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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 310SL Backhoe Loader

Dear Mr. Watterson:

AIS Construction Equipment Corp. is pleased to provide you with the following pricing for a new 310SL 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 310SL Backhoe Loader with specifications as outlined on the attached Equipment Configuration pages:

	List Price:	\$147,487.00
	Less State Contract 44.1% Discount:	<u>(\$ 65,041.77)</u>
	Sub-Total for Machine:	\$ 82,445.23
Plus:	AIS Construction Equipment:	
	PDI:	\$ 824.00
	NPK PH3 Hydraulic Hammer	
	With Chisel and Moil Point Tools:	\$ 12,970.00
	Fire Extinguisher/Cylinder Guards:	\$ 378.00
	Installation:	\$ 1,125.00
	5 Year 2,500 Hour PT & Hydraulic	
	Extended Warranty:	\$ 2,069.00
	Manuals:	\$ 625.00
	Delivery:	<u>\$ 250.00</u>
	Total:	\$100,686.23

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



# 310SL BACKHOE LOADER

08-Sep-2020

Code	Description	Qty	List Price(USD)
0A71T	310SL BACKHOE LOADER	1	\$121,345.00

## Option Codes

2401	<b>English Decals with English Operator and Safety Manuals</b> English decals installed and English operator's manual. Requires engine code 1065.	1	No Added Cost
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170C	<b>JDLINK Ultimate 5 Year Subscription</b> 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 <a href="http://www.StellarSupport.com">www.StellarSupport.com</a> 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 <a href="http://www.JohnDeere.com/Agreements">www.JohnDeere.com/Agreements</a> . 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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3025	2 Wheel Drive <b>Autoshift</b> Transmission	1	-\$8,406.00
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With AutoShift 5F/3R Transmission.

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

<b>2035</b>	<b>Cab</b> (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	<b>1</b>	<b>\$13,243.00</b>
<b>9917</b>	<b>Radio, Bosch Basic Package</b> AM/FM/Weather Radio	<b>1</b>	<b>\$873.00</b>
<b>9919</b>	<b>Sun Visor</b>	<b>1</b>	<b>\$95.00</b>
<b>9920</b>	<b>Exterior Rear View Mirrors (2)</b>	<b>1</b>	<b>\$343.00</b>
<b>4444</b>	<b>Galaxy 21L 24 12PR Rear &amp; 12.5/80-18 12PR Front</b> Requires axle code 3025. Rear tire chains require wheel spacers (AT347522).	<b>1</b>	<b>No Added Cost</b>
<b>8685</b>	<b>Dual Maintenance Free Batteries With Disconnect and Jump Post</b> 350 Minute Reserve Capacity (1900 CCA). Recommended for use in ambient temperatures BELOW 32 degrees F (0 degrees C).	<b>1</b>	<b>\$544.00</b>

<b>9116</b>	<b>LED Light Package</b> Includes factory installed 2 LED spot lights and 8 LED flood lights in lieu of the standard halogen light package.	<b>1</b>	<b>\$1,053.00</b>
<b>9905</b>	<b>Strobe Light with Magnetic Mount</b> Light is shipped loose in the cab.	<b>1</b>	<b>\$588.00</b>
<b>6010</b>	<b>Standard Dipperstick</b> Standard stabilizer legs.	<b>1</b>	<b>No Added Cost</b>
<b>6220</b>	<b>Auxiliary Hydraulic with One Way Flow (Hammer)</b> Includes plumbing to end of dipperstick.	<b>1</b>	<b>\$2,759.00</b>
<b>5225</b>	<b>Mechanical Controls, Two Lever, ISO (DEERE)</b>	<b>1</b>	<b>No Added Cost</b>
<b>5400</b>	<b>Less Coupler - Less Thumb</b> If ordering with thumb, must order option code 5401.	<b>1</b>	<b>No Added Cost</b>
<b>5600</b>	<b>Less Backhoe Bucket with Bucket Pins</b>	<b>1</b>	<b>No Added Cost</b>
<b>7635</b>	<b>1.12 Cu. Yd. (0.86 Cu. M.) Heavy-Duty 86 in. (2.18 m) wide Bucket with Bolt-On Cutting Edge and Skid Plates</b>	<b>1</b>	<b>\$3,264.00</b>
<b>7025</b>	<b>Two-Function Loader Hydraulics, Single Lever</b> Single lever loader control with electric clutch disconnect and momentary MFWD.	<b>1</b>	<b>No Added Cost</b>
<b>8485</b>	<b>1250 Lb. (567 kg) Front Counterweight</b>	<b>1</b>	<b>\$1,758.00</b>
<b>1065</b>	<b>John Deere PowerTech Plus 4.5L (276 Cu. In.) Engine Meets Final Tier 4 and Stage IV Emissions</b> With Net Peak Power of 103 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 Catalysts with Vertical Curved Exhaust Stack. Passive flow-through Exhaust Aftertreatment system with Grid Heater. Electronically controlled, variable-speed cooling fan.	<b>1</b>	<b>\$10,028.00</b>

**Total**

**\$147,487.00**

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.