGAN REQUEST FOR PROPOSAL NO. 07110200092

MAKE	MODEL	DESCRIPTION	DISCOUNT OFF OF LIST PRICE
JOHN DEERE	310J	BACKHOE	39.00%
JOHN DEERE	310SJ	BACKHOE	39.00%
JOHN DEERE	310SJ TMC	BACKHOE	39.00%
JOHN DEERE	410J	BACKHOE	37.00%
JOHN DEERE	410J TMC	BACKHOE	37.00%
JOHN DEERE	710J	BACKHOE	35.50%
JOHN DEERE	444K	WHEEL LOADER	30.00%
JOHN DEERE	524K	WHEEL LOADER	35.00%
JOHN DEERE	544K	WHEEL LOADER	34.00%
JOHN DEERE	624K	WHEEL LOADER	36.00%
JOHN DEERE	644K	WHEEL LOADER	32.00%
JOHN DEERE	724K	WHEEL LOADER	35.00%
JOHN DEERE	670G	MOTOR GRADER	32.00%
JOHN DEERE	672G	MOTOR GRADER	32.00%
JOHN DEERE	770G	MOTOR GRADER	33.00%
JOHN DEERE	772G	MOTOR GRADER	33.00%
JOHN DEERE	870G	MOTOR GRADER	35.00%
JOHN DEERE	872G	MOTOR GRADER	35.00%
JOHN DEERE	450J	DOZER	24.00%
JOHN DEERE	550J	DOZER	24.00%
JOHN DEERE	850J	DOZER	25.00%
JOHN DEERE	75D	EXCAVATOR	25.00%
JOHN DEERE	85D	EXCAVATOR	28.00%
JOHN DEERE	120D	EXCAVATOR	19.00%
JOHN DEERE	135D	EXCAVATOR	25.00%
JOHN DEERE	160D	EXCAVATOR	30.00%
JOHN DEERE	190DW	WHEELED EXCAVATOR	42.00%
JOHN DEERE	200D	EXCAVATOR	32.00%
JOHN DEERE	220DW	WHEELED EXCAVATOR	42.00%
JOHN DEERE	225D	EXCAVATOR	32.00%
JOHN DEERE	240D	EXCAVATOR	31.00%
JOHN DEERE	315	SKID STEER LOADER	22.00%
JOHN DEERE	315	SKID STEER LOADER	22.00%

Contract No. 071B1300116



JOHN DEERE	318D	SKID STEER LOADER	22.00%
JOHN DEERE	320D	SKID STEER LOADER	22.00%
JOHN DEERE	328D	SKID STEER LOADER	22.00%
JOHN DEERE	328D	SKID STEER LOADER	22.00%
JOHN DEERE	332D	SKID STEER LOADER	22.00%
JOHN DEERE	319D	COMPACT TRACK LOADER	17.00%
JOHN DEERE	323D	COMPACT TRACK LOADER	17.00%
JOHN DEERE	329D	COMPACT TRACK LOADER	17.00%
JOHN DEERE	333D	COMPACT TRACK LOADER	17.00%
JOHN DEERE	17D	COMPACT EXCAVATOR	16.00%
JOHN DEERE	27D	COMPACT EXCAVATOR	16.00%
JOHN DEERE	35D	COMPACT EXCAVATOR	16.00%
JOHN DEERE	50D	COMPACT EXCAVATOR	16.00%
JOHN DEERE	60D	COMPACT EXCAVATOR	16.00%
JOHN DEERE	244J	COMPACT LOADER	17.00%
JOHN DEERE	110 B/H	COMPACT BACKHOE	14.00%
JOHN DEERE	ALL	WORKSITE PRO ATTACHMENTS	14.00%

NOTE 1: THESE DISCOUNT PERCENTAGES APPLY TO MACHINES AND ALL  
OPTIONS/ATTACHMENTS COMING FROM JOHN DEERE.

NOTE 2: THESE DISCOUNT PERCENTAGES CAN ALSO BE USED TO MODIFY THE  
OTHER MACHINES SPECIFICALLY QUOTED IN THIS RFP SHOULD YOU DECIDE TO  
CHANGE OPTIONS/ATTACHMENTS.

NOTE 3: THESE DISCOUNT PERCENTAGES INCLUDE ALL FREIGHT, PREP AND DELIVERY  
COSTS