

**NOTICE OF A REGULAR MEETING OF
THE FRIEDMAN MEMORIAL AIRPORT AUTHORITY**

PLEASE TAKE NOTICE that a regular meeting of the Friedman Memorial Airport Authority shall be held Tuesday, February 7, 2023 at 5:30 p.m. at the **Old Blaine County Courthouse Meeting Room** Hailey, Idaho.

This meeting is open to the public and attendees are able to attend in person or by web access. Web access instructions below:

Please join the meeting from your computer, tablet, or smartphone.

<https://global.gotomeeting.com/join/723981309>

You can also dial in using your phone.

United States: 1 (312) 757-3121

Dial In Access Code: 723-981-309

The proposed Agenda for the meeting is as follows:

**AGENDA
February 7, 2023**

- I. APPROVE AGENDA – ACTION ITEM**
- II. PUBLIC COMMENT (10 Minutes Allotted)**
- III. FRIEDMAN MEMORIAL AIRPORT AUTHORITY MEETING MINUTES OF:**
 - A. January 3, 2023 Regular Meeting – Motion to Approve – **Attachment #1 ACTION ITEM**
- IV. REPORTS**
 - A. Chair Report
 - B. Blaine County Report
 - C. City of Hailey Report
 - D. Fly Sun Valley Alliance Report
 - E. Airport Director’s Report
- V. AIRPORT STAFF BRIEF (5 Minutes Allotted)**
 - A. Noise Complaints in January
 - B. Profit & Loss, ATCT Traffic Operations Count and Enplanement Data – **Attachment #2 – #4**
 - C. Airport Commercial Flight Interruptions (unofficial)
 - D. Review Correspondence
- VI. ACTION ITEMS (a vote may occur but is not required to be taken)**
 - A. NEW BUSINESS
 - 1. Consideration of New Day for Monthly FMAA Meeting **ACTION ITEM**
 - B. CONTINUING BUSINESS
 - 1. Consideration of Notice to Award to M-B Companies for Procurement of New Snow Removal Equipment (MB5) – **Attachment #5 – #6 ACTION ITEM**
- VII. DISCUSSION AND UPDATES**
 - A. NEW BUSINESS
 - 1. None
 - B. CONTINUING BUSINESS
 - 1. Miscellaneous
 - i. Future Aeronautical Development – Update and Discussion
 - ii. Air Traffic Control Replacement Project – Update
 - 2. Construction and Capital Projects
 - i. None
 - 3. Airport Planning Projects
 - i. None
- VIII. PUBLIC COMMENT**
- IX. ADJOURNMENT**

FRIEDMAN MEMORIAL AIRPORT AUTHORITY MEETINGS ARE OPEN TO ALL INTERESTED PARTIES. SHOULD YOU DESIRE TO ATTEND A BOARD MEETING AND NEED A REASONABLE ACCOMMODATION TO DO SO, PLEASE CONTACT THE AIRPORT MANAGER'S OFFICE AT LEAST ONE WEEK IN ADVANCE BY CALLING 208-788-4956 OR WRITING TO 1616 AIRPORT CIRCLE, HAILEY, IDAHO 83333.

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III. FRIEDMAN MEMORIAL AIRPORT AUTHORITY MEETING MINUTES OF:

A. January 3, 2023 Regular Meeting – Motion to Approve – **Attachment #1 ACTION ITEM**

IV. REPORTS

A. Chair Report

This item is on the agenda to permit a Chair report if appropriate.

B. Blaine County Report

This item is on the agenda to permit a County report if appropriate.

C. City of Hailey Report

This item is on the agenda to permit a City report if appropriate.

D. Fly Sun Valley Alliance Report

This item is on the agenda to permit a report if appropriate.

E. Airport Director's Report

This item is on the agenda to permit an Airport Director's report if appropriate.

V. AIRPORT STAFF BRIEF – (5 Minutes Allotted)

A. Noise Complaints in January

LOCATION	DATE	TIME	AIRCRAFT TYPE	INCIDENT	ACTION/RESPONSE
Hailey, ID	1/3/2023	16:13	Multiple	Caller complained about aircraft flying and circling over her house while she was trying to nap.	<p>Two aircraft were taking advantage of the clear weather to conduct "touch-and-go" training operations at SUN. Deputy Director Ops reviewed the flight tracks and determined that these operations were compliant with all FAA safety regulations. Touch-and-go operations are an integral part of both primary flight training curriculums and on-going pilot recurrency requirements set forth by the FAA.</p> <p>As a matter of context, in 1990, Congress enacted the Aircraft Noise and Capacity Act (ANCA) that prohibits airports from restricting flights by time-of-day, frequency, aircraft type, or location; consequently, SUN is a public-use open access airport and therefore cannot discriminate against any aircraft using this facility 24/7. SUN holds no legal authority to arbitrarily ban aviation operations. To do so would be a violation of FAA grant assurances and a violation of the Commerce clause of the US Constitution.</p> <p>Deputy Director, Ops called resident back to advise.</p>

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Hailey, ID	1/3/2023	16:00	Multiple	<p>Caller complained about aircraft flying over bike path during her walk and disturbing the peace.</p>	<p>Two aircraft were taking advantage of the clear weather to conduct "touch and go" training operations at SUN. Deputy Director Ops reviewed the flight tracks and determined that these operations were compliant with all FAA safety regulations. Touch and go operations are an integral part of both primary flight training curriculums and on-going pilot recurrency requirements set forth by the FAA.</p> <p>Deputy Director-Ops emailed resident to advise.</p>
Ketchum, ID	1/8/2023	10:27	Helicopter	<p>Caller filed complaint via email about helicopter over his house at 100 ft.</p>	<p>Deputy Director Ops investigated matter using ADSB flight tracking software. He determined the helicopter operation was well outside the airport's airspace and was being conducted by a ski-touring company. Helicopter operations are exempt from FAA minimum altitude requirements in Federal Regulations and as such, helicopter ops are legal at any altitude in all 50 states. Resident will speak with helicopter company personally and ask them to fly higher. Caller was appreciative the information and prompt call-back.</p>
Little Indio, Hailey, ID	1/8/2023	15:58	General	<p>Caller left message expressing general disdain for airport. She stated that "Incessant and relentless noise" is coming from the airport that her federal tax dollars are funding. Noise can be heard from her house. Caller suggested that airplanes should "warm up their engines" somewhere else or that airport should build "sound wall." Caller said the airport is ignoring her calls, ruining her life and that the behavior of the airport is "irresponsible and unconscionable."</p> <p>For context, this caller routinely files complaints accusing airport staff of taking bribes, being poor neighbors, wasting her federal tax dollars and allowing aircraft to aim their exhaust at her house which is located 1 mile away. Caller states that Airport has been ignoring her complaints. Airport Director and Deputy Director have tried calling resident back multiple times between year 2020 to present date to explain the regulatory and operational environment to no avail. Caller often states she does not want to be contacted by the airport.</p>	<p>Airport is working on a written response that will be sent certified mail.</p>

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B. Profit & Loss, ATCT Traffic Operations Count and Enplanement Data - **Attachments #2 - #4**

Attachment #2 is Friedman Memorial Airport Profit & Loss Budget vs. Actual (unaudited)

Attachment #3 is ATCT Traffic Operations Record comparison by month

Attachment #4 is Enplanements, Deplanements and Seat Occupancy data

The following revenue and expense analysis is provided for Board information and review:

December 2022

Total Non-Federal Revenue	December, 2022	\$361,030
Total Non-Federal Revenue	December, 2021	\$301,754
Total Non-Federal Revenue	FY '23 thru December	\$256,385
Total Non-Federal Revenue	FY '22 thru December	\$207,892
Total Non-Federal Expenses	December, 2022	\$413,879
Total Non-Federal Expenses	December, 2021	\$302,361
Total Non-Federal Expenses	FY '23 thru December	\$98,520
Total Non-Federal Expenses	FY '22 thru December	\$100,085
Net Income excluding Federal Programs	FY '23 thru December	\$157,865
Net Income excluding Federal Programs	FY '22 thru December	\$107,807
Net Income to include Federal Programs	FY '23 thru December	-\$919,148
Net Income to include Federal Programs	FY '22 thru December	-\$2,153,064

C. Airport Commercial Inbound Flight Interruptions (unofficial):

AIRLINE	FLIGHT CANCELLATIONS	FLIGHT DIVERSIONS
	January 2023	January 2023
Alaska Airlines	1	1
Delta	3	3
United	10	2

D. Review Correspondence

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VI. ACTION ITEMS (a vote may occur but is not required to be taken)

A. NEW BUSINESS

1. Consideration of New Day for Monthly FMAA Meeting **ACTION ITEM**

Based on a request from Board Member McCleary at the January meeting, the idea of moving the FMAA meeting night from the traditional Tuesday night was discussed. This agenda item provides the Board additional time for discussion. Should the Board determine the move is appropriate, formal action via motion will be required thus the reason this is an Action Item.

B. CONTINUING BUSINESS

1. Consideration of Notice to Award to M-B Companies for Procurement of New Snow Removal Equipment (MB5) – **Attachment #5 – #6 ACTION ITEM**

As discussed at the January meeting, Staff continues to modernize and enhance our snow removal equipment fleet. At the January meeting, Staff sought Board support and concurrence to perform the necessary due diligence and coordination with our engineer and M-B companies to confirm an intent to order a new multi-task MB5 piece of snow removal equipment. Current lead time for delivery is approximately one year out. The initial concurrence by the Board allowed us to get in the queue to hold a spot with M-B now, while procurement and contractual details were finalized over the last month.

Presented for Board review and approval are the Notice of Award to M-B Companies (Attachment 5) and the Procurement Agreement with the Minnesota State Cooperative Purchasing Venture (CPV) (Attachment 6) of which we are a member.

Action requested: Motion to approve Notice of Award to M-B Companies in the amount of \$1,076,790.04 and execution of the Procurement Agreement with the Minnesota State CPV for the order and acquisition of a new MB5 multi-task SRE.

VII. DISCUSSION AND UPDATES

A. NEW BUSINESS

1. None

B. CONTINUING BUSINESS

1. Miscellaneous

i. Future Aeronautical Development – Update and Discussion

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The Request for Proposals Committee held meeting #2 to on Wednesday, December 28. The committee reviewed an initial draft RFP and discussed various ideas and elements to consider in the next draft. Expect a report from the committee at the meeting.

ii. Air Traffic Control Replacement – Update

Staff continues to work with the FAA and our consultant team to keep the project moving forward. Staff expects a formal site selection agreement with the FAA by the end of February. No other update is expected at the meeting.

2. Construction and Capital Projects

i. None

3. Airport Planning Projects

i. None

VIII. PUBLIC COMMENT

IX. ADJOURNMENT

**MINUTES OF A REGULAR MEETING
OF THE
FRIEDMAN MEMORIAL AIRPORT AUTHORITY
January 3, 2023
5:30 P.M.**

IN ATTENDANCE:**BOARD MEMBERS:**

Board Chair – Martha Burke, Secretary – Angenie McCleary, Board Members - Muffy Davis, Dick Fosbury, John Strauss, Sam Linnet, Jacob Greenberg, Treasurer – Ron Fairfax

FRIEDMAN MEMORIAL AIRPORT STAFF:

Airport Director – Chris Pomeroy, Deputy Director, Finance & Administration – Jenna Elliott, Deputy Director, Operations & Maintenance – Tim Burke, Security Manager – Steve Guthrie, Business Operations Coordinator – Becca Lynn, Administrative Coordinator II – Janice Hicks

CONSULTANTS:

Harris CPAs – Troy Earl; Rexroat, Harberd & Associates – Laurie Harberd; Mead & Hunt – Brad Rolf

AIRPORT LEGAL COUNSEL:

Lawson Laski Clark, PLLC – Jim Laski

CALL TO ORDER: The meeting was called to order at 5:32 p.m. by Board Chair Burke

I. APPROVE AGENDA (02:30)

The agenda was approved as presented.

MOTION: *Made by Secretary McCleary to approve the agenda as presented.
Seconded by Board Member Linnet.*

PASSED UNANIMOUSLY

II. PUBLIC COMMENT (2:40)

No Public Comment

III. APPROVE FMAA MEETING MINUTES (3:00)

A. December 6, 2022 Regular Meeting – Motion to Approve – **Attachment #1 ACTION ITEM**

MOTION: *Made by Board Member Greenberg to approve minutes. Seconded by Board Member Linnet.*

PASSED UNANIMOUSLY

IV. REPORTS

A. Chair Report

No report given.

B. Blaine County Report

No report given.

C. City of Hailey Report

No report given.

D. Fly Sun Valley Report

(5:00)

Airport Director Pomeroy reported on Carol Waller's behalf that flight loads were full over the holiday season. With the exception of a few weather disruptions, flights went well due to the assistance of the new approach and the outstanding efforts of the airport operations team to keep the airport open and operating.

E. Airport Director's Report (see PowerPoint Presentation)

(6:18)

Deputy Director Elliott introduced Janice Hicks, who is the new Administrative Coordinator/Accounts Receivable Clerk for the airport authority.

Airport Director Pomeroy reported November 2022 Passenger Enplanements were down 11% from November 2021, and 2022 year-to-date Passenger Enplanements were up 6% from 2021. November 2022 Operations were down 18% from November 2021 and 2022 year-to-date is down 10% from 2021. December operations were down 8% from 2021. The 10-year average has been approximately 26,400 enplanements.

V. AIRPORT STAFF BRIEF

A. Noise Complaints in December

B. Profit & Loss, ATCT Traffic Operations Count and Enplanement Data (**See Attachment #2-#4**)

C. Airport Commercial Flight Interruptions (unofficial)

D. Review Correspondence – **Attachment #5 - #6**

VI. ACTION ITEMS

A. NEW BUSINESS

(09:49)

1. Annual Audit of Acceptance of FMAA Financial Statements and Other Financial Information – Year Ended September 30, 2022 – Consideration of Acceptance

Deputy Director Elliott stated in November the airport had Harris CPAs complete an annual audit of the Airport Authority. She introduced Troy Earl to present the audit overview and objective.

Troy stated the objective was to provide an opinion as to whether the financial statements are fairly presented in regard to the following topics: Government Auditing Standards, Government Accounting Standards Board, Uniform Guidance Reporting, PFC Program Reporting & Review the MD&A and budgetary comparison schedule for consistency.

The auditing timeline was as follows: planning began October 2022, with fieldwork being performed November 14th through 17th and reporting completed on January 3, 2023. The audit process, using a risk-based methodology, is divided into three areas: planning, fieldwork & reporting.

The significant audit items are Grants & Federal Awards, CARES Act, PFC Program, Cash and Cash Equivalents and Capital Assets, Salaries, Wages and Related Benefits, Other Expenditures and Accounts Payable, Net Position Classification, Management Turnover and Fraud Considerations.

He stated in addition to the audit report there is communication with those in charge with governance as well as significant deficiencies and material weaknesses, which were not identified during the audit.

The biggest accounting change was the GASB Statement 87 in regard to leases. Now they are on the balance sheet.

He stated the airport received a clean opinion, or an unmodified position, so there are no issues with the financial statements of which they are aware.

Laurie Harberd with Rexroat, Harberd & Associates, presented the financial statements for fiscal year ending September 30, 2022. She stated year-end adjustments are necessary due to monthly financial statements being prepared through QuickBooks on a modified accrual basis and full accrual accounting in accordance with governmental accounting standards is required for the audited financial statements at year-end. See PowerPoint for more specific information.

MOTION: ***Made by Board Member McCleary to approve Draft Financial Statements and direct Staff/Auditor to finalize for distribution to appropriate government agencies. Seconded by Board Member Davis.***

PASSED UNANIMOUSLY

B. CONTINUING BUSINESS

1. None

VII. DISCUSSION AND UPDATES

A. NEW BUSINESS

(30:05)

Board Member McCleary proposed moving the monthly FMAA Board meetings to another night of the week. She requested there be discussion for consideration.

Board Member Linnet pointed out Mondays would not work due to do a conflict with Hailey City Council meetings.

Airport Director Pomeroy stated that due to the airport staffing schedule, Tuesdays work best for both preparation of the materials for each board meeting. Additionally, he stated tenant meetings are purposely set on Wednesday mornings after the board meetings.

The Board determined they would discuss this topic formally at the February meeting.

1. New SRE Acquisition – Discussion (37:00)

Airport Director Pomeroy presented the need/request to procure another MB5 to the airport operations fleet for snow removal purposes. There is a 1-year lead time to place the order with M-B Companies. The cost to procure is approximately \$1.1 million, which would come from airport funds and no FAA AIP grant assistance and is already in the 2024 funding plan. He did not ask for immediate action, rather concurrence by the Board to move forward with the process and hold a place in the order line. Action will come with a Notice of Award.

Deputy Director Burke pointed out the other reason for another MB5 other than efficiency, is redundancy. This will help to ensure that we can maintain adequate air service.

All Board Members present gave approval to move forward with placing the order to hold our place in line.

2. Future Aeronautical Development – Update and Discussion (45:12)

Airport Director Pomeroy stated the committee that was established for the RFP process for the future aeronautical development had their first meeting on December 28, 2022. Their next steps are to work with legal counsel regarding the first draft RFP.

Board Member Greenberg stated the concept of the land being developed into leased space for aircraft and the potential for another Fixed Base Operator were discussed at the initial meeting.

Board Member Strauss was pleased with the developments of the first meeting. He feels there is still a need for interest and types of interests expressed from any respondents.

Board Member Fairfax echoed that there was a decision made to only have one RFP rather than two. He stated in addition to another FBO, there would also be a need to have some more hangars.

Board Chair Burke reminded all that we need to stress the goals of this airport and one of them being safety. She stated she had just received a phone call prior to the meeting regarding flight school noise.

Board Member Greenberg reiterated that a number of years ago there was a voluntary noise abatement program/committee that discussed what the airport can and cannot control. FMA cannot require a noise abatement policy because that is fully governed and controlled by the FAA.

Airport Director Pomeroy stated the noise abatement has been revisited. One change he would like to look at is the hours listed in the program. FMA cannot implement a strict curfew, however he would like it to state the voluntary curfew is between 23:00-07:00 when there is presence in the control tower.

B. CONTINUING BUSINESS

1. Miscellaneous (54:34)

i. Air Traffic Control Replacement Project – Update and Discussion

Airport Director Pomeroy stated the next steps to the replacement of the air traffic control tower are the siting study, environmental analysis, and design process. He has a meeting with the FAA regarding the siting later this week. He believes this process will be approximately a 6-month timeframe.

2. Construction and Capital Projects

i. None

3. Airport Planning Projects

i. None

VIII. PUBLIC COMMENT (56:18)

No Public Comment

IX. ADJOURNMENT (56:30)

The January 3, 2023 Regular Meeting of the Friedman Memorial Airport Authority was adjourned at 6:26 p.m.

Angenie McCleary, Secretary

** Additional resources/materials that should be reviewed with these meeting minutes include but are not limited to the Friedman Memorial Airport Authority Board Packet briefing, the PowerPoint presentation prepared for this meeting and any referenced attachments.*

Friedman Memorial Airport
Profit & Loss Budget vs. Actual (COMBINED '23)

4:06 PM

01/30/2023

Accrual Basis

Ordinary Income/Expense

Income

4000-00 · AIRCARRIER

4000-01 · Aircarrier - Lease Space

123,713.10 474,004.00 -350,290.90 26.1%

4000-02 · Aircarrier - Landing Fees

50,741.51 260,000.00 -209,258.49 19.52%

4000-04 · Aircarrier - Utility Fees

90.00 360.00 -270.00 25.0%

4010-07 · Aircarrier - '14 PFC App

97,772.92 447,780.00 -350,007.08 21.84%

Total 4000-00 · AIRCARRIER

272,317.53 1,182,144.00 -909,826.47 23.04%

4020-00 · TERMINAL AUTO PARKING REVENUE

4020-01 · Automobile Parking - Terminal

198,794.00 576,250.00 -377,456.00 34.5%

4020-02 · Automobile Parking - Passes

260.00 250.00 10.00 104.0%

Total 4020-00 · TERMINAL AUTO PARKING REVENUE

199,054.00 576,500.00 -377,446.00 34.53%

4030-00 · AUTO RENTAL REVENUE

4030-01 · Automobile Rental - Commission

128,108.53 654,000.00 -525,891.47 19.59%

4030-02 · Automobile Rental - Lease Space

8,292.96 29,000.00 -20,707.04 28.6%

4030-03 · Automobile Rental - Auto Prkng

20,138.10 65,000.00 -44,861.90 30.98%

4030-04 · Automobile Rental - Utilities

576.59 2,000.00 -1,423.41 28.83%

Total 4030-00 · AUTO RENTAL REVENUE

157,116.18 750,000.00 -592,883.82 20.95%

4040-00 · TERMINAL CONCESSION REVENUE

4040-01 · Terminal Shops - Commission

3,764.33 12,000.00 -8,235.67 31.37%

4040-03 · Terminal Shops - Utility Fees

576.40 2,000.00 -1,423.60 28.82%

4040-10 · Advertising - Commission

12,894.40 45,000.00 -32,105.60 28.65%

4040-11 · Vending Machines - Commission

1,569.75 7,350.00 -5,780.25 21.36%

4040-12 · Terminal ATM

150.00 600.00 -450.00 25.0%

Total 4040-00 · TERMINAL CONCESSION REVENUE

18,954.88 66,950.00 -47,995.12 28.31%

4050-00 · FBO REVENUE

4050-01 · FBO - Lease Space

46,983.93 168,998.00 -122,014.07 27.8%

4050-02 · FBO - Overnight Parking Fees

40,587.75 417,000.00 -376,412.25 9.73%

4050-04 · FBO - Commission

9,407.34 34,002.00 -24,594.66 27.67%

Total 4050-00 · FBO REVENUE

96,979.02 620,000.00 -523,020.98 15.64%

4060-00 · FUEL FLOWAGE REVENUE

4060-01 · Fuel Flowage - FBO

84,216.21 440,000.00 -355,783.79 19.14%

Total 4060-00 · FUEL FLOWAGE REVENUE

84,216.21 440,000.00 -355,783.79 19.14%

4070-00 · TRANSIENT LANDING FEES REVENUE

4070-02 · Landing Fees - Non-Comm./Gov't

114,824.00 669,500.00 -554,676.00 17.15%

Total 4070-00 · TRANSIENT LANDING FEES REVENUE

114,824.00 669,500.00 -554,676.00 17.15%

4080-00 · HANGAR REVENUE

4080-01 · Land Lease - Hangar

181,184.20 658,837.00 -477,652.80 27.5%

4080-02 · Land Lease - Hangar/Trans. Fee

68,628.75 23,345.00 45,283.75 293.98%

4080-03 · Hangar/Utilities (E8,11,24)

325.89

4080-05 · Land Lease - FMA Hangar Rentals

8,424.38 33,454.00 -25,029.62 25.18%

Total 4080-00 · HANGAR REVENUE

258,563.22 715,636.00 -457,072.78 36.13%

4090-00 · TIEDOWN PERMIT FEES REVENUE

4090-01 · Tiedown Permit Fees (FMA)

0.00 31,465.00 -31,465.00 0.0%

Total 4090-00 · TIEDOWN PERMIT FEES REVENUE

0.00 31,465.00 -31,465.00 0.0%

4100-00 · CARGO CARRIERS REVENUE

4100-02 · Cargo Carriers - Tiedown

0.00 5,500.00 -5,500.00 0.0%

Total 4100-00 · CARGO CARRIERS REVENUE

0.00 5,500.00 -5,500.00 0.0%

4110-00 · MISCELLANEOUS REVENUE

4110-01 · Misc. Revenue

634.50 5,000.00 -4,365.50 12.69%

Total 4110-00 · MISCELLANEOUS REVENUE

634.50 5,000.00 -4,365.50 12.69%

4120-00 · GROUND TRANSP. PERMIT REVENUE

	Oct - Dec 22	Budget	\$ Over Budget	% of Budget
4120-01 · Ground Transportation Permit	150.00	24,000.00	-23,850.00	0.63%
4120-02 · GTSP - Trip Fee	1,440.00	5,000.00	-3,560.00	28.8%
Total 4120-00 · GROUND TRANSP. PERMIT REVENUE	1,590.00	29,000.00	-27,410.00	5.48%
4400-00 · TSA/SECURITY				
4400-02 · Terminal Lease	10,606.26	41,910.00	-31,303.74	25.31%
4400-03 · Security Prox. Cards	5,140.00	33,540.00	-28,400.00	15.33%
Total 4400-00 · TSA/SECURITY	15,746.26	75,450.00	-59,703.74	20.87%
4520-00 · INTEREST REVENUE				
4520-01 · Interest Revenue - General	21,404.58	15,000.00	6,404.58	142.7%
4520-07 · Interest Revenue - '14 PFC	35.17			
Total 4520-00 · INTEREST REVENUE	21,439.75	15,000.00	6,439.75	142.93%
4600-00 · CARES Act Grant Operational				
4600-01 · CARES Act Grant Operational	0.00	2,000,000.00	-2,000,000.00	0.0%
Total 4600-00 · CARES Act Grant Operational	0.00	2,000,000.00	-2,000,000.00	0.0%
4752-00 · CARES Act				
4752-01 · CARES Act	0.00	3,905,383.00	-3,905,383.00	0.0%
Total 4752-00 · CARES Act	0.00	3,905,383.00	-3,905,383.00	0.0%
4753-00 · AIP '53 - Rehabilitate Runway				
4753-01 · AIP '53 - Rehabilitate Runway	-84,602.36	65,000.00	-149,602.36	-130.16%
Total 4753-00 · AIP '53 - Rehabilitate Runway	-84,602.36	65,000.00	-149,602.36	-130.16%
4756-00 · AIP '56 - Rehab Runway Phase 2				
4756-01 · AIP '56 - Rehab Runway Phase 2	-39,123.64			
Total 4756-00 · AIP '56 - Rehab Runway Phase 2	-39,123.64			
4758-00 · AIP '58 - Rehab Runway Phase 3				
4758-01 · AIP '58 - Rehab Runway Phase 3	-670,611.98	365,000.00	-1,035,611.98	-183.73%
Total 4758-00 · AIP '58 - Rehab Runway Phase 3	-670,611.98	365,000.00	-1,035,611.98	-183.73%
4800-00 · Current Year AIP				
4800-00 · Current Year AIP	0.00	4,198,000.00	-4,198,000.00	0.0%
4850-00 · CFC Pass-through Revenue				
4850-00 · CFC Pass-through Revenue	38,125.50	210,000.00	-171,874.50	18.16%
Total Income	485,223.07	15,925,528.00	-15,440,304.93	3.05%
Gross Profit	485,223.07	15,925,528.00	-15,440,304.93	3.05%
Expense				
5000 · EXPENDITURES				
5000-00 · "A" EXPENSES				
5000-01 · Salaries - Airport Director	43,651.08	166,290.00	-122,638.92	26.25%
5010-00 · Salaries - Deputy Director F&A	27,320.76	101,048.00	-73,727.24	27.04%
5010-01 · Salaries - Admin Coordinator	0.00	122,200.00	-122,200.00	0.0%
5010-03 · Salaries - Sr Admin Coordinator	16,999.44	69,000.00	-52,000.56	24.64%
5020-00 · Salaries - Deputy Director O&M	33,390.00	127,200.00	-93,810.00	26.25%
5030-00 · Salaries - ARFF/OPS Specialist	147,760.23	547,618.00	-399,857.77	26.98%
5030-01 · Salaries - Parking Specialists	21,083.65	107,000.00	-85,916.35	19.7%
5040-00 · Salaries- Security Manager	25,238.46	96,146.00	-70,907.54	26.25%
5050-00 · Salaries- Seasonal-Snow Removal	16,605.75	70,000.00	-53,394.25	23.72%
5050-01 · Salaries - Seasonal - Arpt Host	1,738.25	5,000.00	-3,261.75	34.77%
5050-02 · Salaries - Merit Increase	21,250.00	84,975.00	-63,725.00	25.01%
5050-03 · Salaries - One-time Pay	1,500.00	5,000.00	-3,500.00	30.0%
5050-04 · Salaries - ARFF Coverage	0.00	9,600.00	-9,600.00	0.0%
5060-01 · Overtime - General	0.00	2,000.00	-2,000.00	0.0%
5060-02 · Overtime - Snow Removal	2,145.24	45,000.00	-42,854.76	4.77%
5100-00 · Retirement	38,134.97	169,298.00	-131,163.03	22.53%
5110-00 · Social Security/Medicare	25,341.77	119,249.00	-93,907.23	21.25%
5120-00 · Life Insurance	0.00	2,000.00	-2,000.00	0.0%
5130-00 · Medical Insurance	63,109.96	255,000.00	-191,890.04	24.75%
5160-00 · Workman's Compensation	0.00	20,000.00	-20,000.00	0.0%
Total 5000-00 · "A" EXPENSES	485,269.56	2,123,624.00	-1,638,354.44	22.85%
6000 · "B" EXPENDITURES				

	Oct - Dec 22	Budget	\$ Over Budget	% of Budget
6000-0 · "B" EXPENSES - ADMINISTRATIVE				
6000-00 · TRAVEL EXPENSE				
6000-01 · Travel	6,838.65	40,000.00	-33,161.35	17.1%
Total 6000-00 · TRAVEL EXPENSE	6,838.65	40,000.00	-33,161.35	17.1%
6010-00 · SUPPLIES/EQUIPMENT EXPENSE				
6010-01 · Supplies/Equipment - Office	3,027.13	8,000.00	-4,972.87	37.84%
6010-02 · Supplies/Equipment - Parking	256.88	1,000.00	-743.12	25.69%
6010-03 · Supplies/Equipment - Computer	5,696.97	25,000.00	-19,303.03	22.79%
Total 6010-00 · SUPPLIES/EQUIPMENT EXPENSE	8,980.98	34,000.00	-25,019.02	26.42%
6020-00 · INSURANCE				
6020-01 · Insurance	27,514.50	55,100.00	-27,585.50	49.94%
Total 6020-00 · INSURANCE	27,514.50	55,100.00	-27,585.50	49.94%
6030-00 · UTILITIES				
6030-01 · Utilities - Gas/Terminal	3,894.00	14,000.00	-10,106.00	27.81%
6030-02 · Utilities - Gas/AOB & Cold Stor	1,851.00	5,500.00	-3,649.00	33.66%
6030-03 · Utilities - Elect./Runway&PAPI	1,320.18	6,000.00	-4,679.82	22.0%
6030-04 · Utilities - Elec./AOB & Cold St	2,385.52	8,100.00	-5,714.48	29.45%
6030-05 · Utilities - Electric/Terminal	16,928.38	56,000.00	-39,071.62	30.23%
6030-06 · Utilities - Telephone	5,655.19	17,200.00	-11,544.81	32.88%
6030-07 · Utilities - Water	2,778.12	11,000.00	-8,221.88	25.26%
6030-08 · Utilities - Garbage Removal	4,001.05	14,500.00	-10,498.95	27.59%
6030-09 · Utilities - Sewer	1,498.53	4,800.00	-3,301.47	31.22%
6030-11 · Utilities - Electric/Tower	1,892.13	7,000.00	-5,107.87	27.03%
6030-12 · Utilities - Elec./Brdfrrd.Hghl	249.29	500.00	-250.71	49.86%
6030-13 · Utilities - Elec. Exit Booth	453.90	2,200.00	-1,746.10	20.63%
6030-15 · Utilities - Elec/AWOS	838.21	3,800.00	-2,961.79	22.06%
6030-16 · Utilities - Elec. Wind Cone	19.20	150.00	-130.80	12.8%
6030-17 · Utilities - Elec./Gas- Hangar	1,591.01	5,000.00	-3,408.99	31.82%
6030-18 · Utilities - Lubricant Wst. Dspl	0.00	300.00	-300.00	0.0%
6030-20 · Utilities - Eccles Ranch	2,034.68			
Total 6030-00 · UTILITIES	47,390.39	156,050.00	-108,659.61	30.37%
6040-00 · SERVICE PROVIDER				
6040-02 · Service Provider - Term. Serv.	2,768.95	8,900.00	-6,131.05	31.11%
6040-03 · Service Provider - AOB Services	18,025.36	52,000.00	-33,974.64	34.66%
6040-04 · Service Provider-Ops./Airfield	14,740.00	16,000.00	-1,260.00	92.13%
6040-13 · Service Provider-Parking Lot	1,673.00	8,100.00	-6,427.00	20.65%
Total 6040-00 · SERVICE PROVIDER	37,207.31	85,000.00	-47,792.69	43.77%
6050-00 · PROFESSIONAL SERVICES				
6050-01 · Professional Services - Legal	24,779.66	100,000.00	-75,220.34	24.78%
6050-02 · Professional Serv. - Audit/Fina	48,399.50	93,200.00	-44,800.50	51.93%
6050-03 · Professional Services - Engineer	2,141.12	26,500.00	-24,358.88	8.08%
6050-04 · Professional Services - HR	3,847.50	15,000.00	-11,152.50	25.65%
6050-05 · Professional Services - Gen.	3,753.75	20,000.00	-16,246.25	18.77%
6050-10 · Prof. Svcs.-IT/Comp. Support	29,371.66	132,000.00	-102,628.34	22.25%
6050-12 · Prof. Serv. - Planning Air Serv.	410.00	8,000.00	-7,590.00	5.13%
6050-13 · Prof. Serv.-Website Hosting	180.00	10,000.00	-9,820.00	1.8%
6050-15 · Prof. Serv.-Web Maint-Outreach	7,279.43	25,000.00	-17,720.57	29.12%
6050-17 · Prof. Serv. - Airspace Consult.	0.00	35,000.00	-35,000.00	0.0%
6050-18 · Prof. Services - Approach Maint	3,535.00	35,000.00	-31,465.00	10.1%
6050-19 · Prof. Serv.-ATCT Relocation	3,960.00	60,000.00	-56,040.00	6.6%
6050-20 · Prof Services - New Approach	4,466.50	0.00	4,466.50	100.0%
6050-21 · Professional Services - Other	0.00	35,000.00	-35,000.00	0.0%
Total 6050-00 · PROFESSIONAL SERVICES	132,124.12	594,700.00	-462,575.88	22.22%
6060-00 · MAINTENANCE-OFFICE EQUIPMENT				
6060-04 · Maintenance - Copier	101.78	2,000.00	-1,898.22	5.09%
6060-05 · Maintenance - Phone	1,249.00	1,215.00	34.00	102.8%

	Oct - Dec 22	Budget	\$ Over Budget	% of Budget
Total 6060-00 · MAINTENANCE-OFFICE EQUIPMENT	1,350.78	3,215.00	-1,864.22	42.02%
6070-00 · RENT/LEASE OFFICE EQUIPMENT				
6070-02 · Rent/Lease - Postage Meter	292.65	1,171.00	-878.35	24.99%
Total 6070-00 · RENT/LEASE OFFICE EQUIPMENT	292.65	1,171.00	-878.35	24.99%
6080-00 · DUES/MEMBERSHIPS/PUBLICATIONS E				
6080-01 · Dues/Memberships	1,105.00	6,000.00	-4,895.00	18.42%
6080-04 · Publications	0.00	3,500.00	-3,500.00	0.0%
Total 6080-00 · DUES/MEMBERSHIPS/PUBLICATIONS E	1,105.00	9,500.00	-8,395.00	11.63%
6090-00 · POSTAGE				
6090-01 · Postage/Courier Service	96.74	1,000.00	-903.26	9.67%
Total 6090-00 · POSTAGE	96.74	1,000.00	-903.26	9.67%
6100-00 · EDUCATION/TRAINING				
6100-01 · Education/Training - Admin.	2,145.00	10,000.00	-7,855.00	21.45%
6100-02 · Education/Training - OPS	0.00	14,000.00	-14,000.00	0.0%
6100-03 · Education/Training - ARFF	462.90	20,000.00	-19,537.10	2.32%
6100-04 · Ed/Train. - ARFF Trienn. Drill	1,881.58	4,000.00	-2,118.42	47.04%
6100-06 · Education - Security	648.00	2,500.00	-1,852.00	25.92%
Total 6100-00 · EDUCATION/TRAINING	5,137.48	50,500.00	-45,362.52	10.17%
6101-00 · PUBLIC OUTREACH/COMMUNICATIONS				
6101-01 · Advertising/Social Media/Sponso	7,425.57	35,000.00	-27,574.43	21.22%
6101-02 · Public Outr/Comm - Noise Abatem	0.00	500.00	-500.00	0.0%
6101-03 · Public Outr/Comm - SAAC	5,875.21	10,000.00	-4,124.79	58.75%
Total 6101-00 · PUBLIC OUTREACH/COMMUNICATIONS	13,300.78	45,500.00	-32,199.22	29.23%
6110-00 · CONTRACTS				
6110-02 · Contracts - FMAA	12,000.00	42,000.00	-30,000.00	28.57%
6110-16 · Contracts - Prkg Mngt Fee/Ops	1,260.00	50,000.00	-48,740.00	2.52%
6110-17 · Contracts - Landing Fee Equip.	13,261.00	16,000.00	-2,739.00	82.88%
6110-18 · Contracts - Vector Commissions	14,927.10	100,000.00	-85,072.90	14.93%
Total 6110-00 · CONTRACTS	41,448.10	208,000.00	-166,551.90	19.93%
6130-00 · MISCELLANEOUS EXPENSES				
6130-01 · Misc. - General	11,910.51	15,000.00	-3,089.49	79.4%
6140-01 · Merchant Fees	10,993.39	22,000.00	-11,006.61	49.97%
Total 6130-00 · MISCELLANEOUS EXPENSES	22,903.90	37,000.00	-14,096.10	61.9%
Total 6000-0 · "B" EXPENSES - ADMINISTRATIVE	345,691.38	1,320,736.00	-975,044.62	26.17%
6001 · "B" EXPENSES - OPERATIONAL				
6500-00 · SUPPLIES/EQUIPMENT-OPERATIONS				
6500-01 · Supplies/Equipment - General	5,142.59	13,500.00	-8,357.41	38.09%
6500-02 · Supplies/Equipment - Tools	2,209.05	20,000.00	-17,790.95	11.05%
6500-03 · Supplies/Equipment-ClothingOps	979.09	4,000.00	-3,020.91	24.48%
6500-04 · Supplies/Equipment - Janitorial	6,223.48	22,000.00	-15,776.52	28.29%
6500-07 · Supplies/Equipment-ClothingPark	300.32	2,000.00	-1,699.68	15.02%
Total 6500-00 · SUPPLIES/EQUIPMENT-OPERATIONS	14,854.53	61,500.00	-46,645.47	24.15%
6505-00 · EQUIP/VEHICLE - LEASE/RENTAL				
6505-01 · Eq./Vehi Lease/Rental - General	77,800.32	88,000.00	-10,199.68	88.41%
Total 6505-00 · EQUIP/VEHICLE - LEASE/RENTAL	77,800.32	88,000.00	-10,199.68	88.41%
6510-00 · FUEL/LUBRICANTS				
6510-02 · Fuel	38,432.36	50,000.00	-11,567.64	76.87%
6510-03 · Lubricants	20.93	8,000.00	-7,979.07	0.26%
Total 6510-00 · FUEL/LUBRICANTS	38,453.29	58,000.00	-19,546.71	66.3%
6520-00 · VEHICLES/MAINTENANCE				
6520-01 · R/M Equipment - General	15,305.33	50,000.00	-34,694.67	30.61%
6520-06 · R/M Equip. - '85 Ford Dump	107.64	6,000.00	-5,892.36	1.79%
6520-08 · R/M Equip. - '96 Tiger Tractor	0.00	1,000.00	-1,000.00	0.0%
6520-17 · R/M Equip. '01 Case 921 Ldr.	0.00	500.00	-500.00	0.0%
6520-20 · R/M Equip. - '02 Kodiak Blower	392.90	750.00	-357.10	52.39%

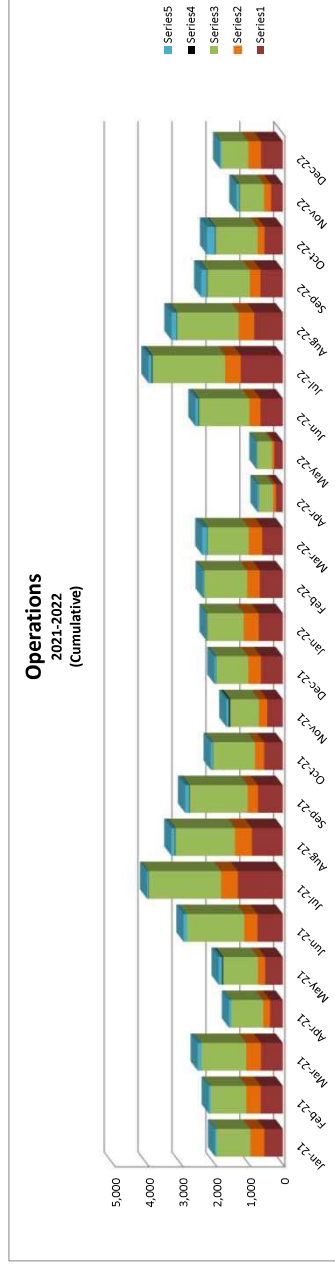
	Oct - Dec 22	Budget	\$ Over Budget	% of Budget
6520-25 · R/M Equip. - '04 Batts De-Ice	0.00	500.00	-500.00	0.0%
6520-28 · R/M Equip.-'06 Case 621 Loader	0.00	1,000.00	-1,000.00	0.0%
6520-29 · R/M Equip. - '10 Waus Broom/Plow	0.00	1,100.00	-1,100.00	0.0%
6520-30 · R/M Equip.-'05 Ford F-350	512.95	500.00	12.95	102.59%
6520-31 · R/M Equip. - '10 Oshkosh Blower	0.00	9,000.00	-9,000.00	0.0%
6520-32 · R/M Equip. - '09 Mini Truck	14.98	350.00	-335.02	4.28%
6520-34 · R/M Equip. - '12 Case 921F Load	0.00	1,000.00	-1,000.00	0.0%
6520-35 · R/M Equip. - '14 Ford Explorer	0.00	500.00	-500.00	0.0%
6520-36 · R/M Equip. - '10 Toyota Forklif	68.25	250.00	-181.75	27.3%
6520-37 · R/M Equip. - '15 Tool Cat	1,186.56	3,000.00	-1,813.44	39.55%
6520-38 · R/M Equip. - '15 Wausau Broom	0.00	6,000.00	-6,000.00	0.0%
6520-39 · R/M Equip. - Boss Spreader	0.00	250.00	-250.00	0.0%
6520-40 · R/M Equip. - '17 Ford-350 Super	23.76	1,000.00	-976.24	2.38%
6520-41 · R/M Equip. - '17 Kodiak Blower	392.90	1,500.00	-1,107.10	26.19%
6520-43 · R/M Equip. - '18 279D Skid St.	327.09	4,500.00	-4,172.91	7.27%
6520-44 · R/M Equip. - '18 Cat 972M Ldr	0.00	1,000.00	-1,000.00	0.0%
6520-45 · R/M Equip. - '19 Oshkosh Broom	0.00	6,000.00	-6,000.00	0.0%
6520-46 · R/M Equip. - '20 Chev. 1500 PU	2,029.95	1,900.00	129.95	106.84%
6520-47 · R/M Equip. - '19 Cat 972M Ldr	206.98	1,000.00	-793.02	20.7%
6520-48 · R/M Equip.-'18 New Holland Trac	0.00	1,000.00	-1,000.00	0.0%
6520-49 · R/M Equip. - '21 MB Combo	620.35	14,000.00	-13,379.65	4.43%
6520-50 · R/M Equip. - '22 MB Combo	3,640.00	14,000.00	-10,360.00	26.0%
6520-51 · R/M Equip. - '22 MB Deice Truck	3,444.13	3,000.00	444.13	114.8%
6520-52 · R/M Equip. - '22 MB4 Blower	246.35	2,000.00	-1,753.65	12.32%
6520-53 · R/M Equip. - '22 F-350	1,656.24	3,500.00	-1,843.76	47.32%
Total 6520-00 · VEHICLES/MAINTENANCE	30,176.36	136,100.00	-105,923.64	22.17%
6530-00 · ARFF MAINTENANCE				
6530-01 · ARFF Maint. Gen/Supplies	3,451.58	10,000.00	-6,548.42	34.52%
6530-04 · ARFF Maint. - Radios	3,102.42	6,000.00	-2,897.58	51.71%
6530-05 · ARFF MAint. - '03 E-One	0.00	2,500.00	-2,500.00	0.0%
6530-06 · ARFF Maint. - '20 Oshkosh Strik	0.00	1,000.00	-1,000.00	0.0%
Total 6530-00 · ARFF MAINTENANCE	6,554.00	19,500.00	-12,946.00	33.61%
6540-00 · REPAIRS/MAINTENANCE - BUILDING				
6540-01 · R/M Bldg. - General	104.06	1,500.00	-1,395.94	6.94%
6540-02 · R/M Bldg. - Terminal	26,611.16	120,000.00	-93,388.84	22.18%
6540-03 · R/M Bldg. - Terminal Concession	0.00	6,000.00	-6,000.00	0.0%
6540-04 · R/M Bldg. - Cold Storage	0.00	1,500.00	-1,500.00	0.0%
6540-05 · R/M Bldg. - AOB/SHOP	4,623.12	29,300.00	-24,676.88	15.78%
6540-06 · R/M Bldg. - Hangars	27.98	5,000.00	-4,972.02	0.56%
6540-07 · R/M Bldg. - Tower	5,745.61	7,000.00	-1,254.39	82.08%
6540-08 · R/M Bldg. - Parking Booth	0.00	1,000.00	-1,000.00	0.0%
6540-10 · R/M Bldg. - Eccles Ranch	975.00			
Total 6540-00 · REPAIRS/MAINTENANCE - BUILDING	38,086.93	171,300.00	-133,213.07	22.23%
6550-00 · REPAIRS/MAINTENANCE - AIRSIDE				
6550-01 · R/M - General	13,065.15	8,000.00	5,065.15	163.31%
6550-02 · R/M - Airfield/Runway	1,251.13	60,000.00	-58,748.87	2.09%
6550-03 · R/M - Airfield/Runway - Deice	26,819.91	120,000.00	-93,180.09	22.35%
6550-04 · R/M - Lights	1,394.52	15,000.00	-13,605.48	9.3%
Total 6550-00 · REPAIRS/MAINTENANCE - AIRSIDE	42,530.71	203,000.00	-160,469.29	20.95%
6551-00 · REPAIRS/MAINTENANCE - LANDSIDE				
6551-01 · RM - General	199.99	1,000.00	-800.01	20.0%
6551-02 · R/M - Parking Lot	4,566.97	10,000.00	-5,433.03	45.67%
6551-03 · R/M - Landscaping	922.03	10,000.00	-9,077.97	9.22%
Total 6551-00 · REPAIRS/MAINTENANCE - LANDSIDE	5,688.99	21,000.00	-15,311.01	27.09%
6560-00 · SECURITY EXPENSE				
6560-01 · Security - General	562.07	12,000.00	-11,437.93	4.68%

	Oct - Dec 22	Budget	\$ Over Budget	% of Budget
6560-02 · Security - Law Enf. Offi. (LEO)	0.00	10,000.00	-10,000.00	0.0%
6560-03 · Security - Subscription Licen.	16,467.60	62,565.00	-46,097.40	26.32%
6560-04 · Security - Perim./Access/CCTV	12,971.39	25,500.00	-12,528.61	50.87%
6560-05 · Security - Professional Serv.	0.00	19,000.00	-19,000.00	0.0%
Total 6560-00 · SECURITY EXPENSE	30,001.06	129,065.00	-99,063.94	23.25%
6570-00 · REPAIRS/MAINT.-AERONAUTICAL EQU				
6570-01 · R/M Aeronautical Equip - NDB/DME	2,129.20	10,000.00	-7,870.80	21.29%
6570-02 · R/M Aeronautical Equip. - Tower	1,064.60	8,000.00	-6,935.40	13.31%
6570-04 · R/M Aeron. Equip. - AWOS/ATIS	2,129.20	8,500.00	-6,370.80	25.05%
Total 6570-00 · REPAIRS/MAINT.-AERONAUTICAL EQU	5,323.00	26,500.00	-21,177.00	20.09%
Total 6001 · "B" EXPENSES - OPERATIONAL	289,469.19	913,965.00	-624,495.81	31.67%
Total 6000 · "B" EXPENDITURES	635,160.57	2,234,701.00	-1,599,540.43	28.42%
7000 · "C" EXPENSES				
7001-00 · CAPITAL EXPENDITURES				
7001-01 · Land	102.25			
7001-02 · Buildings and Improvements	23,805.91	15,468,952.00	-15,445,146.09	0.15%
7001-03 · Airfield & General Improvements	6,708.82	425,000.00	-418,291.18	1.58%
7001-04 · Office Equipment	6,092.88	12,000.00	-5,907.12	50.77%
7001-05 · Maintenance Equipment /Vehicle	21,754.00	80,000.00	-58,246.00	27.19%
7001-06 · Assessments/Plans/Studies	0.00	75,000.00	-75,000.00	0.0%
7001-09 · Security Equipment	39,161.98	40,000.00	-838.02	97.91%
7001-10 · SRE Aquisition Non-AIP	79,723.78	80,000.00	-276.22	99.66%
7001-12 · Network Equipment	10,143.26	47,300.00	-37,156.74	21.45%
7001-99 · CONTINGENCY	0.00	1,000,000.00	-1,000,000.00	0.0%
Total 7001-00 · CAPITAL EXPENDITURES	187,492.88	17,228,252.00	-17,040,759.12	1.09%
7549-00 · AIP '49 - SRE Aqu., Pavement Ma				
7549-01 · AIP '49 - Eligible	3,484.13			
Total 7549-00 · AIP '49 - SRE Aqu., Pavement Ma	3,484.13			
7553-00 · AIP '53 - Rehab RW, TW & Apron				
7553-01 · AIP '53 - Eligible	4,675.68			
Total 7553-00 · AIP '53 - Rehab RW, TW & Apron	4,675.68			
7556-00 · AIP '56 - Rehab Runway Phase 2				
7556-01 · AIP '56 - Eligible	22,828.32			
Total 7556-00 · AIP '56 - Rehab Runway Phase 2	22,828.32			
7558-00 · AIP '58 - Rehab Runway Phase 3				
7558-01 · AIP '58 - Eligible	55,137.55			
Total 7558-00 · AIP '58 - Rehab Runway Phase 3	55,137.55			
7559-00 · AIP '59 - Acquire Land				
7559-01 · AIP '59 - Eligible	10,322.00			
Total 7559-00 · AIP '59 - Acquire Land	10,322.00			
8500-00 · Capital Imp. Program (CIP)				
8501-00 · CIP - General				
8501-01 · General	0.00	430,000.00	-430,000.00	0.0%
Total 8501-00 · CIP - General	0.00	430,000.00	-430,000.00	0.0%
Total 8500-00 · Capital Imp. Program (CIP)	0.00	430,000.00	-430,000.00	0.0%
Total 7000 · "C" EXPENSES	283,940.56	17,658,252.00	-17,374,311.44	1.61%
Total 5000 · EXPENDITURES	1,404,370.69	22,016,577.00	-20,612,206.31	6.38%
Total Expense	1,404,370.69	22,016,577.00	-20,612,206.31	6.38%
Net Ordinary Income	-919,147.62	-6,091,049.00	5,171,901.38	15.09%
Net Income	-919,147.62	-6,091,049.00	5,171,901.38	15.09%

Friedman Memorial Airport
December 2022

ATCT Traffic Operations Record																						
Month	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
January	3,622	3,893	3,912	2,600	3,028	2,787	4,547	2,520	2,070	2,379	2,408	2,098	2,454	2,128	2,249	1,842	1,665	2,019	2,172	1,987	2,001	2,250
February	4,027	4,498	3,073	3,122	3,789	3,597	3,548	2,857	2,244	2,647	2,117	2,205	2,612	1,417	2,268	2,533	1,629	1,914	1,187	2,253	2,185	2,362
March	4,952	5,126	3,086	4,097	3,618	2,918	4,677	3,097	2,145	2,709	1,813	1,921	2,753	1,924	2,023	1,917	1,895	1,860	2,016	1,480	2,512	2,376
April	2,494	3,649	2,213	2,840	2,462	2,047	2,581	2,113	1,724	1,735	1,604	1,513	1,509	1,210	1,337	1,380	1,426	1,257	1,116	616	1,590	748
May	3,905	4,184	2,654	3,282	2,729	2,134	1,579	2,293	2,280	1,891	1,533	1,693	1,852	555	668	1,501	1,802	1,442	1,174	1,127	1,894	779
June	4,787	5,039	4,737	4,438	3,674	3,656	5,181	3,334	2,503	3,019	2,898	2,761	3,203	2,164	2,387	2,475	2,502	2,552	2,292	2,069	2,931	2,580
July	6,359	8,796	6,117	5,910	5,424	5,931	7,398	4,704	4,551	5,005	5,004	4,810	5,345	4,345	4,159	4,562	4,573	5,033	4,266	3,356	4,005	3,965
August	6,479	6,917	5,513	5,707	5,722	6,087	8,196	4,570	4,488	4,705	4,326	3,823	4,644	3,114	2,932	3,719	3,873	3,175	3,260	2,859	3,289	3,286
September	3,871	4,636	4,162	4,124	4,609	3,760	4,311	2,696	3,376	3,128	3,359	2,996	2,403	2,237	2,292	2,379	2,036	2,224	2,235	2,692	2,884	2,408
October	3,879	3,656	3,426	2,936	3,570	3,339	3,103	2,134	2,145	2,012	1,886	1,658	1,874	1,760	1,789	1,377	1,939	1,670	1,571	2,212	2,128	2,236
November	3,082	2,698	2,599	2,749	2,260	2,912	2,892	1,670	1,901	1,309	1,114	1,325	1,475	908	1,229	1,314	1,135	1,392	1,328	1,365	1,665	1,370
December	3,401	2,805	3,247	3,227	2,722	3,834	2,699	1,848	2,272	1,811	2,493	2,066	2,016	1,545	1,482	1,717	2,217	2,033	1,960	2,051	2,018	1,851
Totals	50,858	55,897	44,739	45,032	43,607	43,002	50,712	33,836	31,699	32,350	30,555	28,269	32,140	23,307	24,815	26,716	26,692	26,571	24,577	24,067	29,102	26,211

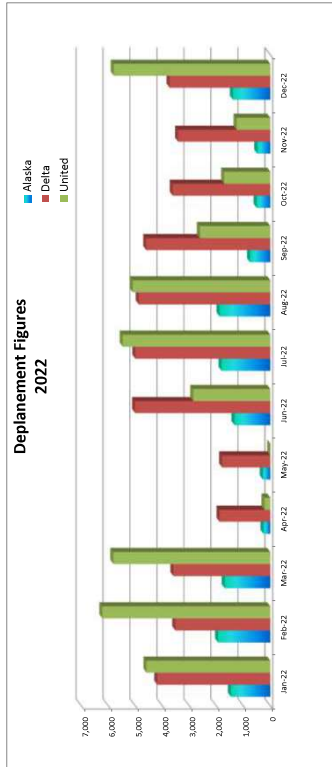
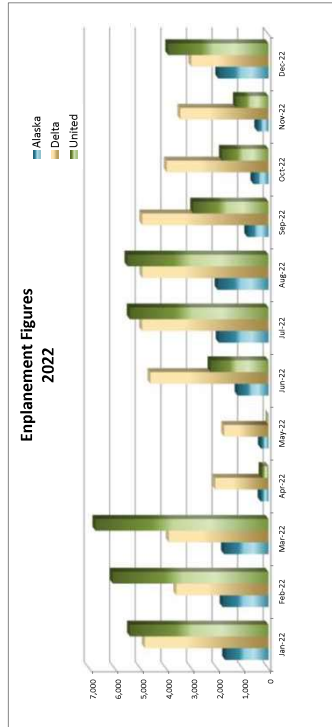
ATCT Operations Change (December 2021 vs. December 2022)			
	2022	2021	% Change
Air Taxi	643	648	-0.8%
Air Carrier	375	372	0.8%
General Aviation	795	940	-15.2%
Military	1	6	-83.3%
Civil	36	52	-30.2%
Total	1,851	2,018	-8.3%
YTD Total	26,211	29,102	-9.9%



Friedman Memorial Airport
December 2022

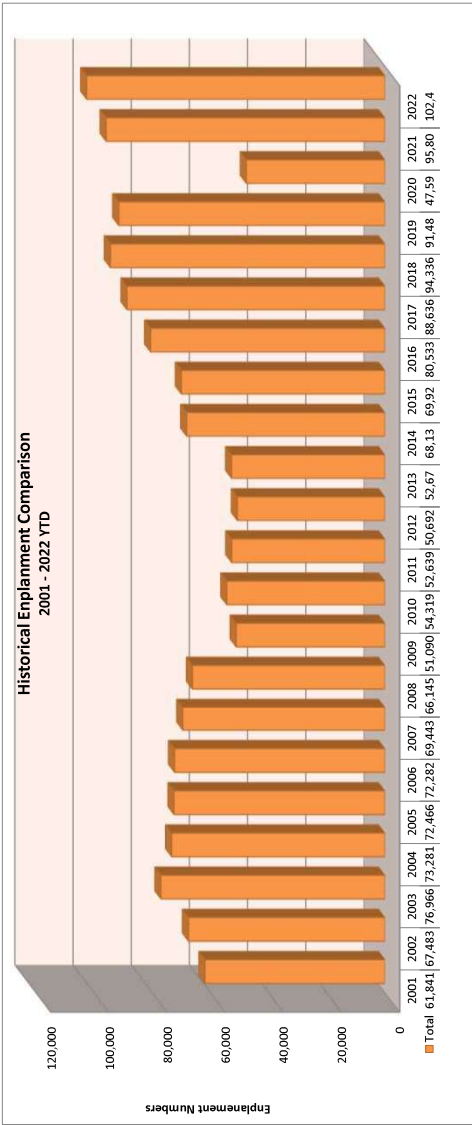
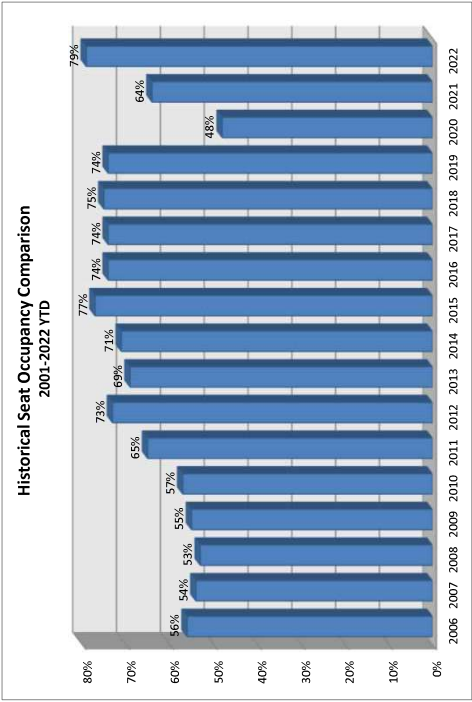
2022 Enplanements											
Alaska Airlines						Delta Airlines					
Month	Revenue	Non- Revenue	Total	Prior Year Month	Total % Change	Revenue	Non- Revenue	Total	Prior Year Month	Total % Change	Prior Year Total Enp.
Jan-22	1,650	46	1,696	1,416	20%	4,771	65	4,836	3,168	53%	11,945
Feb-22	1,769	24	1,793	1,907	-6%	3,571	34	3,605	3,859	-7%	11,483
Mar-22	1,696	42	1,738	2,038	-15%	3,850	47	3,897	4,918	-21%	12,396
Apr-22	298	11	309	127	143%	2,055	27	2,082	3,960	-47%	2,659
May-22	281	15	296	554	-47%	1,708	26	1,734	4,207	-59%	2,030
Jun-22	1,159	49	1,208	1,650	-27%	4,551	65	4,616	5,445	-15%	8,090
Jul-22	1,888	59	1,947	2,004	-3%	4,880	62	4,942	6,802	-25%	12,312
Aug-22	1,936	53	1,989	2,069	-4%	4,869	59	4,928	6,694	-26%	12,428
Sep-22	809	20	829	838	-1%	4,859	73	4,932	5,471	-10%	8,706
Oct-22	566	21	587	594	-1%	3,918	60	3,978	4,959	-20%	6,385
Nov-22	419	18	437	447	-2%	3,355	92	3,447	4,275	-19%	5,159
Dec-22	1,929	35	1,964	1,163	69%	2,966	50	3,016	3,733	-19%	8,901
Totals	14,400	393	14,793	14,807	0%	45,353	660	46,013	57,291	-20%	102,494
											95,801
											76%

2022 Deplanements											
Alaska Airlines						Delta Airlines					
Month	Revenue	Non- Revenue	Total	Prior Year Month	Total % Change	Revenue	Non- Revenue	Total	Prior Year Month	Total % Change	Prior Year Total Dep.
Jan-22	1,426	31	1,457	969	50%	4,117	71	4,188	2,557	64%	10,234
Feb-22	1,908	29	1,937	1,986	-2%	3,487	34	3,521	3,967	-11%	11,684
Mar-22	1,632	56	1,688	1,805	-6%	3,539	51	3,590	4,870	-26%	11,094
Apr-22	246	6	252	96	100%	1,844	37	1,881	3,270	-42%	2,347
May-22	266	11	277	565	-51%	1,761	24	1,785	4,682	-62%	2,062
Jun-22	1,273	53	1,326	1,558	-15%	4,960	49	5,009	6,460	-22%	9,190
Jul-22	1,749	57	1,806	1,727	5%	4,940	61	5,001	7,015	-29%	12,275
Aug-22	1,821	59	1,880	1,756	7%	4,799	75	4,874	6,188	-21%	11,852
Sep-22	723	28	751	750	0%	4,516	81	4,597	5,013	-8%	7,957
Oct-22	489	16	505	459	10%	3,547	67	3,614	4,532	-20%	5,829
Nov-22	464	17	481	436	10%	3,329	87	3,416	4,416	-23%	5,146
Dec-22	1,337	45	1,382	1,662	-17%	3,692	39	3,731	4,727	-21%	10,914
Totals	13,334	408	13,742	13,769	0%	44,531	676	45,207	57,697	-22%	100,584
											95,199
											5.7%



Friedman Memorial Airport
December 2022

2022 Seat Occupancy																
Mo Da Yr	Alaska Airlines				Delta Airlines				United Airlines				Seat Occupancy Totals			
	Departure Flights	Seats Available*	Seats Occupied	Percent Occupied	Departure Flights	Seats Available*	Seats Occupied	Percent Occupied	Departure Flights	Seats Available*	Seats Occupied	Percent Occupied	Total Seats Available	Total Seats Occupied	Total Percent Occupied	% Change Total Seats Available
Jan-22	29	2,204	1,696	77%	85	5,968	4,836	81%	104	7,280	5,413	74%	15,452	11,945	77%	3%
Feb-22	28	2,128	1,793	84%	56	3,932	3,605	92%	102	7,176	6,085	85%	13,236	11,483	87%	-11%
Mar-22	27	2,052	1,738	85%	62	4,352	3,897	90%	109	7,660	6,761	88%	14,064	12,396	88%	-9%
Apr-22	5	380	309	81%	35	2,450	2,082	85%	4	280	268	96%	3,110	2,659	85%	-55%
May-22	7	532	296	56%	28	1,966	1,734	88%	0	0	0	0%	2,498	2,030	81%	-67%
Jun-22	23	1,748	1,208	69%	84	5,886	4,616	78%	53	3,722	2,266	61%	11,356	8,090	71%	-16%
Jul-22	31	2,356	1,947	83%	93	6,522	4,942	76%	101	7,082	5,423	77%	15,960	12,312	77%	-9%
Aug-22	31	2,356	1,989	84%	93	6,516	4,928	76%	101	7,076	5,511	78%	15,948	12,428	78%	-9%
Sep-22	13	988	829	84%	87	6,090	4,932	81%	53	3,716	2,945	79%	10,794	8,706	81%	-1%
Oct-22	9	684	587	86%	62	4,346	3,978	92%	31	2,170	1,820	84%	7,200	6,385	89%	-21%
Nov-22	8	608	437	72%	61	4,276	3,447	81%	30	2,100	1,275	61%	6,984	5,159	74%	-21%
Dec-22	29	2,204	1,964	89%	64	4,492	3,016	67%	92	6,440	3,921	61%	13,136	8,901	68%	8%
Totals	240	18,240	14,793	81%	810	56,796	46,013	81%	780	54,702	41,688	76%	129,738	102,494	79%	-13%
Note: *Preliminary available seat calculations based on scheduled flights. Actual available seat calculations will be updated periodically when official DOT numbers are obtained.																



NOTICE OF AWARDDated: February 7, 2023

TO: M-B Companies, Inc.
(BIDDER)

ADDRESS: 201 MB Lane
Chilton, WI 53014

OWNER'S PROJECT NO. _____

OWNER: Friedman Memorial Airport

OWNERS' CONTRACT NO. _____

CONTRACT FOR: Procurement of MB5 Mid-Mount Multi-Tasking Snow Removal Vehicle
(Insert name of Contract as it appears in the Bidding Documents)

You are notified that your Bid (Contract #222955) dated December 1, 2022, submitted to the Minnesota Department of Administration for the above Contract has been considered. You have been awarded a contract for the above referenced project for One Million Seventy-Six Thousand Seven Hundred Ninety Dollars and Four Cents (\$1,076,790.04).

See attached Price Schedule for specific options included.

Three unexecuted copies of the proposed Procurement Agreement accompany this Notice of Award.

You must comply with the following conditions precedent within 15 days of the date of receipt of this Notice of Award:

1. You must deliver to the Owner 3 fully executed counterparts of the Procurement Agreement including all the Contract Documents.
2. Other Conditions and Precedents.

Submit FAA Buy American Waiver Information

Failure to comply with these conditions within the time specified will entitle Owner to consider your Bid abandoned, to annul this Notice of Award and to declare your Bid Security forfeited.

Within ten days after you comply with those conditions, Owner will return to you one fully signed counterpart of the Procurement Agreement with the Contract Documents attached.

ACCEPTANCE OF AWARD

Friedman Memorial Airport Authority
(OWNER)

M-B Companies
(CONTRACTOR)

By: _____
(OWNER)

By: _____
(AUTHORIZED SIGNATURE)

(TITLE)

(TITLE) (DATE)

Effective 11/15/2022	MB List Price Schedule			Expires 5/15/23
Quotation For:				
Customer	Friedman Memorial Airport	Date	1/18/2023	
Address	1616 Airport Circle	Quotation #:	MN ST 222955	
City, State, Zip Code	Hailey ID	Customer ID:		
Point of Contact	Tim Burke	Quotation valid until:	7/18/2023	
Phone and Email Address	Note, this unit includes dense pack on the broom, ONE POLY TWO STEEL ETC.	Prepared by:	Jessie Carr	

Comments or Special Instructions:

Delivery charges will be figured based on end user location and current ship rates.

Startup and Training charges will be included at end user location

Final quote to end user will include this information.

PRODUCT CODE	DESCRIPTION	QTY	UNIT LIST PRICE	EXT.. AMOUNT
MB5	The MB5 Mid-Mount Compact Multi-tasking Snow Removal Vehicle is a heavy duty chassis with four wheel/power divider 4 x 4 drive. The axles are designed for sharp steering cramp angles. Combined with standard all wheel steer, the axle design provides for remarkably small turning circles. The tapered spring suspension assures a smoother ride than conventional springs, and increases driver control. The standard MB5 includes the P5020-S-D Airport Reversible Plow: 20 foot plow length, straight 50 inch plow height, DIN flat face hitch, steel cutting edge, two heavy duty single casters, and is reversible left and right up to 32 degrees. The standard MB5 includes the 4618 Vertical Lift Airport Broom: 18 foot broom length, 14.7 foot swept path, 46 inch diameter powered by a 496 HP T4F auxiliary engine. Associated standard hydraulics provide up to 500 rpm broom speed with up to 4,828 ft-lbs available torque at broom head, and forced dual impeller air blower system. Broom is free floating by means of an automatic weight transfer system, mounted to chassis by means of a DIN flat face hitch. Broom head includes four single tire caster assemblies. All poly wafer type bristles are standard. Broom is reversible left and right up to 35 degrees.	1	\$ 934,132.00	\$ 934,132.00
<i>Bulleted Items are Included or are features of the Base Unit</i>				

- Single frame construction allows fast and safe turns
- Operating speeds up to 45 MPH
- Butterfly type hood enclosure for both chassis and auxiliary engines, opens with power assist for maintenance and repair access
- 496 HP electronic turbocharged T4F EPA emission certified diesel engine standard, includes ether start
- Allison RDS 4000, 6 speed transmission
- M-B "Up Box" and "Down Box" route drive shaft over broom head
- M-B 29,000 pound front drive / steer axle and M-B 27,000 pound rear drive / steer axle
- Tapered spring suspension for smoother ride and increased driver control
- ABS air brake control system (4-channel) with automatic traction control
- Dual 75 gallon fuel tanks for drive engine, dual 75 gallon fuel tanks for broom engine, with up to 12 hours of operation
- 445/65R22.5 LR L traction tread front and rear tires
- Includes battery disconnect switch and centrally located fluid drain lines
- Integrated microprocessor CAN bus electric over hydraulic controls for chassis and attachments
- Electric auxiliary motor with hydraulic pump for service and back-up for all hydraulic control circuits.
- M-B two-man, air ride cab: Panoramic view. All flat glass for easy and local replacement. Forward slope windshield. Four windshield wipers with three motor system for reduced linkage issues and to provide better snow removal from windshield. Air-ride driver and passenger seats with adjustable lumbar support. Standard features include FMVSS compliant lighting, side light bars, heated windshield, cab heater, heated power mirrors, power windows, FAA approved amber strobe mounted on cab and rear engine enclosure.
- Operator friendly, cab integrated microprocessor CAN bus controls with MDC (Monitor, Diagnose, Control) color screen display for chassis and equipment, with CAN joystick for attachment operation
- 1 yr warranty included in base unit.

OPTIONS

		SUBTOTAL		\$	934,132.00
		OTHER			-
		TOTAL		\$	934,132.00
<div>Price for base unit:</div>					
Chassis Options					
Engine oil pan heater, pad type		\$	776.00	\$	-
Engine block heater, immersion type	1	\$	537.00	\$	537.00
Battery trickle charger, 1.5 amp		\$	622.00	\$	-
Battery charger, 20 amp	1	\$	707.00	\$	707.00
Battery heater, pad type		\$	1,146.00	\$	-
Remote battery jump start lugs	1	\$	384.00	\$	384.00
Remote air fill port	1	\$	232.00	\$	232.00
Hydraulic oil tank heater, pad type		\$	652.00	\$	-
Fuel heater, pad type		\$	776.00	\$	-
Coolant filter	1	\$	234.00	\$	234.00
Rear bumper chevron striping	1	\$	385.00	\$	385.00
Eight inch reflective stripe	1	\$	918.00	\$	918.00
Numbers and lettering on unit	1	\$	674.00	\$	674.00
Rustproofing: under floor, fenders and battery box	1	\$	925.00	\$	925.00
Rear mounted pintle hook	1	\$	256.00	\$	256.00
Spare chassis tire and wheel	0	\$	2,682.00	\$	-
Chassis Cab Options					
Air Conditioning	1	\$	4,042.00	\$	4,042.00
Deluge System (Requires side door wipers)	1	\$	2,298.00	\$	2,298.00
Side door window wipers	1	\$	923.00	\$	923.00
Heated option for side door window wipers	1	\$	408.00	\$	408.00
Heated option for windshield wipers	1	\$	597.00	\$	597.00
Radio, AM/FM with weather band and CD player	1	\$	697.00	\$	697.00
Rear view camera system, color (Includes rear facing LED flood lights)	1	\$	2,238.00	\$	2,238.00
Golight Stryker remote spot light on cab, (1)		\$	927.00	\$	-
HID lights on cab light bar, flood, (2)		\$	1,966.00	\$	-
HID lights on cab light bar, trapezoid, (2)		\$	1,829.00	\$	-
HID lights on cab light bar, spot, (2)		\$	1,843.00	\$	-
LED lights on cab light bar, flood, (2)	1	\$	1,157.00	\$	1,157.00
LED lights on cab light bar, trapezoid, (2)	1	\$	1,085.00	\$	1,085.00
LED lights on cab light bar, spot, (2)	1	\$	1,093.00	\$	1,093.00
Rear facing LED flood lights, (2)		\$	411.00	\$	-
Amber snow plow lights on cab light bar, (2)	1	\$	565.00	\$	565.00
Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket		\$	288.00	\$	-
Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket	1	\$	350.00	\$	350.00
Reversible Plow Options:					
Flared moldboard blade in place of straight moldboard blade		\$	2,943.00	\$	-
24 foot plow in place of 18 foot plow	1	\$	4,090.00	\$	4,090.00
22 foot plow in place of 18 foot plow		\$	2,046.00	\$	-
Plow trip moldboard		\$	2,362.00	\$	-
Hands free hitch	1	\$	1,608.00	\$	1,608.00
Plow Cutting Edges					
Poly cutting edge in place of steel cutting edge, 20 foot		\$	1,807.00	\$	-
Poly cutting edge in place of steel cutting edge, 22 foot		\$	1,926.00	\$	-
Poly cutting edge in place of steel cutting edge, 24foot		\$	2,045.00	\$	-
Kueper cutting edge in place of steel cutting edge, 20 foot		\$	4,663.00	\$	-
Kueper cutting edge in place of steel cutting edge, 22 foot		\$	5,065.00	\$	-
Kueper cutting edge in place of steel cutting edge, 24 foot	0	\$	5,445.00	\$	-
Carbide cutting edge in place of steel cutting edge, 20 foot		\$	2,220.00	\$	-
Carbide cutting edge in place of steel cutting edge, 22 foot		\$	2,381.00	\$	-
Carbide cutting edge in place of steel cutting edge, 24 foot	0	\$	2,542.00	\$	-

Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 20 foot		\$ 5,217.00	\$ -
Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 22 foot		\$ 5,673.00	\$ -
Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 24 foot		\$ 6,131.00	\$ -
Plow Spare Parts			
Caster tire and wheel		\$ 1,043.00	\$ -
Caster tire, wheel, hub, bearings, axle and nuts	1	\$ 1,271.00	\$ 1,271.00
Caster tire and wheel, foam filled		\$ 1,126.00	\$ -
Caster tire, wheel, hub, bearings, axle and nuts, foam filled		\$ 1,355.00	\$ -
Broom Head Options:			
20 foot broom head in place of 18 foot		\$ 1,693.00	\$ -
22 foot broom head in place of 18 foot	1	\$ 9,509.00	\$ 9,509.00
Broom Engine Options			
Broom engine oil pan heater, pad type		\$ 769.00	\$ -
Broom engine block heater, immersion type	1	\$ 531.00	\$ 531.00
Hydraulic oil tank heater, pad type		\$ 645.00	\$ -
Coolant filter		\$ 458.00	\$ -
Fuel tank heater, pad type		\$ 776.00	\$ -
Broom General Options			
Broom speed tachometer	1	\$ 928.00	\$ 928.00
Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	1	\$ 609.00	\$ 609.00
Broom hydrostatic pressure guage	1	\$ 534.00	\$ 534.00
Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	1	\$ 3,466.00	\$ 3,466.00
Broom Wafer Options			
All steel 10# wire wafers in place of all poly on 18 foot broom		\$ 776.00	\$ -
All steel 10# wire wafers in place of all poly on 20 foot broom		\$ 889.00	\$ -
All steel 10# wire wafers in place of all poly on 22 foot broom		\$ 946.00	\$ -
8# poly. 10# wire, 50/50 wafers in place of all poly on 18 foot broom		\$ 388.00	\$ -
8# poly. 10# wire, 50/50 wafers in place of all poly on 20 foot broom		\$ 448.00	\$ -
8# poly. 10# wire, 50/50 wafers in place of all poly on 22 foot broom	1	\$ 510.00	\$ 510.00
Broom Spare Parts			
Spare set 18 foot cores		\$ 5,654.00	\$ -
Spare set 20 foot cores		\$ 6,033.00	\$ -
Spare set 22 foot cores	1	\$ 6,332.00	\$ 6,332.00
Set of four broom carts, non-adjustable	0	\$ 1,219.00	\$ -
End plate jack for use with core change (2)		\$ 565.00	\$ -
Spare caster tire and wheel, nitrogen filled		\$ 715.00	\$ -
Spare caster, tire, wheel, hub, bearings, axle and nuts, nitrogen filled	1	\$ 947.00	\$ 947.00
Spare caster tire and wheel, foam filled		\$ 546.00	\$ -
Spare caster, tire, wheel, hub, bearings, axle and nuts, foam filled		\$ 763.00	\$ -
46" x 19.5" Poly Wafer, 8 lbs. 101-137212		\$ 26.25	\$ -
46" x 19.5" 13# Wire Wafer, 13lbs. 101-92109		\$ 38.06	\$ -
19.5" Spacer Ring. 402-93914		\$ 3.10	\$ -
MB5 add on options:			
1250 gallon liquid deicer with 22 foot boomless spray bar		\$ 91,580.00	\$ -
5 cubic yard dry material spreader with 200 gallon pre-wet system		\$ 103,647.00	\$ -
Additional for upgrading to (MB5C) including fully cradling. Liquid or dry material spreaders unavailable with this option.	1	\$ 131,665.00	\$ 131,665.00
Options Subtotal			\$ 182,705.00
Total from Base unit			\$ 934,132.00
Total Unit Price			\$ 1,116,837.00

8%	\$ 89,346.96	\$ 1,027,490.04
1700	\$ 29.00	\$ 49,300.00
		\$ 1,076,790.04

Chilton, WI 53014

City, State, Zip Code

Delivery price determined by calculated mileage between points (Yahoo Maps) and current shipping rates

TOTAL

\$	1,076,790.04
\$	1,076,790.04

M-B Contact: Jessie Carr
201 MB Lane

PROCUREMENT AGREEMENT

THIS AGREEMENT is dated as of the 7th day of February the year 2023 by and between the **Friedman Memorial Airport Authority, 1616 Airport Circle, Hailey, ID 83333** (hereinafter called Owner) and **M-B Companies, Inc., 201 MB Lane, Chilton, WI 53014** (hereinafter called Contractor).

Owner and Contractor, in consideration of the mutual covenants hereinafter set forth, agree as follows:

Article 1 GOODS AND SERVICES

Contractor shall furnish all Goods, Special Services and other services as specified or indicated in the Contract Documents. The Goods and Special Services to be furnished are generally described by Schedule, or part thereof as identified in the Notice of Award as follows:

Procurement of MB5 Snow Blower & Chassis

The Project for which the Goods and Special Services under the Contract Documents may be the whole or only a part is generally described as follows:

Procurement of MB5 Mid-Mount Multi-Tasking Snow Removal Vehicle
Minnesota Department of Administration
State Procurement Contract 222955

Article 2 ENGINEER

The Goods have been specified by T-O Engineers, 2471 S. Titanium Place, Meridian, Idaho 83642-6703, who is hereinafter called Engineer and who will assume all duties and responsibilities and will have the rights and authority assigned to Engineer in the Contract Documents in connection with completion of the Work in accordance with the Contract Documents.

Article 3 POINT OF DELIVERY

The place where the Goods are to be delivered to the point of delivery, designated as the Airport Operations Building, Friedman Memorial Airport, Hailey, Idaho.

Article 4 CONTRACT TIME

4.1 The Goods are to be delivered to the point of delivery, commissioned and ready for Owner's acceptance on or before **465 calendar days** from the effective date of the

Procurement Agreement. Work encompassed by this Agreement as identified in Article 1 above shall be Complete and ready for Final Payment, in accordance with the following:

- 4.2 All Shop Drawings and samples required by the Contract Documents shall be submitted to Engineer for review and approval.
- 4.3 Liquidated Damages. Owner and Contractor recognize that time is of the essence of this Agreement and that Owner will suffer financial loss if the Goods are not delivered at the point of delivery and ready for acceptance of delivery by Owner before the time specified in paragraph 4.1 above, plus any extensions thereof allowed. They also recognize that the timely performance of services by other parties involved in proving in a legal or arbitration proceeding the actual loss suffered by Owner if the Goods are not delivered on time. Accordingly, instead of requiring any such proof, Owner and Contractor agree that as liquidated damages for delay (but not as a penalty) Contractor shall pay Owner **Five Hundred and 00/100 dollars (\$500.00) for each day** that expires after the time specified in paragraph 4.1 for delivery of acceptable Goods.

Article 5 CONTRACT PRICE

Owner shall pay Contractor for furnishing the Goods and Special Services and for performing other services in accordance with the Contract Documents in current funds as follows: See copy of Contractor's Price Schedule marked Exhibit 2, attached.

Article 6 PAYMENT PROCEDURES

Contractor shall submit Applications for Payment to the Engineer. Applications for Payment will be processed by Engineer.

- 6.1 Progress Payments. Owner shall make progress payments on account of the Contract Price in accordance with the basis of Contractor's Applications for Payment as provided below.
 - 6.1.1 Upon receipt of the first Application for Payment accompanied by the Engineer's recommendation of payment, Owner shall pay to Contractor an amount equal to 95% of the Contract Price.
 - 6.1.2 The Contractor is notified and accepts by execution of the Procurement Agreement, that progress payments may not be made for up to 60 (sixty) days from the date of receipt of the payment request by the Owner. Owner shall within sixty days after receipt of each Application for Payment with Engineer's recommendation pay Contractor the amount recommended; but in the case of the Application for Payment upon Owner's acceptance of delivery of the Goods, said

sixty day period may be extended for so long as is necessary for Owner to examine the bill of sale and other documentation submitted therewith. Owner shall notify Contractor promptly of any deficiency in the documentation and shall not unreasonably withhold payment.

- 6.2 Final Payment. Upon receipt of the final Application for Payment accompanied by Engineer's recommendation of payment, Owner shall pay the remainder of the Contract Price as recommended by Engineer. If the Application and accompanying documentation are appropriate as to form and substance, Owner shall, within sixty days after receipt thereof, pay Contractor the amount recommended by the Engineer.
- 6.3 Payments to Subcontractors. The Contractor agrees to pay each subcontractor under this prime contract for satisfactory performance of its contract no later than 30 days from the receipt of each payment the Contractor receives from the Owner. The Contractor agrees further to return retainage payments to each subcontractor within 30 days after the subcontractors work is satisfactorily completed. Any delay or postponement of payment from the above referenced timeframe may occur only for good cause following written approval of the Owner. Failure by the Contractor to carry out these requirements shall be a material breach of the agreement.

Article 7 INTEREST

All amounts not paid when due shall bear interest at the rate of 5 percent per annum.

Article 8 CONTRACTOR'S REPRESENTATIONS

In order to induce Owner to enter into this Agreement, Contractor makes the following representations:

- 8.1 Contractor has familiarized himself with the nature and extent of the Contract Documents and has given Engineer written notice of all conflicts, errors or discrepancies that he has discovered in the Contract Documents and the written resolution thereof by the Engineer is acceptable to the Contractor.
- 8.2 Contractor has familiarized himself with all local conditions and Federal, State and local laws, ordinances, rules and regulations that in any manner may affect cost, production and delivery of the Goods and furnishing Special Services and other services in connection therewith.
- 8.3 Contractor does not require additional information from Owner or Engineer to enable Contractor to furnish Goods, Special Services and other services at the Contract Price, within the Contract Time and in accordance with the other terms and conditions of the

Contract Documents, but subject to Contractor's right to request interpretations and clarifications.

- 8.4 Contractor has correlated the results of all such observations, examinations, investigations and resolutions with the terms of the Contract Documents.
- 8.5 The Contractor or subcontractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this Agreement. The Contractor shall carry out applicable requirements of 49 CFR part 26 in the award and administration of DOT assisted contracts. Failure by the Contractor to carry out these requirements is a material breach of this Agreement, which may result in the termination of this Agreement or such other remedy as the recipient deems appropriate.
- 8.6 The Contractor will ensure that the following clause is placed in every subcontract to which the Contractor is a party:

The Contractor or subcontractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this Agreement. The Contractor shall carry out applicable requirements of 49 CFR part 26 in the award and administration of DOT assisted contracts. Failure by the Contractor to carry out these requirements is a material breach of this Agreement, which may result in the termination of this Agreement or such other remedy as the recipient deems appropriate.

Article 9 CONTRACT DOCUMENTS

The Contract Documents which comprise the entire Procurement Agreement between Owner and Contractor consist of the following:

- 9.1 This Agreement, pages 1 to 6, inclusive.
- 9.2 Exhibits to this Agreement, 1 to 2, inclusive.
- 9.3 Performance and payment bonds.
- 9.4 Certificates of Insurance.
- 9.5 Notice of Award.
- 9.6 Contract Documents bearing the title: **Minnesota Department of Administration State Procurement Contract 222955**, effective December 1, 2022, attached as Exhibit 1.

- 9.7 **Contractor's MB5 Price Schedule**, attached as Exhibit 2.
- 9.8 Documentation submitted by Contractor prior to Notice of Award.
- 9.9 Any Modification, including Change Orders, duly delivered after execution of Procurement Agreement.

There are no Contract Documents other than those listed above in this Article 9. The Contract Documents may only be altered, amended or repealed by written agreement of both parties.

Article 10 MISCELLANEOUS

- 10.1 No assignment by a party hereto of any rights under or interests in the Contract Documents will be binding on another party hereto without the written consent of the party sought to be bound; and specifically, but without limitation, moneys that may become due and moneys that are due may not be assigned without such consent (except to the extent that the effect of this restriction may be limited by law), and unless specifically stated to the contrary in any written consent to an assignment no assignment will release or discharge the assignor from any duty or responsibility under the Contract Documents.
- 10.2 Owner and Contractor each binds himself, his partners, successors, assigns and legal representatives to the other party hereto, his partners, successors, assigns and legal representatives in respect to all covenants, agreements and obligations contained in the Contract Documents.
- 10.3 The Contractor, in consideration of securing the business of constructing public works in this state, recognizing that the business in which he is engaged is of a transitory character, and that in the pursuit thereof, his property used therein may be without the state when taxes, excises, or license fees to which he is liable becomes payable, agrees:
 - 10.3.1 To pay promptly when due all taxes, (other than on real property), excises and license fees due to the state, its subdivisions, and municipal and quasi-municipal corporations therein, accrued or accruing during the term to this Agreement, whether or not the same shall be payable at the end of such term;
 - 10.3.2 That if the said taxes, excises, and licenses fees are not payable at the end of said term, but liability for the payment thereof exists, even though the same constitute liens upon his property, to secure the same to the satisfaction of the respective officers charged with the collection thereof; and

10.3.3 That, in the event of his default in the payment or securing of such taxes, excises, and licenses fees, to consent that the department, officer, board, or taxing unit entering into this Agreement may withhold from any payment due him hereunder the estimated amount of such accrued and accruing taxes, excises, and license fees for the benefit of all taxing units to which said Contractor is liable.

IN WITNESS WHEREOF, the parties hereto have signed this Agreement in triplicate. One counterpart each has been delivered to Owner, Contractor, and Engineer. All portions of the Contract Documents have been signed or identified by Owner and Contractor or by Engineer on their behalf.

This Agreement will be effective on _____, 2023.

Owner:

Contractor:

Friedman Memorial Airport Authority

M-B Companies, Inc.

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

Attest _____

Address for giving notices:

Address for giving notices:

1616 Airport Circle

Hailey, Idaho 83333



12/29/2022

Stephen Mueller
M-B Co Inc.
201 MB Lane
Chilton, WI, 53014

Dear Stephen Mueller:

The following documents are enclosed for you to complete and return:

- State of Minnesota Contract **222955** for Snowplow Truck Components & Accessories.
- Diverse spend reporting required. Please send the information detailed in the attached Viva Welcome Letter to support@starssmp.com within two businesses days. The Viva company will send by email a link to the portal, log-in information, portal guidance manual and information on accessing the training video. More information on the State's Tier 2 program is provided herein.

Please sign and return the documents, VIA EMAIL , to Matthew.Figgins@state.mn.us by December 30, 2022 .
--

Documents that are not properly executed will be returned to you. Failure to submit executed forms in the time required may result in cancellation of the award. Upon receipt of the properly executed forms, and after signatures are obtained from the appropriate State authorities, a copy of the completed Contract documents will be sent to your company.

If you have any questions, please contact me.

Sincerely,

Matthew Figgins
Buyer 2
Enclosures

Diverse Spend Reporting Instructions

The State of Minnesota is committed to diversity and inclusion in public procurement. The State anticipates the total value of your Contract may exceed \$500,000, including all extension options, therefore you must track and report, on a quarterly basis, the amount paid to diverse businesses both: 1) directly to subcontractors performing under the Contract, and 2) indirectly to diverse businesses that provide supplies/services to your company (in proportion to the revenue from this Contract compared to your company's overall revenue).

Please send the following information to support@starssmp.com within two businesses days they will send by email a link to the portal, log-in information, portal guidance manual and information on accessing the training video.

Legal Company Name:	M-B CO INC
Doing Business As- Name (if different than legal name):	M-B Companies, Inc.
SWIFT Contract No.	222955
Federal Tax ID:	39-1208304
Corporate Address:	1615 Wisconsin Avenue
Corporate City:	New Holstein
Corporate State	Wisconsin
Corporate Zip:	53061
Company Email:	steve.mueller@aebi-schmidt.com
Primary Contact Name:	Steve Mueller
Primary Contact- Email	steve.mueller@aebi-schmidt.com

Once you are a registered user, please set up your contract in the portal. You will be able to access State of MN approved/certified suppliers from within the tool to add them as your subcontractors for a contract. If you have a supplier that is not available from the existing list, please follow the process for setting up each diverse subcontractor and supplier associated with this contract. This includes direct spend with diverse subcontractors, and also includes "indirect spend," which is the proportion of spend your company pays to diverse suppliers for items like office supplies, utilities, materials, cleaning services, and so on, that can be related back to your contract with the state.

Please contact the State of Minnesota Office of Equity in Procurement procurement.equity@state.mn.us if you have questions about using the portal, how subcontractors and suppliers are designated as diverse small businesses, and how quarterly reporting is used and monitored.



State of Minnesota Contract

SWIFT Contract No.: 222955

This Contract is between the State of Minnesota, acting through its Commissioner of Administration ("State") and M-B Co Inc. whose designated business address is 201 MB Lane, Chilton, WI, 53014 ("Contractor"). State and Contractor may be referred to jointly as "Parties."

Recitals

1. State issued a solicitation identified as G0210-2000013395 on September 16, 2022 for Snowplow Truck Components & Accessories S-863(5) ("Solicitation");
2. Contractor provided a response to the Solicitation indicating its interest in and ability to provide the goods or services requested in the Solicitation; and
3. Subsequent to an evaluation in accordance with the terms of the Solicitation and negotiation, the Parties desire to enter into a contract.

Accordingly, the Parties agree as follows:

Contract

1. Term of Contract

- 1.1 Effective date. December 1, 2022, or the date the State obtains all required signatures under Minn. Stat. § 16C.05, subd. 2, whichever is later. The Contractor must not begin work under this Contract until this Contract is fully executed and the Contractor has been notified by the State's Authorized Representative to begin the work.
- 1.2 Expiration date. August 31, 2023, or until all obligations have been satisfactorily fulfilled, whichever occurs first. The contract may be extended for up to an additional 51 months, in increments as determined by the State, through a duly executed amendment.
- 1.3 Contract Use. This Contract is not exclusive and shall not be construed as guarantying a minimum or maximum amount of usage.

2. Contractor's Duties

- 2.1 Contractor's Duties. The Contractor shall perform all duties described in this Contract to the satisfaction of the State.
- 2.2 Statement of Purpose. The purpose of this contract is to provide Snowplow Truck Components & Accessories S-863(5).

3. Representations and Warranties

- 3.1 Under Minn. Stat. §§ 15.061 and 16C.03, subd. 3, and other applicable law the State is empowered to engage such assistance as deemed necessary.
- 3.2 Contractor warrants that it is duly qualified and shall perform its obligations under this Contract in accordance with the commercially reasonable standards of care, skill, and diligence in Contractor's industry, trade, or profession, and in accordance with the specifications set forth in this Contract, to the satisfaction of the State.
- 3.3 Contractor warrants that it possesses the legal authority to enter into this Contract and that it has taken all actions required by its procedures, by-laws, and applicable laws to exercise that authority, and to lawfully authorize its undersigned signatory to execute this Contract, or any part thereof, and to bind Contractor to its terms.

4. Time

The Contractor must comply with all the time requirements described in this Contract. In the performance of this Contract, time is of the essence.

5. Compensation and Conditions of Payment

- 5.1 Compensation. The State will pay for performance by the Contractor under this Contract in accordance with the breakdown of costs as set forth in Exhibit D which is attached and incorporated into this Contract.
- 5.2 Conditions of Payment. All duties performed by the Contractor under this Contract must be performed to the State's satisfaction and in accordance with all applicable federal, state, and local laws, ordinances, rules, and regulations including business registration requirements of the Office of the Secretary of State. The Contractor will not receive payment for work found by the State to be unsatisfactory or performed in violation of federal, state, or local law.

6. Authorized Representative

- 6.1 The State's Authorized Representative is Matthew Figgins, Buyer 2, 112 Administration Building, 50 Sherburne Avenue, St. Paul, MN 55155 651-201-2444, or his/her successor or delegate, and has the responsibility to monitor the Contractor's performance.
- 6.2 Contractor's Authorized Representative. The Contractor's Authorized Representative is Stephen Mueller at the following business address and telephone number: 201 MB Lane Chilton, WI, 53014, 920-898-1077 or his/her successor. If the Contractor's Authorized Representative changes at any time during this Contract, the Contractor must immediately notify the State.

7. Exhibits

The following Exhibits are attached and incorporated into this Contract. In the event of a conflict between the terms of this Contract and its Exhibits, or between Exhibits, the order of precedence is first the Contract, and then in the following order:

Exhibit A: Contract Terms

Exhibit B: Insurance Terms

Exhibit C: Specifications, Duties, and Scope of Work

Exhibit D: Price and Payment Schedule

- Exhibit D, Supplemental 1 Sample Quote and Invoice

Exhibit E: Light wire Layout with Specifications

1. Contractor

The Contractor certifies that the appropriate person(s) have executed the Contract on behalf of the Contractor as required by applicable articles, bylaws, resolutions, or ordinances.

Print name: Doug Blada

Signature: 

Title: CEO MB Airport Date: 12/30/2022

Print name: Sarah Blashe

Signature: 

Title: Chief Financial Officer and Treasurer Date: 12/30/2022

2. State Agency

With delegated authority

Print name: Michael Sutton

DocuSigned by: 

Signature: 

Title: AMS 6680A1D0400D49B... Date: 1/3/2023

3. Commissioner of Administration

As delegated to The Office of State Procurement

Print name: Dustin Burns

DocuSigned by: 

Signature: 

Title: Heavy Equipment Supervisor 288B49CD33F54E4... Date: 1/3/2023

Exhibit A: Contract Terms

1. Prompt Payment and Invoicing.

- 1.1 Prompt Payment. The State will pay the Contractor pursuant to Minn. Stat. § 16A.124, which requires payment within 30 days following receipt of an undisputed invoice, or merchandise or service, whichever is later. Terms requesting payment in less than 30 days will be changed to read "Net 30 days."

Notwithstanding the foregoing, the State may pay the Contractor in advance for purchases as allowed pursuant to Minn. Stat. §16A.065.

The payment for each order will only be made for goods received or services actually performed that have been accepted by the ordering entity, and meet all terms, conditions, and specifications of the Contract and the ordering document.

- 1.2 Invoicing. The invoice must be in the same format as the sample invoice form approved as Exhibit D, Supplement 1 with the Contract, unless an alternative format is approved in writing by the State Authorized Representative, or delegate. See Exhibit D, Supplement 1 for a list of minimum invoice requirements.

2. Assignment, Amendments, Waiver, and Contract Complete.

- 2.1 Assignment. The Contractor may neither assign nor transfer any rights or obligations under this Contract without the prior consent of the State and a fully executed assignment agreement, executed and approved by the authorized parties or their successors.
- 2.2 Amendments. Any amendment to this Contract must be in writing and will not be effective until it has been executed and approved by the authorized parties or their successors.
- 2.3 Waiver. If the State fails to enforce any provision of this Contract, that failure does not waive the provision or its right to enforce it.
- 2.4 Contract Complete. This Contract contains all negotiations and agreements between the State and the Contractor. No other understanding regarding this Contract, whether written or oral, may be used to bind either party.

3. Termination.

- 3.1 Termination for Convenience. The State or Commissioner of Administration may cancel this Contract at any time, with or without cause, upon 30 days' written notice to the Contractor. Upon termination for convenience, the Contractor will be entitled to payment, determined on a pro rata basis, for services or goods satisfactorily performed or delivered.
- 3.2 Termination for Breach. If the Contractor fails to perform according to the contract terms and conditions, the State is authorized to immediately cancel the Contract or purchase order, or any portion of it, and may obtain replacement goods or services and charge the difference of costs to the defaulting Contractor. In the event of default, the State reserves the right to pursue any other remedy available by law. A Contractor may be removed from the vendors list, suspended or debarred from receiving a Contract for failure to comply with terms and conditions of the Contract, or for failure to pay the State for the cost incurred on the defaulted Contract.

3.3 Termination for Insufficient Funding. The State may immediately terminate this Contract if it does not obtain funding from the Minnesota Legislature, or other funding source; or if funding cannot be continued at a level sufficient to allow for the payment of the services addressed within this Contract. Termination must be by written notice to the Contractor. The State is not obligated to pay for any services that are provided after notice and effective date of termination. However, the Contractor will be entitled to payment, determined on a pro rata basis, for services satisfactorily performed to the extent that dedicated funds are available. The State will not be assessed any penalty if the Contract is terminated because of the decision of the Minnesota Legislature, or other funding source, not to appropriate funds. The State must provide the Contractor notice of the lack of funding. This notice will be provided within a reasonable time of the State's receiving notice.

4. Force Majeure.

Neither party shall be responsible to the other or considered in default of its obligations within this Contract to the extent that performance of any such obligations is prevented or delayed by acts of God, war, riot, disruption of government, or other catastrophes beyond the reasonable control of the party unless the act or occurrence could have been reasonably foreseen and reasonable action could have been taken to prevent the delay or failure to perform. A party relying on this provision to excuse performance must provide the other party prompt written notice of the inability to perform and take all necessary steps to bring about performance as soon as practicable.

5. Indemnification.

5.1 In the performance of this Contract, the Indemnifying Party must indemnify, save, and hold harmless the State, its agents, and employees, from any claims or causes of action, including attorney's fees incurred by the State, to the extent caused by Indemnifying Party's:

- Intentional, willful, or negligent acts or omissions; or
- Actions that give rise to strict liability; or
- Breach of contract or warranty.

The Indemnifying Party is defined to include the Contractor, Contractor's reseller, any third party that has a business relationship with the Contractor, or Contractor's agents or employees, and to the fullest extent permitted by law. The indemnification obligations of this section do not apply in the event the claim or cause of action is the result of the State's sole negligence. This clause will not be construed to bar any legal remedies the Indemnifying Party may have for the State's failure to fulfill its obligation under this Contract.

5.2 Nothing within this Contract, whether express or implied, shall be deemed to create an obligation on the part of the State to indemnify, defend, hold harmless or release the Indemnifying Party. This shall extend to all agreements related to the subject matter of this Contract, and to all terms subsequently added, without regard to order of precedence.

6. Governing Law, Jurisdiction, and Venue.

Minnesota law, without regard to its choice-of-law provisions, governs this Contract. Venue for all legal proceedings out of this Contract, or its breach, must be in the appropriate state or federal court with competent jurisdiction in Ramsey County, Minnesota.

7. Contract Use by State Agencies.

To the extent applicable, the Contract does not prohibit state agencies from using their delegated purchasing authority to procure similar goods and services from other sources.

8. Warranty.

The Contractor warrants to the ordering entity that materials and equipment furnished under the Contract will be free from defects not inherent in the quality required or permitted, and that the work will conform to the requirements of the contract. Work not conforming to these requirements, including substitutions not properly approved and authorized in writing may be considered defective. The Contractor's warranty excludes remedy for damage or defect caused by abuse, modifications not executed by the Contractor, improper or insufficient maintenance, improper operation, or normal wear and tear and normal usage. If requested, the Contractor shall furnish satisfactory evidence as to the kind and quality of materials and equipment used.

All installation materials and labor shall be guaranteed for a period of one (1) year following the date of final acceptance. During the first year following acceptance, the Contractor shall, upon notification by the ordering entity of any malfunctions, make necessary repairs, including labor, travel, and materials, at the Contractor's expense.

9. Original Equipment Manufacturer (OEM Warranty).

The equipment offered must include the OEM standard warranty. The Contractor is responsible for the cost of any inspections, adjustments, warranted parts, and labor charges to repair or replace warranted parts that are a result of equipment failure(s) during the warranty period. This shall be performed promptly unless otherwise mutually agreed in writing by the Customer and the Contractor. This warranty shall commence when the unit is put into service.

9.1 OEM Extended Warranty Options. If the Contractor provides an OEM Extended Warranty Option, the Contractor must provide a copy of the applicable terms and conditions, including a detail of coverage, to the State upon request. The cost of an OEM Extended Warranty must include all associated costs.

9.2 Contractor (Add-On) Warranty Options. The Contractor may provide additional warranty options, which include, but are not limited to travel pickup, or delivery charges that are a result of equipment failure(s) prior to or during the warranty period or extended warranty period. This warranty option shall commence when the unit is put into service and is in addition to OEM warranty options stated above.

10. Cooperative Purchasing Venture (CPV) Members.

The Contract will be available to all CPV members. Minn. Stat. § 16C.03, subd. 10 authorizes the State, acting through its Office of State Procurement, to enter into purchasing agreements with one or more governmental units and other entities allowable by law, as described in Minn. Stat. § 471.59, subd. 1, to exercise jointly the purchasing powers and functions each has individually. This authority is referred to as the Cooperative Purchasing Venture program. For more information, see State website www.mmd.admin.state.mn.us.

The Contractor agrees to extend the Contract to CPV members at the same prices, terms, conditions, and specifications. With the approval of the Contractor, a CPV member may add additional terms to its ordering document applicable to the CPV member's purchasing activities. Such additional terms shall not modify, diminish, or derogate the terms applicable to the State.

11. Delivery.

Contractor is obligated to deliver within the quoted lead times. If delivery is not made within that time frame, the State reserves the right to deem the Contractor in default.

Contractor must confirm delivery locations and requirements with the ordering entity. Prior to delivery, the Contractor is responsible for confirming in writing with the ordering entity that the delivery location will accommodate unloading the equipment. Contractor must notify the receiving entity at least 72 hours before delivery to allow for inspection and compliance. No delivery can be made on a State Holiday (as defined in Minn. Stat. § 645.44, subd. 5), on Saturday or Sunday, or after 4:00 p.m. Central Time on weekdays, without prior written approval by the receiving entity.

12. Risk of Loss.

The State is relieved of all risks of loss or damage to the goods and equipment during periods of transportation, installation by the Contractor, or while in the possession of the Contractor or its agent.

13. Purchase Orders and Purchasing Cards.

The parties agree that there is no minimum order requirements or charges to process an individual purchase order unless otherwise stated in the Contract. The Purchase Order number must appear on all documents (e.g., invoices, packing slips, etc.).

14. Equipment Specifications.

All equipment must meet the contract specifications and all federal and State safety codes and regulations in effect at the date of manufacture. All equipment must be Original Equipment Manufacturer (OEM) equipment unless otherwise stated in the contract.

15. Items Offered as New.

All products, materials, supplies, replacement parts, and equipment offered and furnished must be new, of current manufacturer production, and must have been formally announced by the manufacturer as being commercially available, unless otherwise stated in this Contract.

16. Equipment Trade-In.

If requested in writing by the ordering entity, the Contractor may allow equipment to be used as trade-in against new contract equipment purchases. Trade-ins will be allowed on a case-by-case basis, and the ordering entity has the right to refuse any offer made by the Contractor. All equipment will be traded "as is, where is," with no guarantee express or implied.

Title to the trade-in equipment will transfer to the Contractor when the new equipment is delivered and accepted by the ordering entity, unless otherwise agreed to in writing by the Contractor and the ordering entity. The ordering entity assumes all costs associated with the title transfer of the trade-in equipment unless otherwise agreed to in writing by the Contractor and the ordering entity. The title of State equipment trade-ins shall be provided to the Contractor in accordance with Minn. Stat. § 168A.11.

17. Product Changes During the Contract.

All equipment offered should be available during the initial term of the contract. The Contractor must notify the State's Authorized Representative immediately if the manufacturer discontinues or replaces a contracted model number. A replacement model number must meet the contract specifications. The State is under no obligation to accept a replacement model. Any change to a contracted model number must be confirmed in writing by the State through a written amendment. The State reserves the right to request documentation for any requested change under this section to evaluate how the specifications of the replacement product deviates from the specifications of the replaced product.

18. Product Returns.

18.1 Non-Defective Conforming Product. The Customer may return an unopened, non-defective product conforming to the specifications of an order within 60 calendar days of the invoice date with no additional fees. If the non-defective conforming product is returned within 60 calendar days of the invoice date after it has been opened, the Contractor may charge the Customer a restocking fee of up to 10% of the cost of the product. Return shipping costs to return a non-defective conforming product to the Contractor is the responsibility of the Customer.

18.2 Defective or Non-conforming Product. The Customer may return any product determined by the Customer as defective or not conforming to the specifications, order, or contract, within 60 calendar days of receipt with no restocking or return shipping fee.

The Contractor should provide the Customer with a Return Merchandise Authorization number (RMA) and must arrange for a “call tag” to be issued via a “carrier” to order pick up of the defective or non-conforming product from the Customer. The “carrier” must pick up the defective or non-conforming product at the address to which the product was shipped.

18.2.1 Replacement of Defective or Non-conforming Product. The Customer may request the Contractor provide a replacement product or cancel the order. If the Customer chooses to have the defective or non-conforming product replaced, the Contractor must replace a defective or non-conforming product at no cost to the Customer.

18.2.2 Return of Defective or Non-conforming Product (without replacement). The Customer’s account must be credited within fourteen (14) calendar days of arrival of the returned product at the Contractor’s location. The amount to be credited must be the equal of the price of the product plus all freight, shipping, handling, or ancillary charges associated with shipment of the product from and return to the shipping location. If, after inspection, the Contractor determines that the product is not defective or non-conforming, the Contractor may bill the Customer for the return shipping charges.

19. Subcontracting and Subcontract Payment.

19.1 Subcontracting Allowed. A subcontractor is a person or company that has been awarded a portion of the Contract by Contractor. Only subcontractors that have been approved by the State’s Authorized Representative can be used for this Contract.

After the effective date of the Contract, the Contractor shall not, without prior written approval of the State’s Authorized Representative, subcontract for the performance of any of the Contractor’s obligations that were not already approved for subcontracting when the Contract was awarded. During this Contract, if an approved subcontractor is determined to be performing unsatisfactorily by the State’s Authorized Representative, the Contractor will receive written notification that the subcontractor can no longer be used for this Contract.

The provisions of the Contract shall apply with equal force and effect to all approved subcontractors engaged by the Contractor. Notwithstanding approval by the State, no subcontract shall serve to terminate or in any way affect the primary legal responsibility of the Contractor for timely and satisfactory performances of the obligations contemplated by the Contract.

19.2 Subcontractor Payment. Contractor must pay any subcontractor in accordance with Minn. Stat. § 16A.1245.

20. Data Disclosure.

Under Minn. Stat. § 270C.65, subd. 3 and other applicable law, the Contractor consents to disclosure of its social security number, federal employer tax identification number, and Minnesota tax identification number, already provided to the State, to federal and state agencies, and state personnel involved in the payment of state obligations. These identification numbers may be used in the enforcement of federal and state laws which could result in action requiring the Contractor to file state tax returns, pay delinquent state tax liabilities, if any, or pay other state liabilities.

21. Government Data Practices.

The Contractor and State must comply with the Minnesota Government Data Practices Act, Minn. Stat. Ch. 13, (or, if the State contracting party is part of the Judicial Branch, with the Rules of Public Access to Records of the Judicial Branch promulgated by the Minnesota Supreme Court as the same may be amended from time to time) as it applies to all data

provided by the State under this Contract, and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Contractor under this Contract. The civil remedies of Minn. Stat. § 13.08 apply to the release of the data governed by the Minnesota Government Practices Act, Minn. Stat. Ch. 13, by either the Contractor or the State.

If the Contractor receives a request to release the data referred to in this clause, the Contractor must immediately notify and consult with the State's Authorized Representative as to how the Contractor should respond to the request. The Contractor's response to the request shall comply with applicable law.

22. Intellectual Property Rights.

22.1 Definitions. For the purpose of this Section, the following words and phrases have the assigned definitions:

22.1.1 "Documents" are the originals of any databases, computer programs, reports, notes, studies, photographs, negatives, designs, drawings, specifications, materials, tapes, disks, or other materials, whether in tangible or electronic forms, prepared by the Contractor, its employees, agents, or subcontractors, in the performance of this Contract.

22.1.2 "Pre-Existing Intellectual Property" means intellectual property developed prior to or outside the scope of this Contract, and any derivatives of that intellectual property.

22.1.3 "Works" means all inventions, improvements, discoveries (whether or not patentable), databases, computer programs, reports, notes, studies, photographs, negatives, designs, drawings, specifications, materials, tapes, and disks conceived, reduced to practice, created or originated by the Contractor, its employees, agents, and subcontractors, either individually or jointly with others in the performance of this Contract. "Works" includes Documents.

22.2 Ownership. The State owns all rights, title, and interest in all of the intellectual property rights, including copyrights, patents, trade secrets, trademarks, and service marks in the Works and Documents created and paid for under this Contract. The Documents shall be the exclusive property of the State and all such Documents must be immediately returned to the State by the Contractor upon completion or cancellation of this Contract. To the extent possible, those Works eligible for copyright protection under the United States Copyright Act will be deemed to be "works made for hire." The Contractor assigns all right, title, and interest it may have in the Works and the Documents to the State. The Contractor must, at the request of the State, execute all papers and perform all other acts necessary to transfer or record the State's ownership interest in the Works and Documents.

22.3 Pre-existing Intellectual Property. Each Party shall retain ownership of its respective Pre-Existing Intellectual Property. The Contractor grants the State a perpetual, irrevocable, non-exclusive, royalty free license for Contractor's Pre-Existing Intellectual Property that are incorporated in the products, materials, equipment, deliverables, or services that are purchased through the Contract.

22.4 Obligations.

22.4.1 Notification. Whenever any invention, improvement, or discovery (whether or not patentable) is made or conceived for the first time or actually or constructively reduced to practice by the Contractor, including its employees

and subcontractors, in the performance of this Contract, the Contractor will immediately give the State's Authorized Representative written notice thereof, and must promptly furnish the State's Authorized Representative with complete information and/or disclosure thereon.

22.4.2 Representation. The Contractor must perform all acts, and take all steps necessary to ensure that all intellectual property rights in the Works and Documents are the sole property of the State, and that neither Contractor nor its employees, agents, or subcontractors retain any interest in and to the Works and Documents. The Contractor represents and warrants that the Works and Documents do not and will not infringe upon any intellectual property rights of other persons or entities.

22.4.3 Indemnification. Notwithstanding any other indemnification obligations addressed within this Contract, the Contractor will indemnify; defend, to the extent permitted by the Attorney General; and hold harmless the State, at the Contractor's expense, from any action or claim brought against the State to the extent that it is based on a claim that all or part of the Works or Documents infringe upon the intellectual property rights of others. The Contractor will be responsible for payment of any and all such claims, demands, obligations, liabilities, costs, and damages, including but not limited to, attorney fees. If such a claim or action arises, or in the Contractor's or the State's opinion is likely to arise, the Contractor must, at the State's discretion, either procure for the State the right or license to use the intellectual property rights at issue or replace or modify the allegedly infringing works or documents as necessary and appropriate to obviate the infringement claim. This remedy of the State will be in addition to and not exclusive of other remedies provided by law.

23. Copyright.

The Contractor shall save and hold harmless the State of Minnesota, its officers, agents, servants and employees, from liability of any kind or nature, arising from the use of any copyrighted or noncopyrighted compositions, secret process, patented or nonpatented invention, article or appliance furnished or used in the performance of the Contract.

24. Assignment of Antitrust Rights.

Upon the request of the State of Minnesota, Contractor will irrevocably assign to State any state or federal antitrust claim or cause of action that the Contractor now has or which may accrue to the Contractor in the future, in connection with any goods, services, or combination provided by Contractor under the terms of this Contract.

25. Survivability of Orders.

In the event the term of any order or Professional/Technical Services work order ("Order") placed under this Contract extends past the termination or expiration of this Contract, the terms and conditions of this Contract shall remain in full force and effect as it applies to such order and will continue in effect for such order until the term of that order expires or the order is cancelled or terminated in accordance with the terms of this Contract.

26. Contractor's Documents.

Any licensing and maintenance agreement, or any order-specific agreement or document, including any pre-installation, linked or "click through" agreement that is allowed by, referenced within or incorporated within the Contract whenever the Contract is used for a State procurement, whether directly by the Contractor or through a Contractor's agent, subcontractor or reseller, is agreed to only to the extent the terms within any such agreement or document do not conflict with the Contract or applicable Minnesota or Federal law, and only to the extent that the terms do not modify, diminish or derogate the terms of the Contract or create an additional financial obligation to the State. Any such

agreement or document must not be construed to deprive the State of its sovereign immunity, or of any legal requirements, prohibitions, protections, exclusions or limitations of liability applicable to this Contract or afforded to the State by Minnesota law. A State employee's decision to choose "accept" or an equivalent option associated with a "click-through" agreement does not constitute the State's concurrence or acceptance of terms, if such terms are in conflict with this section.

27. State Audits.

Under Minn. Stat. § 16C.05, subd. 5, the Contractor's books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by the State, the State Auditor, or Legislative Auditor, as appropriate, for a minimum of six years from the expiration or termination of this Contract.

28. Usage Reports.

Contractor must track and report to the State usage data on this Contract (Usage Reports). Usage Reports should be sent via email to osp.usagereports@state.mn.us. A Usage Report must identify the State Contract Number and provide the following information:

- The total amount of spend under the Contract by the State and other entities,
- The total amount of spend by State agencies, and
- The total amount of spend by other entities (CPV members).

Contractor must send a quarterly Usage Report, or as otherwise requested. Quarters are as follows:

- First Quarter, from July 1 to September 30,
- Second Quarter, from October 1 to December 31,
- Third Quarter, from January 1 to March 31, and
- Fourth Quarter, from April 1 to June 30.

A quarterly Usage Report is due within thirty days of the end of a quarter. A requested Usage Report is due within thirty days from when the request was made. Contractor must provide the State with a final Usage Report within 30 calendar days of the expiration or termination of the Contract. Failure to provide a Usage Report may result in the State cancelling the Contract. This term survives the expiration or termination of the Contract.

29. Administrative Fee.

Contractor must remit to the Department of Administration, Office of State Procurement on a quarterly basis an administration fee of 1% (.01 multiplication factor) of the total amount of spend under the Contract as reported in the Usage Report (Administrative Fee). The Administrative Fee is due within thirty days of the end of a quarter. The Administrative Fee may be submitted through Automated Clearing House (ACH) or by check. Contact CPV.Program@state.mn.us for detailed information on the ACH payment option. If paying by check, the check should be made payable to the State of Minnesota, and submitted to:

Office of State Procurement
112 Administration Building
50 Sherburne Avenue
St. Paul, MN 55155

30. Diverse Spend Reporting.

If the total value of the Contract may exceed \$500,000, including all extension options, Contractor must track and report, on a quarterly basis, the amount paid to diverse businesses both: 1) directly to subcontractors performing under the Contract, and 2) indirectly to diverse businesses that provide supplies/services to your company (in proportion to the revenue from this Contract compared to Contractor's overall revenue). When this applies, Contractor will register in a free portal to help report the Tier 2 diverse spend, and the requirement continues as long as the Contract is in effect.

31. Publicity and Endorsement.

31.1 Publicity. Any publicity regarding the subject matter of this Contract must identify the State as the sponsoring agency and must not be released without prior written approval from the State's Authorized Representative. For purposes of this provision, publicity includes notices, informational pamphlets, press releases, information posted on corporate or other websites, research, reports, signs, and similar public notices prepared by or for the Contractor individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

31.2 Endorsement. The Contractor must not claim that the State endorses its products or services.

32. Debarment by State, its Departments, Commissions, Agencies, or Political Subdivisions.

Contractor certifies that neither it nor its principals is presently debarred or suspended by the Federal government, the State, or any of the State's departments, commissions, agencies, or political subdivisions. Contractor's certification is a material representation upon which the Contract award was based. Contractor shall provide immediate written notice to the State's Authorized Representative if at any time it learns that this certification was erroneous when submitted or becomes erroneous by reason of changed circumstances.

33. Contingency Fees Prohibited.

Pursuant to Minn. Stat. § 10A.06, no person may act as or employ a lobbyist for compensation that is dependent upon the result or outcome of any legislation or administrative action.

34. Certification of Nondiscrimination (in accordance with Minn. Stat. § 16C.053).

If the value of this Contract, including all extensions, is \$50,000 or more, Contractor certifies it does not engage in and has no present plans to engage in discrimination against Israel, or against persons or entities doing business in Israel, when making decisions related to the operation of the vendor's business. For purposes of this section, "discrimination" includes but is not limited to engaging in refusals to deal, terminating business activities, or other actions that are intended to limit commercial relations with Israel, or persons or entities doing business in Israel, when such actions are taken in a manner that in any way discriminates on the basis of nationality or national origin and is not based on a valid business reason.

35. Non-discrimination (in accordance with Minn. Stat. § 181.59).

The Contractor will comply with the provisions of Minn. Stat. § 181.59.

36. Affirmative Action Requirements

The State intends to carry out its responsibility for requiring affirmative action by its contractors.

36.1 Covered Contracts and Contractors. If the Contract exceeds \$100,000 and the Contractor employed more than 40 full-time employees on a single working day during the previous 12 months in Minnesota or in the state where it has its principal place of business, then the Contractor must comply with the requirements of Minn. Stat. § 363A.36 and Minn. R. 5000.3400-5000.3600.

36.2 General. Minn. R. 5000.3400-5000.3600 implements Minn. Stat. § 363A.36. These rules include, but are not limited to, criteria for contents, approval, and implementation of affirmative action plans; procedures for issuing certificates of compliance and criteria for determining a contractor's compliance status; procedures for addressing deficiencies, sanctions, and notice and hearing; annual compliance reports; procedures for compliance review; and contract consequences for non-compliance. The specific criteria for approval or rejection of an affirmative action plan are contained in various provisions of Minn. R. 5000.3400-5000.3600 including, but not limited to, Minn. R. 5000.3420-5000.3500 and 5000.3552-5000.3559.

- 36.3 Disabled Workers. The Contractor must comply with the following affirmative action requirements for disabled workers.

AFFIRMATIVE ACTION FOR DISABLED WORKERS

- 36.3.1 The Contractor must not discriminate against any employee or applicant for employment because of physical or mental disability in regard to any position for which the employee or applicant for employment is qualified. The Contractor agrees to take affirmative action to employ, advance in employment, and otherwise treat qualified disabled persons without discrimination based upon their physical or mental disability in all employment practices such as the following: employment, upgrading, demotion or transfer, recruitment, advertising, layoff or termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship.
- 36.3.2 The Contractor agrees to comply with the rules and relevant orders of the Minnesota Department of Human Rights issued pursuant to the Minnesota Human Rights Act.
- 36.3.3 In the event of the Contractor's noncompliance with the requirements of this clause, actions for noncompliance may be taken in accordance with Minn. Stat. § 363A.36, and the rules and relevant orders of the Minnesota Department of Human Rights issued pursuant to the Minnesota Human Rights Act.
- 36.3.4 The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices in a form to be prescribed by the Commissioner. Such notices must state the Contractor's obligation under the law to take affirmative action to employ and advance in employment qualified disabled employees and applicants for employment, and the rights of applicants and employees.
- 36.3.5 The Contractor must notify each labor union or representative of workers with which it has a collective bargaining agreement or other contract understanding, that the Contractor is bound by the terms of Minn. Stat. § 363A.36, of the Minnesota Human Rights Act and is committed to take affirmative action to employ and advance in employment physically and mentally disabled persons.
- 36.4 Consequences. The consequences for the Contractor's failure to implement its affirmative action plan or make a good faith effort to do so include, but are not limited to, suspension or revocation of a certificate of compliance by the Commissioner, refusal by the Commissioner to approve subsequent plans, and termination of all or part of this Contract by the Commissioner or the State.
- 36.5 Certification. The Contractor hereby certifies that it is in compliance with the requirements of Minn. Stat. § 363A.36 and Minn. R. 5000.3400-5000.3600 and is aware of the consequences for noncompliance.

37. Equal Pay Certification.

If required by Minn. Stat. §363A.44, the Contractor must have a current Equal Pay Certificate prior to Contract execution. If Contractor's Equal Pay Certificate expires during the term of this Contract, Contractor must promptly re-apply for an Equal Pay Certificate with the Minnesota Department of Human Rights and notify the State's Authorized Representative once the Contractor has received the renewed Equal Pay Certificate. If Contractor claims to be exempt, the State may require Contractor to verify its exempt status.

38. Hazardous Substances.

To the extent that the goods to be supplied to the State by the Contractor contain or may create hazardous substances, harmful physical agents, or infectious agents, as set forth in applicable State and federal laws and regulations, the Contractor must provide the State with Material Safety Data Sheets regarding those substances. A copy must be provided upon request. Goods and containers supplied to the State must be labeled in compliance with state and federal laws, rules, and regulations.

These terms apply to goods supplied under this contract:

- 38.1 Products Containing Triclosan Banned. The Contractor must comply with Minn. Stat. § 145.945.
- 38.2 Products Containing Certain Types of Polybrominated Diphenyl Ether Banned. The Contractor must comply with Minn. Stat. § 325E.385-325E.388).
- 38.3 Coal Tar Sealant Use and Sale Prohibited. The Contractor must comply with Minn. Stat. § 116.202.
- 38.4 Products Containing Mercury. The Contractor must comply with Minn. Stat. 116.92.

39. PCI Language.

All of Contractor's systems and components that process, store, or transmit Cardholder Data shall comply with the most recent version of the Payment Card Industry Data Security Standard ("PCI DSS") promulgated by the PCI Security Standards Council, available online at: https://www.pcisecuritystandards.org/document_library. The Contractor shall, upon request, provide the State with Contractor's current Attestation of Compliance signed by a PCI QSA ("Qualified Security Assessor"). For purposes of this sub-section, "Cardholder Data" has the meaning defined by the PCI Security Standards Council, Payment Card Industry (PCI) Data Security Standard (DSS) and Payment Application Data Security Standard (PA-DSS), **Glossary of Terms, Abbreviations, and Acronyms**, available online at: https://www.pcisecuritystandards.org/document_library.

40. Survival of Terms.

The following clauses survive the expiration or cancellation of this Contract: Indemnification; State Audits; Government Data Practices; Intellectual Property; Publicity and Endorsement; Governing Law, Jurisdiction, and Venue; and Data Disclosure. Any other Contract term that expressly states or by its nature shall survive, shall survive.

41. Vaccination/Testing Requirements

- 41.1 Applicability. This section applies to Contractor's employees or subcontractors who are performing contracted work in the following types of project settings: indoors with regular in-person contact with State agency employees or members of the public; and outdoors with substantial and/or regular in-person, non-socially distanced contact with State agency employees or members of the public ("Covered Individuals").
- 41.2 Requirements. In accordance with [HR/LR Policy #1446](#), Covered Individuals must be fully vaccinated against COVID-19 as defined in the policy or submit to testing at least once a week.
- 41.3 Compliance. Contractor is responsible for the following:
 - a. Tracking and maintaining proof of vaccination status for vaccinated Covered Individuals;
 - b. Ensuring Covered Individuals who are not vaccinated are tested on a weekly basis;
 - c. Monitoring test results and ensuring that Covered Individuals with positive test results do not access the State workplace to perform contractual services until the Covered Individual has been medically cleared; and

- d. Ensuring its Covered Individuals do not access the location where the contracted work is occurring if the Covered Individual is not in compliance with the requirements stated in item [41].2 Requirements, above.

41.4 Reporting. Upon request, Contractor shall provide the State with documentation demonstrating compliance with these requirements. Contractor shall maintain documentation for a minimum of thirty (30) days past the end date of the contract.

Exhibit B: Insurance Requirements

1. Notice to Contractor.

- 1.1 The Contractor is required to submit Certificates of Insurance acceptable to the State as evidence of insurance coverage requirements prior to commencing work under this Contract.
- 1.2 The Contractor shall not commence work under the contract until they have obtained all the insurance described below and the State has approved such insurance. Contractor shall maintain such insurance in force and effect throughout the term of this Contract, unless otherwise specified in this Contract
- 1.3 The failure of the Contractor to provide a Certificate of Insurance, for the policies required under this Contract or renewals thereof, or failure of the insurance company to notify the State of the cancellation of policies required under this Contract shall not constitute a waiver by the State to the Contractor to provide such insurance.
- 1.4 The State reserves the right to immediately terminate this Contract if the Contractor is not in compliance with the insurance requirements and retains all rights to pursue any legal remedies against the Contractor. All insurance policies must be open to inspection by the State, and copies of policies must be submitted to the State's Authorized Representative upon written request.

2. Notice to Insurer.

- 2.1 The Contractor's insurance company(ies) waives its right to assert the immunity of the State as a defense to any claims made under said insurance.
- 2.2 Insurance certificate holder should be addressed as follows: [For PT and Agency RFB contracts - Add agency contract holder's address. Do not use Department of Administration address detailed below.]

State of Minnesota
50 Sherburne Avenue, Room 112
St. Paul, MN 55155

3. Additional Insurance Conditions. The following apply to the Contractor, or the Contractor's subcontractor:

- 3.1 Contractor's policy(ies) shall be primary insurance to any other valid and collectible insurance available to the State with respect to any claim arising out of Contractor's performance under this Contract.
- 3.2 If Contractor receives a cancellation notice from an insurance carrier affording coverage herein, Contractor agrees to notify the State within five (5) business days with a copy of the cancellation notice, unless Contractor's policy(ies) contain a provision that coverage afforded under the policy(ies) will not be cancelled without at least thirty (30) days advance written notice to the State;
- 3.3 Contractor is responsible for payment of Contract related insurance premiums and deductibles;
- 3.4 If Contractor is self-insured, a Certificate of Self-Insurance must be attached;
- 3.5 Contractor's policy(ies) shall include legal defense fees in addition to its policy limits with the exception of professional liability.
- 3.6 Contractor's insurance companies must either (1) have an AM Best rating of A- (minus) and a Financial Size Category of VII or better, and be authorized to do business in the State of Minnesota or (2) be domiciled in

the State of Minnesota and have a Certificate of Authority/Compliance from the Minnesota Department of Commerce if they are not rated by AM Best.

3.7 An Umbrella or Excess Liability insurance policy may be used to supplement the Contractor's policy limits to satisfy the full policy limits required by the Contract.

4. Coverages. Contractor is required to maintain and furnish satisfactory evidence of the following insurance policies:

4.1 General Liability or Garage Liability Insurance. The Contractor, or their Subcontractor, shall maintain insurance protecting it from claims for damages for bodily injury, including sickness or disease, death, and for care and loss of services as well as from claims for property damage, including loss of use which may arise from operations under the Contract.

General Liability insurance is required for Contractors, or their Subcontractor, performing warranty or service work on mobile equipment.

Garage Liability insurance is required for Contractors, or their Subcontractor, performing warranty or service work on autos or equipment attached to autos, including vehicles subject to a compulsory or financial responsibility law or other motor vehicle insurance law in the State. Insurance **minimum** limits are as follows:

\$2,000,000 - Per Occurrence

\$2,000,000 - Annual Aggregate

\$2,000,000 - Annual Aggregate applying to Products/Completed Operations

The following coverages shall be included:

- Premises and Operations Bodily Injury and Property Damage
- Personal & Advertising Injury
- Blanket Contractual
- Products and Completed Operations
- **State of Minnesota Named as an Additional Insured**

4.2 [Use for equipment. If using, delete the Commercial Automobile Liability Insurance term above in its entirety.] **Automobile Liability or Garage Liability Insurance.** [Auto Liability insurance is only applicable if the contractor, contractor's employees, or subcontractors will be driving on state property or will be using, owned, hired, or non-owned vehicles to conduct business on behalf of the state.] The Contractor, or their Subcontractor, shall maintain insurance to cover liability arising out of the ownership, operation, use, or maintenance of all owned, non-owned and hired automobiles.

Auto Liability insurance is required for Contractors, or their Subcontractor, performing warranty or service work on mobile equipment.

Garage Liability insurance is required for Contractors, or their Subcontractor, performing warranty or service work on autos or equipment attached to autos, including vehicles subject to a compulsory or financial responsibility law or other motor vehicle insurance law in the State.

Insurance minimum limits are as follows: \$2,000,000 - Per Occurrence - Bodily Injury and Property Damage Combined Single Limit

In addition, the following coverages should be included: Owned, Hired, and Non-owned Automobile.

Evidence of Subcontractor insurance shall be filed with the Contractor, or as directed by the State.

4.3 Workers' Compensation Insurance. Statutory Compensation Coverage. Except as provided below, Contractor must provide Workers' Compensation insurance for all its employees and, in case any work is subcontracted, Contractor will require the subcontractor to provide Workers' Compensation insurance in accordance with the statutory requirements of the State, including Coverage B, Employer's Liability. Insurance **minimum** limits are as follows:

- \$100,000 – Bodily Injury by Disease per employee
- \$500,000 – Bodily Injury by Disease aggregate
- \$100,000 – Bodily Injury by Accident

If Minn. Stat. § 176.041 exempts Contractor from Workers' Compensation insurance or if the Contractor has no employees in the State, Contractor must provide a written statement, signed by an authorized representative, indicating the qualifying exemption that excludes Contractor from the Minnesota Workers' Compensation requirements.

If during the course of the contract the Contractor becomes eligible for Workers' Compensation, the Contractor must comply with the Workers' Compensation Insurance requirements herein and provide the State with a certificate of insurance.

4.4 Garagekeepers Liability or Property of Others Insurance or Equivalent. The Contractor, or their Subcontractor, shall maintain insurance to cover loss or damage to Owner's autos or equipment in the care, custody, and control of Contractor, or their Subcontractor, if ANY warranty or service work is performed by the Contractor, or their Subcontractor. The Contractor is solely responsible for the coverage equal to that of the actual cash value of vehicles/mobile equipment in the Contractor, or their Subcontractor's, care, custody and control at any given point in time.

Garagekeepers Liability insurance or equivalent is required for Contractors, or their Subcontractor, performing warranty or service work on autos or equipment attached to autos, including vehicles subject to a compulsory or financial responsibility law or other motor vehicle insurance law in the State.

Property of Others insurance or equivalent is required for Contractors, or their Subcontractor, performing non-warranty service work on state-owned equipment in the Contractor's possession.

4.5 Property of Others Insurance (or equivalent). The Contractor shall maintain a Property insurance policy covering "All Risk" of direct physical loss or damage, or equivalent, including the perils of theft, flood, transit, earthquake, and pollution clean-up expense for property owned by the state that is in the Contractor's care, custody, and control. Any deductible shall be the sole responsibility of the Contractor. Insurance **minimum** limits are as follows: The Contractor is solely responsible for the coverage equal to that of the actual cash value of state-owned property in the Contractor's care, custody, and control at any given point in time.

Exhibit C: Specifications, Duties, and Scope of Work

1. SCOPE OF WORK.

The purpose of this contract is to provide Snowplow Truck Components and Accessories, Contract Release S-863(5), which may be purchased by State Agencies and Cooperative Purchasing Venture (CPV) members on an as needed basis.

2. EQUIPMENT TRAINING.

The cost of the equipment must include training to the Customer that includes, but is not limited to, equipment operating instructions, mounting, removal, operating and safety instructions. If requested by the State, the Contractor will provide the training before the purchase of equipment will be considered complete. No additional training fees may be charged to the Customer.

3. EQUIPMENT SALES LITERATURE.

Upon request by a State Agency or CPV member, the Contractor must provide equipment sales literature at no cost to the requestor. Equipment sales literature should include items such as, but not limited to, product information, product functionality, and operation instructions.

4. MISCELLANEOUS ITEMS.

State agencies may purchase incidental miscellaneous parts, accessories and labor that is directly related to a specific item(s) included on the Contract. The total cost for these miscellaneous items may not exceed \$5,000.00 for an individual purchase order. If the Customer's entity requires a lower threshold for competitive bidding other than \$5,000.00, they must follow their local entity's requirements. Any purchase order must be issued to the Contractor.

5. RIGHT TO ADD.

During the term of the contract, the State reserves the right to add additional equipment and accessories, upon mutual agreement between the State and the Contractor(s) through a duly executed amendment to the contract.

6. BUYING "OFF" CONTRACT.

This Contract does not prohibit State Agencies from using their delegated local purchasing authority to procure similar goods and services from other vendors. The State reserves the right to issue an additional RFP/Event, separate and aside from this RFP, if deemed in its best interest. The State may use whatever RFP/Event procedure that is most advantageous to the State. The State also reserves the right to issue another RFP/Event if new makes and models become available that would be of interest and benefit to the State or CPV members.

7. NEW EQUIPMENT FOR RENT PROGRAM.

If offered on the Price Schedule, the Contractor may offer new equipment for rent if the equipment is the same make and model on contract. The Contractor agrees to accept a State agency or CPV member purchase order and will not require the State agency or CPV member to sign a rental agreement. The Contractor retains the title of the equipment during the rental term. The Contractor will provide the Customer with the make, model and VIN number and equipment replacement value prior to delivery. State agencies will provide the Contractor with proof of property insurance on the equipment during the rental term. CPV members should follow their local requirements for property insurance on un-owned equipment.

If approved by the Contractor, the routine and daily maintenance will be performed by the Customer as defined and required according to the Original Equipment Operator's (OEM) manual, as long as doing so does not void the OEM's warranty. Oil and lube changes will be accomplished by the Customer at the required intervals as stated in the OEM manual. All oil and filters must be provided by the Contractor during the rental term. If the Contractor does not approve the Customer for routine and daily maintenance, the Contractor must make the arrangements and bear all costs for the routine and daily maintenance including any equipment moves from or to the Customer location. The

customer will not be responsible and will not pay any rental costs when the equipment is non-operational or away from their site for repairs or routine maintenance.

During the rental term, any warranty repairs needed due to OEM warranty requirements or equipment failures will be the responsibility of the Contractor including all transportation and costs. The location of where the repairs will occur will be mutually agreed by the Customer and the Contractor.

If the Customer damages the equipment through negligence, the Customer will be responsible for the repairs. The location of where the repairs will occur will be mutually agreed by the Customer and the Contractor. The Customer will only be responsible for actual, verifiable repair costs.

If mutually agreed, the rental term may exceed the term of the Contract providing the purchase order is issued, and the rental term begins, prior to the end of the Contract term. The rental term cannot go past the State Fiscal Year end date (June 30th) after the Contract term has ended. If the Customer desires to purchase the rental equipment, it must be purchased prior to the end of the term of the Contract.

The Contractor will pay all costs associated with replacing or swapping out the equipment.

8. PURCHASE OF RENTED EQUIPMENT.

If there are options for the Customer to purchase rented equipment after the equipment has been received and rented, then the final equipment price will be based on the number of engine hours, or miles prior to delivery to the Customer. New rented equipment is defined as rented equipment with zero hours, or miles prior to the delivery to the Customer. Used rental or demo equipment is defined as rental or demo equipment with registered engine hours or miles prior to delivery to the Customer.

9.1. PURCHASE NEW RENTED EQUIPMENT.

New rented equipment is defined as new equipment with zero engine hours, or miles prior to the delivery to the Customer and rented by the Customer prior to purchase. If there is an option to purchase new rental equipment, and if included on the Price Schedule, the Contractor will indicate the percentage of the rental price paid to be applied to the final purchase price. This percent will be deducted from the contracted price for the equipment.

The Contractor must list on the Price Schedule if additional interest and finance charges would be added to the purchase price for the rental period only so the Customer can determine if it desires to purchase the rental equipment. If this includes a finance charge, the percent must be indicated on the Price Schedule. If the Prime Interest Rate is also used as a calculator in the formula for calculation, it may only be the average Prime Interest Rate for the rental term only. The Contractor must provide any documentation requested to substantiate the Prime Interest Rate being charged.

9.2. PURCHASE OF USED RENTED EQUIPMENT.

Used rental equipment is defined as equipment rented by the Customer with registered engine hours or miles prior to delivery to the Customer. If requested on the Price Schedule, the Contractor may offer used rental equipment for sale. The rental equipment for sale must be the same make and model on contract. The manufacturer's warranty shall be transferred to the new owner. The Contractor should consider all associated costs involved if the rental equipment is purchased and no additional interest or finance charges will be allowed.

The final equipment purchase price will be based on two factors:

9.2.1. A price per hour or mile deducted for each registered engine hour or mile prior to the delivery to the Customer from the current State Contract base price, and

9.2.2. The percentage of the Customer rental price paid and applied to the final equipment purchase price.

Equipment Contract Base Price

Minus (-) Used Equipment Deduction (registered hours or miles prior to delivery multiplied (x) by the contract price per used hour)

Subtotal

Minus (-) % Percent of paid rental fees

Equals (=) Final Equipment Purchase Price

EXAMPLE: MnDOT rents a used piece of equipment which has a contract price of \$20,000.00 to purchase new. The equipment has 100 registered engine hours prior to delivery to MnDOT. The equipment is rented for three (3) months at a contracted cost of \$2,000.00 per month totaling \$6,000.00. The contracted price for each used engine hour is \$1.00 per hour. The contracted rental price percentage to be applied to the purchase of rented equipment is 20%. When MnDOT decides to purchase the Used Rental Equipment, their final equipment purchase price will be as follows;

\$20,000.00 (= the Equipment Contract Base Price)

\$100.00 (\$1.00 X 100 hours = the Used Equipment Deduction)

\$19,900.00 (Subtotal)

\$1,200.00 (20% of \$6,000.00 (the total rent paid) = the Percent of paid rental fees)

\$18,700.00 (final equipment purchase price)

If extended warranty options are available, Contractor s should list the costs on the Price Schedule under "Options." The price should include all associated costs and indicate the number of years, miles or hours the extended warranty term covers.

9. RENTAL RETURN OR DEMO EQUIPMENT FOR SALE.

During the term of the Contract, if a Contractor owned rental return or demo equipment and it becomes available for purchase and the equipment is currently on contract, the equipment may be purchased by the Customer.

The remaining manufacturer's warranty shall be transferred to the new owner. The Contractor should consider all associated costs involved if the rental or demo owned equipment is purchased and no additional interest or finance charges will be allowed if purchase occurs. The final equipment price will be based on the price deduction per used hour or mile offered from the current State Contract base price.

If extended warranty options are available for rental or demo equipment sales, the Contractor should list the options and costs on the Price Schedule under "Options." The price should include all associated costs and indicate the number of years, miles or hours the extended warranty term covers.

Used equipment that has been purchased by a Contractor customer, whether the purchase was made under the Contract or not and has been returned to the Contractor is not part of this Solicitation and may not be offered. Customers must acquire used equipment according to their local purchasing requirements.

10. EQUIPMENT SPECIFICATIONS.

All equipment offered should be available during the initial term of the contract. If the manufacturer discontinues a model number during the initial term of the contract, the Contractor must notify the Acquisition Management Specialist/Buyer immediately. No replacement models will be allowed unless confirmed in writing by the Acquisition Management Specialist/Buyer through a fully executed amendment. The state is under no obligation to accept a replacement model.

If applicable, the Contractor may request to have the Manufacturer's replacement model number supersede the contracted model number. The contractor must provide written documentation from the manufacturer verifying both the discontinued and replacement model numbers. The replacement model number must meet the original specification and must be the same price as originally contracted, unless otherwise agreed to by the Acquisition Management Specialist/Buyer through a fully executed amendment.

If requested by the purchaser, the Contractor must furnish (if available) non-proprietary, electronic digital box illustration(s), in one of the following file formats: .sldasm, .asmdot, .sldprt, .step, .igs, .sat, Parasolid, ProE or AutoDesk Inventor. The purchaser must use the files as a resource in the body design process. The Contractor must furnish the electronic files at no additional cost to the purchaser.

SNOWPLOW TRUCK BODY: SPECIFICATION: 330/350-612

This specification contains twelve different sections for items which would make a Cab and Chassis into a snowplow truck. They are:

- 1.0 Dump Box (includes pre-wet tanks)
- 2.0 Box Hoist Section
- 3.0 Underbody Plows
- 4.0 Wing Plows Section
- 5.0 Front Hitch Section
- 6.0 Front Plows
- 7.0 Pup Hitch
- 8.0 Sanders Section
- 9.0 Hydraulics Section
- 10.0 Airbags Section
- 11.0 Anti-Icing Section
- 12.0 Wiring Harness/Switch Panel Section
- 13.0 Airport Airfield Equipment Section
- 14.0 Tow Behind Type Plow Section
- 15.0 Hydraulic Driven Front Axle
- 16.0 Ice Breakers
- 17.0 Road Temperature Sensors
- 18.0 Auto Lubrication System

INTRODUCTION

Responders must offer products that meet the specifications which is available to MnDOT, other State Agencies, and Cooperative Purchasing Venture (CPV) members.

This contract applies to pickups through class 8 trucks, front plows, sanders and hitches applying to smaller than class 6 trucks are on T-673 Truck, Light Duty, Components and Options contract.

Requirement for sections 1.0 through 11.0:

- If requested by the purchaser, the Contract Vendor must furnish (if available) non-proprietary, electronic digital box illustration(s), in one of the following file formats: .sldasm, .asmdot, .sldprt, .step, .igs, .sat, Parasolid, ProE or AutoDesk Inventor. The purchaser must use the files as a resource in the body design process. The Contract Vendor must furnish the electronic files at no additional cost to the purchaser.
- Hydraulic Requirements: All hydraulic hose ends must be JIC 37-degree female swivel fittings. Male pipe hose ends are not acceptable. Galvanized hydraulic fittings are not acceptable. Any deviation must be approved in writing by MnDOT prior to the build.

1.0 DUMP BOX REQUIREMENTS

1.1 Dump Box Requirements Includes Single Axle Bodies and Tandem Axel Bodies

- Box must have a minimum of a two-year warranty on parts, labor, workmanship, cracking, or bending.
- Box must be mounted on truck Chassis behind Cab depending on Cab and Chassis exhaust system dimensions from the January 2010 diesel engine emissions requirements per MnDOT approval. Box must be mounted without drilling into flange part of truck frame.
- All fasteners (bolts, washers, and nuts) used on the box and attached items must be grade 8 with steel locking nuts. Nyloc type nuts will not be accepted.
- Installation of box must be compatible and mate properly with hoist system.
- Installation of box must include converting FMVSS incomplete vehicle manufacturer's certificate to a completed FMVSS vehicle certificate.
- All boxes for MnDOT must have wiring standoffs (Securing Points). This can be an option item listed on price page.

1.2 Painting of Box Requirements

1.2.1 The following items must be painted black with zinc-based lead-free paint:

- Underside of box, including long sills, between longills, and 8" minimum past lapping seam of stainless-steel side and floor.
- All non-plated carbon steel components on underside of body, or any exterior surface.
- Hoist assembly and Sub-frame
- Main-frame of truck to be over-sprayed from rear of truck Cab to rear frame of truck.
- Front plow hitch and bumper extensions
- Miscellaneous hoist sub-frame to frame attaching brackets.
- Paint facility must meet all Federal, State, and EPA requirements.

2.0 HOIST REQUIREMENTS:

- Hoists must have permanently installed safety props (any kind of tubing in the props is not allowed and solid block rear hinge point. Box hinge pins must be grease able hinge pins with grease zerks, readily accessible when box is raised and must be approved prior to the build.
- All pivot points must have grease fittings.

3.0 UNDERBODY PLOW REQUIREMENTS:

- All moving parts must have easy access to grease zerks.
- All functions of underbody plow must be controlled from Cab.
- Paint must be lead free and the manufacturer's standard color.

3.1 Installation of Underbody Plows

- Installation must be with bolt on hardware and does not include plumbing to hydraulics.
- Location to be approved by purchasing agency in writing prior to the build.

4.0 WING REQUIREMENTS:

- Wing plows must be able to be raised and lowered on both the leading attachment point and trailing edge.
- Wing plows and attaching assemblies must be painted with lead free paint.
- Options may include hydraulic push poles
- For the purposes of this contract, a wing assembly will include all parts necessary to attach the wing to the truck frame and the wing, unless it is marked, like "Wing Plow Only" or "attaching assembly's only"
- Vendors may want to consider offering the wing plow only and or the attaching assembly's only as they are sometimes damaged during plowing operations and need to be replaced.

5.0 FRONT HITCH REQUIREMENT:

- Front hitch is used to attach front plows to the truck and the hitch must attach to the chassis frame rails. If the hitch is bolted to frame on class 6 and above chassis, grade 8 bolts must be used, class 5 and below chassis grade 8 bolts are preferred.
- MnDOT uses the Monroe or Falls 46B style hitch.

6.0 FRONT PLOW REQUIREMENTS:

- To include but not limited to; One-Way, Two-Way Reversible with or without high wing, V-Plows, and variable pitch, etc.
- Base unit plow must not include shoes, cutting edge, plow unit push bar, parking stand, snow deflector, Nitrate rods, and curb protector or 411H moldboard option. These items must be priced out as options on price page.
- Front plows Must be for chassis 20,000 lbs. or greater.
- If the plow part of the front hitch is not listed in the section options with the front hitches, then the plow part of the hitch should be included with the plow options.

7.0 PUP HITCH REQUIREMENTS:

- Hydraulic Requirements: All hydraulic hose ends must be JIC 37-degree female swivel fittings. Male pipe hose ends are not acceptable. Galvanized hydraulic fittings are not acceptable. Any deviation must be approved prior to the build.
- Hitch must include safety chain loops, installed, with proper rating to match hitch rating.
- For MnDOT the hitch should include two of the trailer cord plug holes, glad hand holes and the pintle hitch holes.
- Vendors may want to include Trailer cord plugs, glad hand and pintle hitches as Pup Hitch options.
- MnDOT will require two Trailer Plug styles on each hitch, RV style and the 7-Pin with round pins wired to the attached drawing. The RV plug should be to the industry standard wiring diagram.

8.0 SANDER REQUIREMENTS:

- Hydraulic Requirements: All hydraulic hose ends must be JIC 37-degree female swivel fittings. Male pipe hose ends are not acceptable. Galvanized hydraulic fittings are not acceptable. Any deviation must be approved prior to the build.
- Sander options may include but not limited to: different augers, sander side plates, optional spinners, auger and spinner sensors, pre-wet piping, Sander stands, sander chutes, reversing valves, Lighting if sander blocks truck lights, quick couplers, sander pins and sander attaching hardware.

9.0 HYDRAULIC REQUIREMENTS:

- Hydraulic requirements: All hydraulic hose ends must be JIC 37-degree female swivel – male pipe hose ends are not acceptable. Galvanized hydraulic fittings are not acceptable. Any deviation must be approved prior to the build.
- MnDOT may be purchasing 57 plow truck hydraulic systems, state charges to deliver systems to MnDOT Central Shop, in bulk, 10 or more at one time.

10.0 AIRBAG REQUIREMENTS:

- Bottom mounting bracket must be cast iron.
- Air bag must be located between axle and vehicle frame.
- Air pressure must be controlled by pressure regulator, which is manually adjusted from truck Cab, control location within easy access from driver position.
- Unit must include a pressure gauge located in Cab within easy view of driver station.
- Air must be supplied via Cab and Chassis air compressor.

11.0 ANTI-ICING REQUIREMENTS

- System provided must not interfere with body access ladder, or rear corner posts.
- Tank(s) must be form fit where applicable, and that the overall width of components do not exceed the DOT maximum legal width of 102".
- Pre-wet systems must include installation on box and installation of tank vent line.
- All hose, which is supplied, must be nylon reinforced PVC hose with a working pressure of no less than 200 psi with maximum temperature rating of 100 degrees F
 - Anti-icing systems must not be vegetation spray systems with anti-icing spray bar option.
 - Anti-icing systems must not have the ability to spray different chemicals without emptying the tank and changing the chemical that is in the tank.
 - Anti-icing systems must be able to handle all de-icing chemicals offered by vendors.

- Anti-icing section is where portable water tank options should be listed and priced out.

12.0 WIRING HARNESS AND SWITCH PANEL

- TXL crosslink wire must be used
- Nylon braiding loom for wiring harness cover.
- Sealed connectors on all ends of the wiring harness.
- Wires must be printed on the wiring insulation of the circuit function, the printing must be oil resistant.
- Color coded to match the truck manufacturer's wiring harness, unless otherwise specified.
- Detailed wiring schematic, with each of the wires routing, color, name, number, and function, also pin locations on the connector itself. This shall be provided with every wiring kit and electronic copy if requested PDF preferred.
- Wiring harness packages must be box for individual trucks and separated between single axle and tandem axle chassis.
- Wiring harness must include the following harnesses: front plow lamps, fog lamps, PTO control, box vibrator, hydraulic high temp, and low level. Cab shield strobe lighting, cab shield turn / tail / brake, and license plate lamps. Wiring to the rear of the truck for 2 trailer connectors, tail / turn / brake lamps and ICC lamps. Rear box pillar tail, turn, brake and strobe lights. Wiring for the Auxiliary switches from the chassis cab. Wing and underbody scraper lamps, wing strobe lamps. Sander lamps. AVL, hydraulic, two-way radio communication, power, and grounds to each of the control boxes if needed.
- Must offer price for a wiring set/ package for MnDOT plow trucks (one set for single axle and another set for Tandem axle trucks) with all the harness parts packaged together for one truck each package and delivered to MnDOT. Package must be marked for single or tandem axle truck with model year.
- Optional items may include individual harnesses or other packages.

12.1 Must offer price for a wiring set/package for MnDOT single axle plow trucks with all the harness parts packaged together for one truck each package and delivered to MnDOT. Package must be marked for single or tandem axle truck.

12.2 Must supply pricing for a MnDOT Tandem axle plow trucks with all the harness parts packaged together for one truck each package and delivered to MnDOT. Package must be marked for single or tandem axle truck.

12.3 As a option, vendors may supply a "Turn Key" truck option that can be a single axle or a tandem axle truck with the wiring from the drivers compartment to the back of the truck harnesses.

13.0 AIRPORT AIRFIELD MAINTENANCE EQUIPMENT:

- Airport Airfield Maintenance Equipment offered in this section must be specifically built and intended for airport airfield maintenance functions only. It must not be the type of equipment which can be offered on other existing equipment contracts listed on the www.dot.State.mn.us/equipment web site.
- Airport Airfield Maintenance Equipment must be designed and built to accomplish its intended function within the size and scope of an airport environment and must not be a lesser piece of equipment adapted from other intended uses.
- Airport Airfield Maintenance Equipment offered in this section must not be designed, built, intended or practical for highway use.
- Any truck Chassis offered on this contract must meet the current EPA Tier standards or be approved by the EPA for off road use only. The Chassis must not be able to meet the specifications of contract T-647 Truck Single & Tandem Axle Cab & Chassis 26,000 lbs. and larger.

14.0 TOW BEHIND TYPE PLOW

- Plow must be between 24.5' to 26' in length.
- Moldboard must have round holes for mounting cutting edge with AASHTO carbide spacing.
- Dual axles must be rated at 16,000 lbs. each, with hydraulic steerable with connecting linkage.
- Unit must be equipped with ABS brakes and poly fenders.
- Unit must be equipped with either a 1,100-gallon poly tank (can be two 550 gal tanks) or material hopper for ballast.
- Trailer must meet all current Federal and Minnesota safety codes.
- Lights must remain perpendicular to the travel lane when plow is in operation.
- Unit must include a parts and instruction manual in either digital or paper format.

15.0 HYDRAULIC DRIVEN FRONT AXLE

- The front wheel drive system (the system) must include its own hydraulic pump, PTO, hydraulic tank, filters, axle hardware for driving the front wheels, and lines.
- The system can be automatic or manual control. The operator must be able to turn the system on and off from the driver's seat.
- The system must not interfere with the original turning radius of the truck Chassis and use the original tires.
- The Hydraulic Drive System must not change the Chassis frame height.
- The system must not change the original manufacturer's original braking system
- The system must not lower the original manufacturers GVW rating.
- If the system requires different rims for the tires, the new rims must be sized for the original tires and be painted. If the rims are different than original, there must be rims listed on the price page so customer can purchase rims for spare tires.
- The system must be able to be used in combination with the rear drive line. It must also be able to drive the truck with the transmission in neutral if needed.
- The system must work both in forward and reverse.
- When the system is not in use, the front wheels must be able free wheel to conserve fuel.
- The system cost must include one extra set of filters for the system and the truck must be delivered to the customer with the extra set of filters.
- The cost of the equipment must include training to up to 10 of the customer's employees. The training must include, but is not limited to, equipment operating preventive maintenance and safety instructions. The Contract Vendor will provide the training before the purchase of equipment will be considered complete. No additional training fees must be charged to the customer.
- There must be a Parts, Operator, and Repair manuals included at the time of delivery. The manuals can be in paper or digital format.

16.0 ICE BREAKERS

- The ice breaking equipment must be available in sizes up to 8' 6" or greater.
- The ice breaker is to have an option to have a blade behind the ice breaker for clearing the road. The blade should be listed as an option with an installed price.
- The ice breaker is to have a hitch to install on MnDOT plow trucks in place of a front plow. The hitch is to be the same as a Falls 46B.
- The ice breaker is to be able to remove ice on pavement with minimal or no damage to the road.
- The ice breaker must be able to be lifted when on the truck, by the truck hydraulics into a transport position, where it is not in contact with the road.
- The unit must be able to work in a "float" position for trucks with no down pressure.
- Ice breakers must be able to have optional tilt cylinders.

- Ice breakers must be designed so to be able to follow the contours of the road.
- Roller elements must be replaceable.
- Roller elements must have replaceable bearings.
- Spiked roller elements must be able to be replaced as a single unit or as a complete unit.
- Unit must have a stand so unit can easily be coupled to truck.
- Ice breaker must come with a parts, repair, and operator manual(s). They may be in digital or paper formats.
- There must be an option to not have hydraulic tilt from side to side and be free floating with no rams.

17.0 ROAD TEMPERATURE SENSORS

- Surface of Pavement Temperature Sensor must measure road surface temperature and ambient air temperature and that temperature must be readable in the truck cab in real time.
- Please list prices for lots for 0-50
- More than 50 on price page.
- The temp sensors must be offered with all necessary cables and other necessary items needed to operate and display temperature in the cab of the vehicle. All cables and items must be listed on price page in case repairs need to be made.
- A wireless option in lieu of wired sensors is acceptable.
- Mounting Brackets to mount temp sensor to plow truck or pickup truck must be included in price list.
- MnDOT will be using the 6100 series Spreader control in their plow trucks, the cables and items that are needed to interface with the spreader control must be offered. MnDOT would like to have a package price listed on the price page for the MnDOT Plow trucks using the 6100-spreader control and all cables and other items needed. Package order totals would be for lots of 0-50 and lots of more than 50
- MnDOT will also be installing Sensors in pickup trucks without sanders or other equipment that would connect to the sensors. The temperature must read out on a dash mounted display that is to be included. MnDOT would also like a Pickup truck package listed on the price page if offered and would include everything needed to install sensor and read in the pickup cab. Package order totals would be for lots of 0-20 and lots of more than 20

18.0 AUTO LUBRICATION SYSTEM

- The pump must be able to pump grease to 1800 psi.
- The pump must be able to provide .5in³. It is of grease per minute at 1800 psi.
- The pump must come with an adjustable timer to program the lubrication system on and off time.
- The pump system must have an electrical overload protection for the motor, which shuts down the motor and must be electrically or manually reset.
- The pump must have a low temperature protection to stop the pump when the grease would be too cold to pump.
- The pump must be connected to the ignition system on the truck so the pump will be inactive when the ignition switch is off.
- The pump must be rated for IP69K intrusion protection or better.
- The pump must be able to resist UV, chemical and corrosive environment exposure.
- The pump must have a low grease or out of grease shut down that will not re-set until refilled.
- The pump system must have at least one main grease line that distributes to grease to modules that have adjustable metering devices controlling the grease dispense. The modules must be close to the locations being greased to keep the individual lines of grease as short as possible.
- The system lubricant supply lines must be connected with compression-style, NPT, JIC, SAE-ORB or equivalent connections.
- The modules must be able to adjust the amount of grease that goes to each greaseable item on the Chassis

- All wires must be crimped or soldered and sealed to protect from water getting into the connection. Both positive and negative connections to the Chassis to be approved by customer before installation begins.
- Additional insurance will be required if installation is done at a MnDOT facility.
- A Parts and Service Manual must be provided in electronic or paper formats with each set of trucks that have a lube system installed. MnDOT must be able to reproduce or distribute multiple copies to multiple MnDOT locations around the State of Minnesota. If the customer cannot reproduce the manuals then a copy must be provided with each system, whether the customer installs the system or not.

Auto Lube system Installation

- The vendor must work out the installation schedule, the start date, and end delivery date before the work starts. In the case of MnDOT Snowplow trucks, the installation can done in stages. The stages and timing should be worked out with the MnDOT Shop Supervisor in writing prior to the build. The schedule could change due to shop schedule, staffing, weather, and part availability.
- All grease lines and electrical wires must be tied or clamped down to prevent the movement or rubbing, of the grease line to prevent a hole being worn in the grease line. In the case of the high likely hood of rubbing, there should be protective covering installed on the grease line or wire insulation.
- All modules and pump must be bolted to the Chassis Frame or a customer approved location. For MnDOT Plow trucks the locations should be approved in writing before installation begins due to MnDOT may be having to install more equipment after the greasing system. In addition, make sure modules, pumps, and grease lines, are not in the way or interfering with other MnDOT equipment that will be installed later.

Exhibit D: Pricing

1. Contract Pricing.

- 1.1 In General. Prices listed take into consideration all inherent costs of providing the requested goods and services. The Contractor agrees to pay any and all fees, including, but not limited to: duties, custom fees, permits, brokerage fees, licenses and registrations, government taxes, overhead, profit, parking permits, proper disposal of materials, insurance payments. The State will not pay any additional charges beyond the price(s) listed, unless otherwise provided for by law or expressly allowed by the Contract. Prices listed within Exhibit D are maximum prices. These maximum prices shall remain firm for the initial term of the Contract. The Price List may not include any additional terms or conditions. A unit price and a total for the quantity must be stated for each item quoted. Prices must be quoted in United States currency. Any increase to Contract pricing requires a duly executed amendment to this Contract. Contractor may provide lower pricing at its discretion without requiring a duly executed amendment to the Contract.
- 1.2 Discount-off List Pricing. Prices offered for equipment are a percent (%) discount from the Manufacturer's (Original Equipment Manufacturer – OEM) List Price or Dealer's List Price. The discount offered must remain firm, and may be increased, during the life of the Contract. After the initial term of the Contract, the manufacturer's or dealer's price list may be updated upon mutual agreement by the State and the Contractor through a fully executed amendment.
- 1.3 Hourly Rate Pricing. This is the rate(s) detailed in the Contract for each service or category of service provided by Contractor. State will not pay for travel-related expenses, travel time, meals, lodging, or idle time.

2. Price Schedule(s).

The following price schedule(s) are hereby attached and incorporated into this Exhibit D as follows:

2.1 MB Companies Price Schedule

3. Transportation.

Freight under this contract is Price per Loaded Mile. Price per Loaded Mile is the delivery charge per loaded mile from the delivery starting point (city, state, and zip code) to the ordering entity's delivery point. Freight must be included on the quote, and the amount invoiced may not exceed the amount quoted for freight unless the ordering entity agrees otherwise in writing. The State will not accept a flat, fixed price for shipping. If the Price per Loaded Mile is "No Charge" or "\$0.00," or that field on the Price Schedule is blank, delivery is included in the product cost. Mileage distance will be determined using an industry-standard product.

4. Taxes.

Do not add sales tax to the prices being offered. State Agencies hold a Direct Payment Authorization Letter which is used to pay applicable taxes directly to the Department of Revenue. Contractors may go to <http://www.revenue.state.mn.us> to learn about the applicable sales tax (search "Fact Sheet 142").

5. Transit Improvement Vehicle Excise Tax.

A \$20 Transit Improvement Vehicle Excise Tax applies to sales of motor vehicles registered for road use. The \$20 must be collected by any person in the business of selling new or used motor vehicles at retail when the sale occurs in the transit tax area. The \$20 tax applies even if the buyer is from out of state and will take the vehicle out of Minnesota for registration. The \$20 tax is not connected to registration, but rather to the sale. The Deputy Registrar does not collect this tax. The Contractor (dealer) must report the \$20 on their electronic sales tax return at the same time as they report their Minnesota sales and use tax.

The sale occurs where the purchaser takes possession of the vehicle. So, if the vehicle is sold in the transit tax area, but is delivered out of the transit tax area, the \$20 excise tax does not apply. Conversely, if the vehicle is sold outside of the transit tax area, but is delivered into the transit tax area, the \$20 excise tax does apply.

Exceptions to the \$20 Transit Improvement Vehicle Excise Tax:

Federal government agencies, vehicles not required to be licensed for road use (e.g., marked police cars, fire trucks and ambulances) and vehicles for resale.

Leased vehicles.

As a point of clarification, the following taxes DO NOT apply to the sale of Motor Vehicles:

General Sales and Use Tax

City and County Local Tax

Federal Excise Tax (as the State is Exempt)

Transit Improvement 0.25% Sales and Use Tax

Transit improvement Vehicle Excise Tax is not to be included in the prices offered. Transit Improvement Vehicle Excise Tax shall be a separate line item on the quote and invoice.

**Exhibit D, Supplement 1
Sample Invoice and Quote**

Attached is a sample invoice and quote.

Contractor is required to use the sample quote and sample invoice for all transactions under this Contract. Contractor may not materially change either document unless the change has been approved in writing by the State's Authorized Representative. Contractor may not modify the sample quote or sample invoice to provide less detail regarding purchases under this Contract. Contractor hereby waives the right to enforce any term in either sample which contradicts or modifies any term of the solicitation or any Contract that may result, including subsequent amendments to the Contract, or would result in an unencumbered expense if enforced against the state or its CPV members. The State anticipates the sample quote and sample invoice will contain, at a minimum:

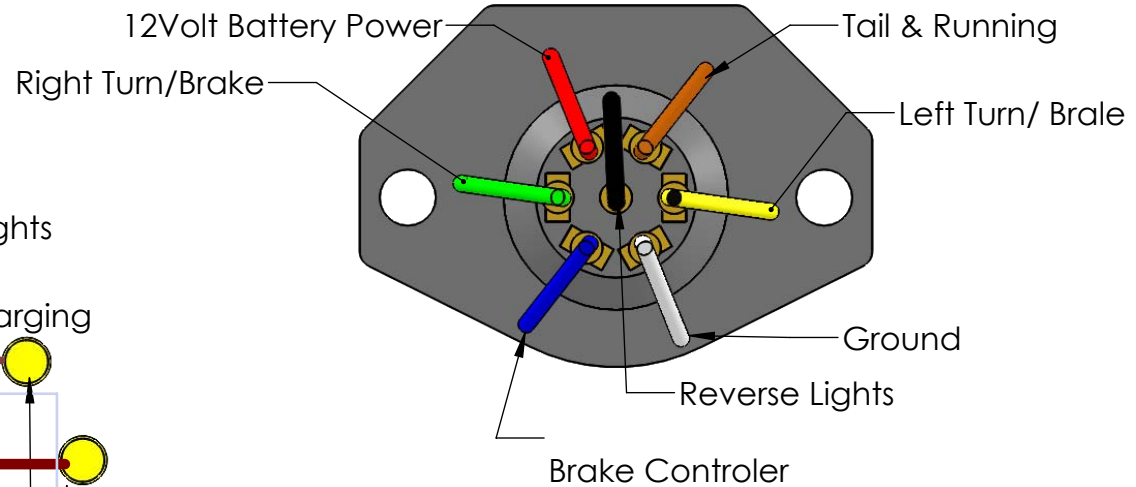
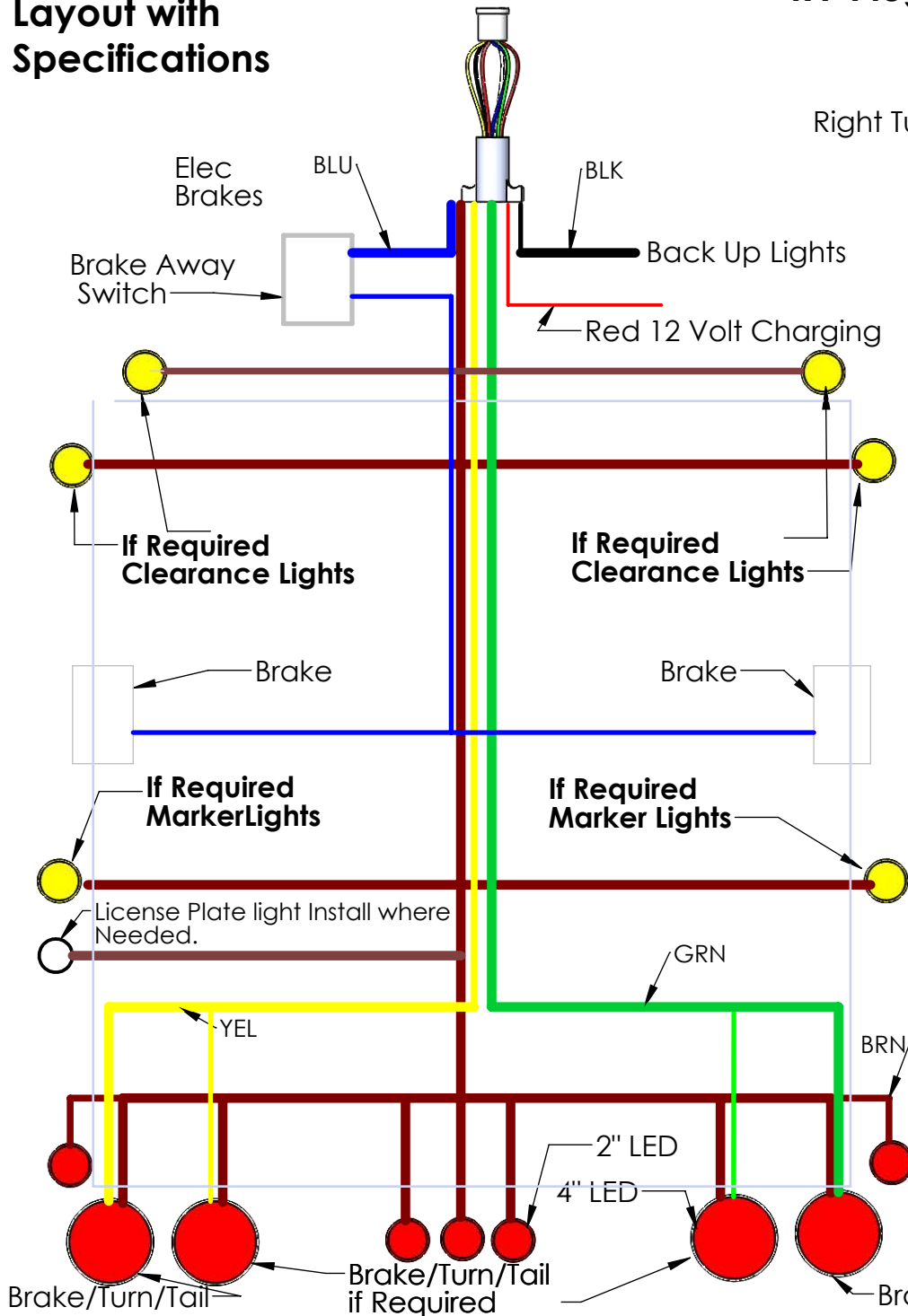
- Customer name
- State Contract number field
- Item/service description
- Item quantity or service hours
- List price
- Contract discount

Light Wire Layout with Specifications



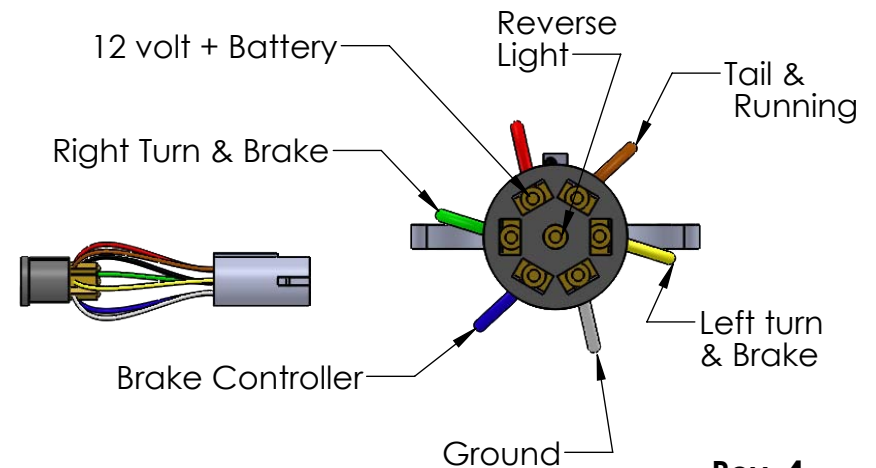
Pin side of Plug

MnDOT Light Duty Trailer Lighting & Wiring Standard RV Plug



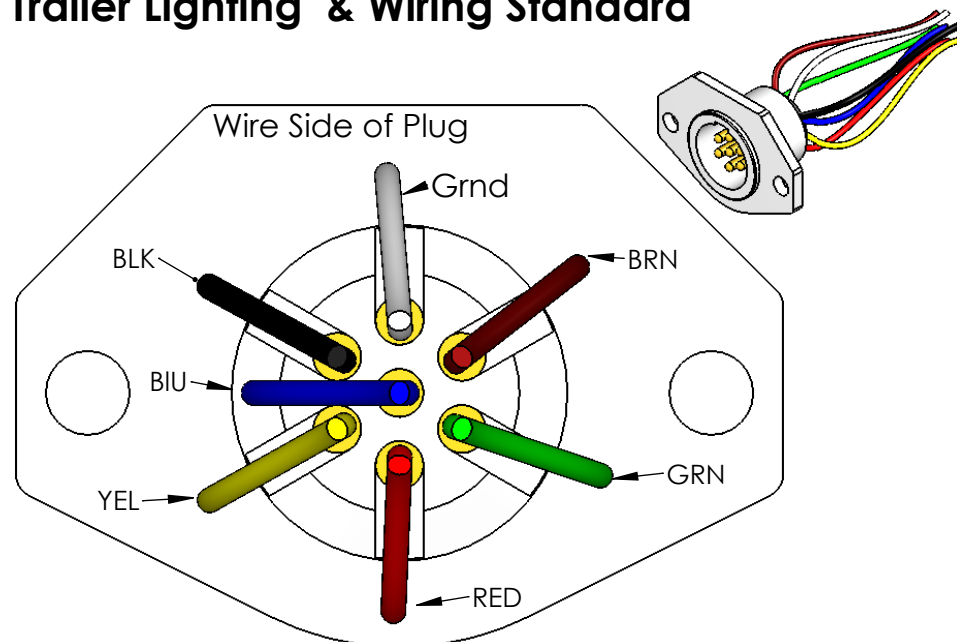
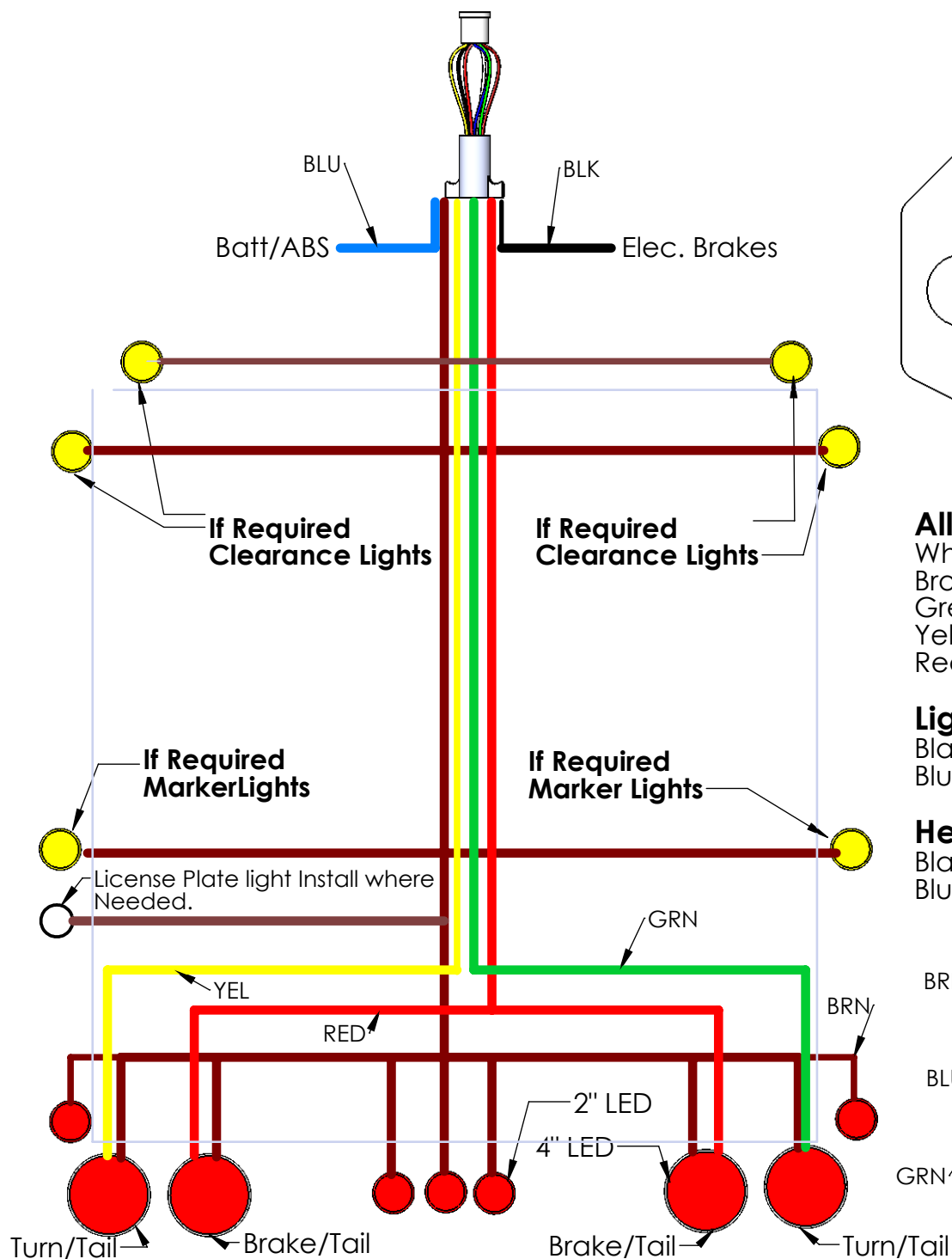
Light Duty - Elec Brakes

White- Ground
 Brown- All Marker, Clearance, License plate and tail lights
 Green- Right brake, turn
 Yellow- Left brake, turn
 Red - 12 Volt Charging
 Blue - Electric Brakes if trailer is equipped
 Black - Back up lights if trailer is equipped, not required





MnDOT Trailer Lighting & Wiring Standard



All Trucks and trailers

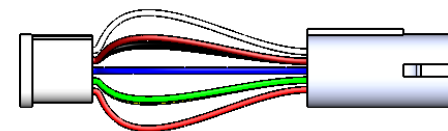
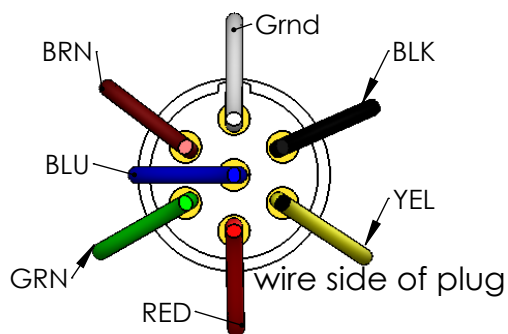
White- Ground
Brown- All Marker, Clearance, License plate and tail lights
Green- Right Turn & possibly brake also
Yellow- Left Turn & possibly brake also
Red - Brake

Light Duty Tow Vehicles

Black - Elec Brakes
Blue - Ignition Controlled Battery Feed

Heavy duty Tow vehicle and trailers - Air brakes

Black - Electric Brakes
Blue - Trailer ABSPower (Ign controlled battery feed)



Trailer Wiring Specifications

MnDOT will only purchase trailers that meet the following lighting and wiring specifications (Reference Drawing):

- Trailer shall meet or exceed all current Federal Motor Carrier Safety Regulations 393.9 thru 393.33.
- Trailer cord plug shall meet SAE spec. J560 and be wired directly to trailer cord with no adaptors.
- Plug to be wired as follows (no other plug wiring will be accepted):

White – Ground return to towing vehicle

Black – Electric brake controller – or not utilized if trailer has air, hydraulic or no brakes

Yellow – Left turn signal and on some light duty tow vehicles, stop/ hazard lamps

Red – Stop lamps and antilock device

Green – Right turn signal and on some light duty tow vehicles, stop/hazard lamps

Brown – Clearance, marker, license plate and tail lights

Blue – If air Brake – Continuous ABS power- If electric Brake – Ign. controlled B+ for break-away battery charge maintenance circuit

- **No adaptors will be accepted.**

- Trailer cord to be wired to a weatherproof, 7-terminal junction block (Waytek part #47290 or approved equal).

- All trailer light wiring (including ground wiring) must be routed to junction block.

- Wire splices will be done with heat shrink butt connectors or soldered with heat-shrink.

- No wire nuts, closed end connectors or self-stripping displacement connectors (i.e. Scotch Loks).

- **All lights to be LED.** There shall be individual brake (2 ea.) and turn signal lights (2 ea.) for a total of 4 lights. These lights shall be 4" round lights in rubber grommets or 3"x7" oval Lights in rubber grommets. Clearance and marker lights shall be 2" round lights in rubber grommets or a MnDOT approved equal.

 M-B Companies Inc.
201 MB Lane
Chilton, WI 53014

Phone: 1-800-558-5800

Fax: 920-849-2629

www.m-bco.com

Quote

Quote Number 164833

Quote To: 172450 CustomerID- Dane County Regional Airport 4000 International Drive Madison WI 53704 Fax: 608-246-3385 Phone: 608-246-3380	Ship To: Same as "Quote To" Dane County Regional Airport 2519 Grimm Street Madison WI 53704
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Date: 4/13/2020 Expires: 5/14/2020 Terms: Net 20 Days	Sales Person: UNASSIGNED Ship Via: M-B Guidelines	FOB: FOB Destination PrePaid
Purchased through Minnesota State Contract XXXXXX		

Base Currency.

Line	Order Qty	Part Number/Description	Rev	Bin	Disc%	Unit Price	Ext. Price
1	1.00 EA	MB5 Mid Mount Broom, Multi-Tasking Snow Removal Chassis				801,718.14	801,718.14

Ship Date

Need Date

Quantity

Rel

Line	Order Qty	Part Number/Description	Rev	Bin	Disc%	Unit Price	Ext. Price
2	1.00 EA	TAX3 (Minnesota State Contract Admin Fee)				8,098.16	8,098.16

Ship Date

Need Date

Quantity

Rel



M-B Companies, Inc.

201 MB Lane

Chilton, WI 53014

Phone: 1-800-558-5800

Fax: 920-849-2629

www.m-bco.com

Quote

Quote Number 164833

Page: 1 of 1

Minnesota State Contract XXXXXX admin fee

Line Total:	809,816.30
Line Miscellaneous Charges:	0.00
Order Miscellaneous Charges:	0.00
Quote Total	809,816.30

Remit To: M-B Companies, Inc. PO Box 200 New Holstein, WI 53061

THANK YOU FOR YOUR BUSINESS!

SWIFT EVENT TITLE & NUMBSnowplow Truck Components & Accessories, G0210-2000013395

- ** Following is a list of all distributors that are authorized to sell the equipment listed above.
- ** The Swift Vendor Number (SWIFT UD) must be complete, including the vendor Swift ID and Location Code (LOC CO
- ** All distributors MUST provide the required insurance certificates to the State as outline in the Swift Event Special Te and Conditions, before any State Contract may be executed.

COMPANY NAME	SWIFT ID	LOC CODE	COMPANY ADDRESS	STATE/ZIP	PHONE	CONTACT NAME
M-B Companies, Inc	255408	002	201 MB Lane, Chilton	WI/53014	920-898-1077	Stephen D. Mueller

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, 3600-TOWGA Tow Airport Broom
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is Equipment Multi-Seasonal?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Drive Engine Description	300 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is the Equipment an Attachment?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Type of Drive Unit required for attachment	Truck
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 324,171.00
Spec #	Description	Answer
	Broom Head Options:	
13.1	14 foot broom head in place of 12 foot	\$ 1,309.00
13.2	16 foot broom head in place of 12 foot	\$ 3,050.00
13.3	18 foot broom head in place of 12 foot	\$ 4,609.00

	Broom Engine Options:	
13.4	Broom engine oil pan heater, pad type	\$ 777.00
13.5	Broom engine block heater, immersion type	\$ 537.00
13.6	Battery trickle charger, 1.5 amp	\$ 622.00
13.7	Battery charger, 20 amp	\$ 400.00
13.8	Battery heater, pad type	\$ 1,169.00
13.9	Hydraulic oil tank heater, pad type	\$ 652.00
13.10	Coolant filter	\$ 463.00
13.11	Remote battery jump start lugs	\$ 384.00
13.12	Fuel heater, pad tank type	\$ 776.00
	Broom General Options:	
13.13	Broom head marker lights	\$ 941.00
13.14	Broom speed tachometer	\$ 828.00
13.15	Automatic brush pattern adjustment	\$ 921.00
13.16	Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	\$ 609.00
13.17	Broom hydrostatic pressure guage	\$ 534.00
13.18	Vibrator	\$ 2,739.00
13.19	LED flood lights)	\$ 2,238.00
13.20	Fully functional MDC controls in broom engine enclosure	\$ 2,700.00
13.21	Dual impeller forced air blower, 20,000 CFM @ 400 MPH in place of 17,300 CFM @ 315 MPH	\$ 7,411.00
13.22	Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	\$ 3,466.00
	Broom Hood Option:	
13.23	Snowshed hood for 12 foot broom head	\$ 3,254.00
13.24	Snowshed hood for 14 foot broom head	\$ 3,629.00
13.25	Snowshed hood for 16 foot broom head	\$ 3,723.00
13.26	Snowshed hood for 18 foot broom head	\$ 3,817.00
	Broom Wafer Options:	
13.27	broom	\$ 565.00
13.28	broom	\$ 638.00
13.29	broom	\$ 727.00
13.30	broom	\$ 816.00
13.31	foot broom	\$ 283.00
13.32	foot broom	\$ 323.00
13.33	foot broom	\$ 362.00
13.34	foot broom	\$ 408.00
	Broom Spare Parts:	
13.35	Spare set 12 foot cores	\$ 5,152.00
13.36	Spare set 14 foot cores	\$ 5,359.00
13.37	Spare set 16 foot cores	\$ 5,488.00
13.38	Spare set 18 foot cores	\$ 5,654.00
13.39	Set of four broom carts, non-adjustable	\$ 1,219.00
13.40	Spare broom chassis axle tire and wheel	\$ 1,559.00
13.41	Spare caster tire and wheel, nitrogen filled	\$ 715.00
13.42	nitrogen filled	\$ 917.00
13.43	Spare caster tire and wheel, foam filled	\$ 546.00
13.44	foam filled	\$ 763.00

	TOWGA Tow Airport Broom Options:	
13.45	Nose wheel front steer axle with pintle eye drawbar in place of pintle drawbar	\$ 4,043.00
13.46	adjustment in place of drawbar. Recepticle on tow chassis not included.	\$ 1,555.00
13.47	Air brake system in place of electric brake system	\$ 1,313.00
13.48	broom to chassis connection. Closed loop electronic controlled steering system with automatic drift control and provisions for centering and disengaging the axle steering system by the operator	\$ 7,239.00
	Equipment	\$ 16.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, 3600-TRT Tractor Mounted Airport Broom
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is Equipment Multi-Seasonal?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <input type="checkbox"/> or No <input checked="" type="checkbox"/>
	Drive Engine Description	n/a
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is the Equipment an Attachment?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Type of Drive Unit required for attachment	Tractor with minimum 120 HP PTO
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 79,757.00
Spec #	Description	Answer
	other	
	options for airfield equipment listed above. Start option numbering with	
	13.1, 13.2, 13.3, etc., until you have listed all of the options	
	Broom Head Options:	
13.1	14 foot broom head in place of 12 foot	\$ 1,374.00
13.2	16 foot broom head in place of 12 foot	\$ 3,204.00
	Broom General Options:	
13.3	Broom head marker lights	\$ 988.00
13.4	Vibrator	\$ 2,876.00
13.5	Single impeller dual discharge air blower, 7,480 CFM @ 220 MPH, rear 3 point hitch and rear PTO required	\$ 18,116.00
	Broom Hood Option:	

13.6	Snowshed hood for 12 foot broom head
13.7	Snowshed hood for 14 foot broom head
13.8	Snowshed hood for 16 foot broom head

\$	3,417.00
\$	3,812.00
\$	3,911.00

	Broom Wafer Options:	
13.9	All steel 8.5# wire wafers in place of all poly on 12 foot broom	\$ 565.00
13.10	All steel 8.5# wire wafers in place of all poly on 14 foot broom	\$ 638.00
13.11	All steel 8.5# wire wafers in place of all poly on 16 foot broom	\$ 727.00
13.12	broom	\$ 283.00
13.13	broom	\$ 323.00
13.14	broom	\$ 363.00
	Broom Spare Parts:	
13.15	Spare set 12 foot cores	\$ 5,411.00
13.16	Spare set 14 foot cores	\$ 5,628.00
13.17	Spare set 16 foot cores	\$ 5,764.00
13.18	Set of four broom carts, non-adjustable	\$ 1,280.00
13.19	Spare caster tire and wheel, nitrogen filled	\$ 752.00
13.20	filled	\$ 946.00
13.21	Spare caster tire and wheel, foam filled	\$ 574.00
13.22	filled	\$ 802.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 8.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Compaines, 4600 Pivot Lift Airport Broom and Engine
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <u> x </u> or No <u> </u>
	Is Equipment Multi-Seasonal?	Yes <u> x </u> or No <u> </u>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <u> x </u> or No <u> </u>
	Drive Engine Description	375 HP, electr4onic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes <u> x </u> or No <u> </u>
	Is the Equipment an Attachment?	Yes <u> x </u> or No <u> </u>
	Type of Drive Unit required for attachment	Truck chassis
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 341,054.00
Spec #	Description	Answer
	Broom Head Options:	
13.1	Vertical lift airport broom head in place of pivot lift head	\$ 17,849.00
13.2	18 foot broom head in place of 16 foot	\$ 2,116.00
13.3	20 foot broom head in place of 16 foot	\$ 4,755.00
13.4	22 foot broom head in place of 16 foot	\$ 9,509.00
	Broom Engine Options:	
13.5	emission certified, 500 rpm broom with 4828 ft-lbs of available torque at the broom shaft at 5075 psi in place of 375 HP engine package	\$ 19,193.00
13.6	Broom engine oil pan heater, pad type	\$ 776.00
13.7	Broom engine block heater, immersion type	\$ 537.00
13.8	Hydraulic oil tank heater, pad type	\$ 652.00
13.9	Coolant filter	\$ 463.00

	Broom General Options:	
13.10	Broom head marker lights	\$ 941.00
13.11	Broom speed tachometer	\$ 828.00
13.12	Automatic brush pattern adjustment	\$ 921.00
13.13	Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	\$ 609.00
13.14	Broom hydrostatic pressure guage	\$ 534.00
13.15	Vibrator	\$ 2,739.00
13.16	Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	\$ 3,466.00
	Broom Hood Option (For Pivot Lift head only):	
13.17	Snowshed hood for 16 foot broom head	\$ 3,254.00
13.18	Snowshed hood for 18 foot broom head	\$ 3,629.00
13.19	Snowshed hood for 20 foot broom head	\$ 3,723.00
13.20	Snowshed hood for 22 foot broom head	\$ 3,817.00
	Broom Wafer Options:	
13.21	All steel 13# wire wafers in place of all poly on 16 foot broom	\$ 392.00
13.22	All steel 13# wire wafers in place of all poly on 18 foot broom	\$ 776.00
13.23	All steel 13# wire wafers in place of all poly on 20 foot broom	\$ 889.00
13.24	All steel 13# wire wafers in place of all poly on 22 foot broom	\$ 946.00
13.25	8# poly. 13# wire, 50/50 wafers in place of all poly on 16 foot broom	\$ 346.00
13.26	8# poly. 13# wire, 50/50 wafers in place of all poly on 18 foot broom	\$ 388.00
13.27	8# poly. 13# wire, 50/50 wafers in place of all poly on 20 foot broom	\$ 448.00
13.28	8# poly. 13# wire, 50/50 wafers in place of all poly on 22 foot broom	\$ 510.00
	Broom Spare Parts	
13.29	Spare set 16 foot cores	\$ 5,488.00
13.30	Spare set 18 foot cores	\$ 5,654.00
13.31	Spare set 20 foot cores	\$ 6,032.00
13.32	Spare set 22 foot cores	\$ 6,331.00
13.33	Set of four broom carts, non-adjustable	\$ 1,219.00
13.34	End plate jack for use with core change (2)	\$ 565.00
13.35	Spare caster tire and wheel, nitrogen filled	\$ 715.00
13.36	filled	\$ 947.00
13.37	Spare caster tire and wheel, foam filled	\$ 546.00
13.38	Spare caster, tire, wheel, hub, bearings, axle and nuts, foam filled	\$ 763.00
13.39	46" x 19.5" Poly Wafer, 8 lbs. 101-137212	\$ 26.25
13.40	46" x 19.5" 13# Wire Wafer, 13lbs. 101-92109	\$ 38.06
13.41	19.5" Spacer Ring. 402-93914	\$ 3.10
	Broom Options	
13.42	unit)	\$ 16,294.00
13.43	Delete engine package to purchase broom head only	\$ (120,197.00)
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 8.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, 4600 CRDL Cradling Towed Airport Broom
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is Equipment Multi-Seasonal?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Drive Engine Description	375 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is the Equipment an Attachment?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Type of Drive Unit required for attachment	Truck Chassis
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 551,691.00
Spec #	Description	Answer
	Broom Head Options:	
13.1	20 foot broom head in place of 18 foot	\$ 4,755.00
13.2	22 foot broom head in place of 18 foot	\$ 9,509.00
	Broom Engine Power Package Options:	
13.3	496 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified, 500 rpm broom with 4828 ft-lbs of available torque at the broom shaft at 5075 psi in place of 375 HP engine/hydraulics package	\$ 18,377.00
	Broom Engine Options:	
13.4	Broom engine oil pan heater, pad type	\$ 776.00
13.5	Broom engine block heater, 1500 watt, immersion type	\$ 537.00

13.6	Battery trickle charger, 1.5 amp	\$	622.00
13.7	Battery charger, 20 amp	\$	707.00
13.8	Battery heater, pad type	\$	1,169.00
13.9	Hydraulic oil tank heater, pad type	\$	652.00
13.10	Coolant filter	\$	463.00
13.11	Remote jump start battery lugs	\$	384.00
13.12	Fuel heater, pad tank type	\$	776.00
	Broom General Options:		
13.13	Broom speed tachometer	\$	828.00
13.14	Automatic brush pattern adjustment	\$	921.00
13.15	Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	\$	609.00
13.16	Broom hydrostatic pressure gauge	\$	534.00
13.17	Vibrator	\$	2,739.00
13.18	lights)	\$	2,238.00
13.19	Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	\$	3,466.00
	Broom Hood Option (For Pivot Lift head only):		
13.20	Snowshed hood for 18 foot broom head	\$	3,629.00
13.21	Snowshed hood for 20 foot broom head	\$	3,721.00
13.22	Snowshed hood for 22 foot broom head	\$	3,816.00
	Broom Wafer Options:		
13.23	All steel 13# wire wafers in place of all poly on 18 foot broom	\$	776.00
13.24	All steel 13# wire wafers in place of all poly on 20 foot broom	\$	889.00
13.25	All steel 13# wire wafers in place of all poly on 22 foot broom	\$	946.00
13.26	8# poly. 13# wire, 50/50 wafers in place of all poly on 18 foot broom	\$	388.00
13.27	8# poly. 13# wire, 50/50 wafers in place of all poly on 20 foot broom	\$	448.00
13.28	8# poly. 13# wire, 50/50 wafers in place of all poly on 22 foot broom	\$	510.00
	Broom Spare Parts:		
13.29	Spare set 18 foot cores	\$	5,654.00
13.30	Spare set 20 foot cores	\$	6,033.00
13.31	Spare set 22 foot cores	\$	6,332.00
13.32	Set of four broom carts, non-adjustable	\$	1,219.00
13.33	End plate jack for use with core change (2)	\$	565.00
13.34	Spare broom chassis axle tire and wheel	\$	2,342.00
13.35	Spare caster tire and wheel, nitrogen filled	\$	715.00
13.36	filled	\$	947.00
13.37	Spare caster tire and wheel, foam filled	\$	546.00
13.38	Spare caster, tire, wheel, hub, bearings, axle and nuts, foam filled	\$	763.00
13.39	46" x 19.5" Poly Wafer, 8 lbs. 101-137212	\$	26.25
13.40	46" x 19.5" 13# Wire Wafer, 13lbs. 101-92109	\$	38.06
13.41	19.5" Spacer Ring. 402-93914	\$	3.10
	Chassis Intergration of Towing Chassis:		
13.42	Stationary fifth wheel and mounting, 9,000 lb ballast, plow and broom controls, rear axle protector	\$	52,627.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$	13.00
	Starting Point: City, State, Zip: Chilton, WI 53014		
	Body Shop Rate		no bid
	Mechanic Shop Rate		\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, 4600 TTB Tracking Tow Airport Broom
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <u> x </u> or No <u> </u>
	Is Equipment Multi-Seasonal?	Yes <u> x </u> or No <u> </u>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <u> x </u> or No <u> </u>
	Drive Engine Description	375 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes <u> x </u> or No <u> </u>
	Is the Equipment an Attachment?	Yes <u> x </u> or No <u> </u>
	Type of Drive Unit required for attachment	Truck Chassis
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 426,003.00
Spec #	Description	Answer
	Broom Head Options:	
13.1	18 foot broom head in place of 16 foot	\$ 3,303.00
13.2	20 foot broom head in place of 16 foot	\$ 4,755.00
13.3	22 foot broom head in place of 16 foot	\$ 9,509.00
	Broom Engine Power Package Options:	
13.4	496 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified, 500 rpm broom with 4828 ft-lbs of available torque at the broom shaft at 5075 psi in place of 375 HP engine/hydraulics package	\$ 19,193.00
	Broom Engine Options:	
13.5	Broom engine oil pan heater, pad type	\$ 776.00

13.6	Broom engine block heater, 1500 watt, immersion type	\$	537.00
13.7	Battery trickle charger, 1.5 amp	\$	738.00
13.8	Battery charger, 20 amp	\$	707.00
13.9	Battery heater, pad type	\$	1,169.00
13.10	Hydraulic oil tank heater, pad type	\$	652.00
13.11	Coolant filter	\$	463.00
13.12	Remote jump start battery lugs	\$	384.00
13.13	Fuel heater, pad tank type	\$	776.00
	Broom General Options:		
13.14	Broom head marker lights	\$	941.00
13.15	Broom speed tachometer	\$	828.00
13.16	Automatic brush pattern adjustment	\$	921.00
13.17	Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	\$	609.00
13.18	Broom hydrostatic pressure gauge	\$	534.00
13.19	Vibrator	\$	2,739.00
13.20	Rear view camera system, color (Includes rear facing LED flood lights)	\$	2,238.00
13.21	Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	\$	3,466.00
	Broom Hood Option (For Pivot Lift head only):		
13.22	Snowshed hood for 16 foot broom head	\$	3,254.00
13.23	Snowshed hood for 18 foot broom head	\$	3,629.00
13.24	Snowshed hood for 20 foot broom head	\$	3,723.00
13.25	Snowshed hood for 22 foot broom head	\$	3,817.00
	Broom Wafer Options:		
13.26	All steel 13# wire wafers in place of all poly on 16 foot broom	\$	692.00
13.27	All steel 13# wire wafers in place of all poly on 18 foot broom	\$	776.00
13.28	All steel 13# wire wafers in place of all poly on 20 foot broom	\$	889.00
13.29	All steel 13# wire wafers in place of all poly on 22 foot broom	\$	946.00
13.30	broom	\$	346.00
13.31	broom	\$	388.00
13.32	broom	\$	448.00
13.33	broom	\$	510.00
	Broom Spare Parts		
13.34	Spare set 16 foot cores	\$	5,488.00
13.35	Spare set 18 foot cores	\$	5,654.00
13.36	Spare set 20 foot cores	\$	6,032.00
13.37	Spare set 22 foot cores	\$	6,579.00
13.38	Set of four broom carts, non-adjustable	\$	1,219.00
13.39	End plate jack for use with core change (2)	\$	565.00
13.40	Broom chassis axle tire and wheel, steering axle	\$	2,342.00
13.41	Spare caster tire and wheel, nitrogen filled	\$	715.00
13.42	filled	\$	947.00
13.43	Spare caster tire and wheel, foam filled	\$	546.00
13.44	Spare caster, tire, wheel, hub, bearings, axle and nuts, foam filled	\$	762.00
13.45	46" x 19.5" Poly Wafer, 8 lbs. 101-137212	\$	26.25
13.46	46" x 19.5" 13# Wire Wafer, 13lbs. 101-92109	\$	38.06
13.47	19.5" Spacer Ring. 402-93914	\$	3.10
	TTB Tow Airport Broom hitch Option:		
13.48	Fifth wheel type hitch, 2 inch kingpin with height adjustment in place of drawbar. Recepticle on tow chassis not included.	\$	1,196.00

	Chassis Intergration of Towing Chassis:	
13.49	Stationary fifth wheel and mounting, 9,000 lb ballast, plow and broom controls, rear axle protector	\$ 52,627.00
13.50	Stationary fifth wheel and mounting, 15,000 lb ballast, plow and broom controls, rear axle protector	\$ 56,525.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 21.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, 4600 TOWV Tow Airport Broom
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <u> x </u> or No <u> </u>
	Is Equipment Multi-Seasonal?	Yes <u> x </u> or No <u> </u>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <u> x </u> or No <u> </u>
	Drive Engine Description	300 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	
	Does the Equipment have optional attachments?	Yes <u> x </u> or No <u> </u>
	Is the Equipment an Attachment?	Yes <u> x </u> or No <u> </u>
	Type of Drive Unit required for attachment	Truck Chassis
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 376,406.00
Spec #	Description	Answer
	AIRFIELD EQUIPMENT OPTIONS: Use this section to offer other with 13.1, 13.2, 13.3, etc., until you have listed all of the options	
	Broom Head Options:	
13.1	16 foot broom head in place of 14 foot	\$ 1,762.00
13.2	18 foot broom head in place of 14 foot	\$ 3,336.00
13.3	20 foot broom head in place of 14 foot	\$ 4,804.00
13.4	22 foot broom head in place of 14 foot	\$ 9,605.00
	Broom Engine Power Package Options:	
13.5	emission certified, 500 rpm broom with 3320 ft-lbs of available torque at the broom shaft at 5075 psi in place of 2,656 ft-lbs torque package	\$ 7,843.00

	Broom Engine Options:	
13.6	Broom engine oil pan heater, pad type	\$ 784.00
13.7	Broom engine block heater, immersion type	\$ 542.00
13.8	Battery trickle charger, 1.5 amp	\$ 628.00
13.9	Battery charger, 20 amp	\$ 714.00
13.10	Battery heater, pad type	\$ 1,180.00
13.11	Hydraulic oil tank heater, pad type	\$ 659.00
13.12	Coolant filter	\$ 466.00
13.13	Remote battery jump start lugs	\$ 384.00
13.14	Fuel heater, pad tank type	\$ 776.00
	Broom General Options:	
13.15	Broom head marker lights	\$ 950.00
13.16	Broom speed tachometer	\$ 836.00
13.17	Automatic brush pattern adjustment	\$ 930.00
13.18	Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	\$ 615.00
13.19	Broom hydrostatic pressure guage	\$ 538.00
13.20	Vibrator	\$ 2,766.00
13.21	lights)	\$ 2,260.00
13.22	Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	\$ 3,466.00
13.23	Fully functional MDC controls in broom engine enclosure	\$ 2,700.00
	Broom Hood Option:	
13.24	Snowshed hood for 14 foot broom head	\$ 734.00
13.25	Snowshed hood for 16 foot broom head	\$ 3,254.00
13.26	Snowshed hood for 18 foot broom head	\$ 3,629.00
13.27	Snowshed hood for 20 foot broom head	\$ 3,723.00
13.28	Snowshed hood for 22 foot broom head	\$ 3,817.00
	Broom Wafer Options:	
13.29	All steel 13# wire wafers in place of all poly on 14 foot broom	\$ 608.00
13.30	All steel 13# wire wafers in place of all poly on 16 foot broom	\$ 692.00
13.31	All steel 13# wire wafers in place of all poly on 18 foot broom	\$ 776.00
13.32	All steel 13# wire wafers in place of all poly on 20 foot broom	\$ 889.00
13.33	All steel 13# wire wafers in place of all poly on 22 foot broom	\$ 946.00
13.34	8# poly. 13# wire, 50/50 wafers in place of all poly on 14 foot broom	\$ 325.00
13.35	8# poly. 13# wire, 50/50 wafers in place of all poly on 16 foot broom	\$ 346.00
13.36	8# poly. 13# wire, 50/50 wafers in place of all poly on 18 foot broom	\$ 388.00
13.37	8# poly. 13# wire, 50/50 wafers in place of all poly on 20 foot broom	\$ 447.00
13.38	8# poly. 13# wire, 50/50 wafers in place of all poly on 22 foot broom	\$ 510.00
	Broom Spare Parts Options:	
13.39	Spare set 14 foot cores	\$ 5,359.00
13.40	Spare set 16 foot cores	\$ 5,488.00
13.41	Spare set 18 foot cores	\$ 5,654.00
13.42	Spare set 20 foot cores	\$ 6,033.00
13.43	Spare set 22 foot cores	\$ 6,332.00
13.44	Set of four broom carts, non-adjustable	\$ 1,219.00
13.45	End plate jack for use with core change (2)	\$ 565.00
13.46	Spare broom chassis axle tire and wheel	\$ 2,342.00
13.47	Spare caster tire and wheel, nitrogen filled	\$ 715.00
13.48	Spare caster, tire, wheel, hub, bearings, axle and nuts, nitrogen filled	\$ 947.00
13.49	Spare caster tire and wheel, foam filled	\$ 546.00
13.50	Spare caster, tire, wheel, hub, bearings, axle and nuts, foam filled	\$ 763.00

13.51	46" x 19.5" Poly Wafer, 8 lbs. 101-137212	\$ 26.24
13.52	46" x 19.5" 13# Wire Wafer, 13lbs. 101-92109	\$ 38.06
13.53	19.5" Spacer Ring. 402-93914	\$ 3.10
	TOWV Tow Airport Broom Options:	
13.54	Nose wheel front steer axle with pintle eye drawbar in place of pintle drawbar	\$ 2,804.00
13.55	Fifth wheel type hitch, 2 inch kingpin with height adjustment in place of drawbar. Recepticle on tow chassis not included.	\$ 1,196.00
13.56	Air brake system in place of electric brake system	\$ 1,313.00
13.57	20,000 pound steering axle with air brakes, controlled by broom to chassis connection. Closed loop electronic controlled steering system with automatic drift control and provisions for centering and disengaging the axle steering system by the operator	\$ 10,404.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 21.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, MB1 All Wheel Drive Kit
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is Equipment Multi-Seasonal?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <input type="checkbox"/> or No <input checked="" type="checkbox"/>
	Drive Engine Description	n/a
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes <input type="checkbox"/> or No <input checked="" type="checkbox"/>
	Is the Equipment an Attachment?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Type of Drive Unit required for attachment	International HV Chassis
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 171,475.00
Spec #	Description	Answer
	AIRFIELD EQUIPMENT OPTIONS: Use this section to offer other with 13.1, 13.2, 13.3, etc., until you have listed all of the options	
	All wheel drive option (only select one of 13.1, 13.2, 13.3)	
13.1	6x6 all wheel drive, 2 wheel steer kit in place of 4x4, 2 wheel steer kit; Add to base unit price:	\$ 24,025.00
	All wheel steer option	
13.2	price:	\$ 71,203.00
13.3	price:	\$ 136,023.00
13.4	Spare 445/65R22.5 chassis tire and aluminum wheel; Add to base unit price:	\$ 2,522.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 11.00

	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, MB2 Heavy Duty Chassis and Plow
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is Equipment Multi-Seasonal?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Drive Engine Description	496 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is the Equipment an Attachment?	Yes <input type="checkbox"/> or No <input checked="" type="checkbox"/>
	Type of Drive Unit required for attachment	n/a
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 529,181.00
Spec #	Description	Answer
	other	
	options for airfield equipment listed above. Start option numbering with	
	13.1, 13.2, 13.3, etc., until you have listed all of the options	
	Chassis Options:	
13.1	Four wheel steering with 27,000 pound rear drive/steer axle	\$ 22,003.00
13.2	Engine oil pan heater, pad type	\$ 776.00
13.3	Engine block heater, immersion type	\$ 537.00
13.4	Battery trickle charger, 1.5 amp	\$ 622.00
13.5	Battery charger, 20 amp	\$ 610.00
13.6	Battery heater, pad type	\$ 1,146.00
13.7	Remote battery jump start lugs	\$ 384.00
13.8	Remote air fill port	\$ 232.00

13.9	Hydraulic oil tank heater, pad type	\$	652.00
13.10	Fuel heater, pad tank type	\$	776.00
13.11	Coolant filter	\$	234.00
13.12	Eight inch reflective stripe	\$	918.00
13.13	Numbers and lettering on unit	\$	674.00
13.14	Rear bumper chevron striping	\$	385.00
13.15	Rustproofing: under floor, fenders and battery box	\$	925.00
13.16	Rear mounted pintle hook	\$	256.00
13.17	Spare chassis tire and wheel	\$	2,682.00
	Chassis Cab Options:		
13.18	Air Conditioning	\$	4,043.00
13.19	Deluge System (Requires side door wipers)	\$	2,298.00
13.20	Side door window wipers	\$	617.00
13.21	Heated option for side door window wipers	\$	408.00
13.22	Heated option for windshield wipers	\$	597.00
13.23	Radio, AM/FM with weather band and CD player	\$	697.00
13.24	Rear view camera system, color (Includes rear facing LED flood lights)	\$	927.00
13.25	Golight Strkyer remote spot light on cab, (1)	\$	505.00
13.26	HID lights on cab light bar, flood, (2)	\$	1,966.00
13.27	HID lights on cab light bar, trapezoid, (2)	\$	1,829.00
13.28	HID lights on cab light bar, spot, (2)	\$	1,843.00
13.29	LED lights on cab light bar, flood, (2)	\$	1,158.00
13.30	LED lights on cab light bar, trapezoid, (2)	\$	1,085.00
13.31	LED lights on cab light bar, spot, (2)	\$	1,093.00
13.32	Rear facing LED flood lights, (2)	\$	411.00
13.33	Amber snow plow lights on cab light bar, (2)	\$	565.00
13.34	Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket	\$	288.00
13.35	Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket	\$	350.00
	Reversible Plow Options:		
13.36	Flared end moldboard in place of straight end moldboard	\$	2,943.00
13.37	Plow trip moldboard	\$	2,362.00
13.38	Hands free hitch	\$	1,608.00
	Reversible Plow Width Options:		
13.39	16 foot plow in place of 14 foot plow	\$	1,426.00
13.40	18 foot plow in place of 14 foot plow	\$	2,092.00
13.41	20 foot plow in place of 14 foot plow	\$	2,759.00
13.42	22 foot plow in place of 14 foot plow	\$	3,424.00
13.43	24 foot plow in place of 14 foot plow	\$	4,090.00
	Plow cutting edges:		
13.44	Poly cutting edge in place of steel cutting edge, 14 foot	\$	1,148.00
13.45	Poly cutting edge in place of steel cutting edge, 16 foot	\$	1,568.00
13.46	Poly cutting edge in place of steel cutting edge, 18 foot	\$	1,688.00
13.47	Poly cutting edge in place of steel cutting edge, 20 foot	\$	1,807.00
13.48	Poly cutting edge in place of steel cutting edge, 22 foot	\$	1,926.00
13.49	Poly cutting edge in place of steel cutting edge, 24foot	\$	2,045.00
13.50	Kueper cutting edge in place of steel cutting edge, 14 foot	\$	2,334.00
13.51	Kueper cutting edge in place of steel cutting edge, 16 foot	\$	2,839.00
13.52	Kueper cutting edge in place of steel cutting edge, 18 foot	\$	4,261.00
13.53	Kueper cutting edge in place of steel cutting edge, 20 foot	\$	4,663.00
13.54	Kueper cutting edge in place of steel cutting edge, 22 foot	\$	5,065.00
13.55	Kueper cutting edge in place of steel cutting edge, 24 foot	\$	5,466.00

13.56	Carbide cutting edge in place of steel cutting edge, 14 foot	\$ 1,722.00
13.57	Carbide cutting edge in place of steel cutting edge, 16 foot	\$ 1,881.00
13.58	Carbide cutting edge in place of steel cutting edge, 18 foot	\$ 2,061.00
13.59	Carbide cutting edge in place of steel cutting edge, 20 foot	\$ 2,220.00
13.60	Carbide cutting edge in place of steel cutting edge, 22 foot	\$ 2,381.00
13.61	Carbide cutting edge in place of steel cutting edge, 24 foot	\$ 2,542.00
13.62	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 14 foot	\$ 2,824.00
13.63	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 16 foot	\$ 4,303.00
13.64	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 18 foot	\$ 4,760.00
13.65	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 20 foot	\$ 5,217.00
13.66	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 22 foot	\$ 5,673.00
13.67	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 24 foot	\$ 6,131.00
	Plow Spare Parts	
13.68	Caster tire and wheel	\$ 1,043.00
13.69	Caster tire, wheel, hub, bearings, axle and nuts	\$ 1,271.00
13.70	Caster tire and wheel, foam filled	\$ 1,126.00
13.71	Caster tire, wheel, hub, bearings, axle and nuts, foam filled	\$ 1,355.00
	P3UB Optional Underbody Scraper:	
13.72	edge	\$ 24,514.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 21.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, MB3 Front Mount Airport Broom and
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <u>x</u> or No <u> </u>
	Is Equipment Multi-Seasonal?	Yes <u>x</u> or No <u> </u>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <u>x</u> or No <u> </u>
	Drive Engine Description	375 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	375 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Does the Equipment have optional attachments?	Yes <u>x</u> or No <u> </u>
	Is the Equipment an Attachment?	Yes <u> </u> or No <u>x</u>
	Type of Drive Unit required for attachment	n/a
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 693,088.00
Spec #	Description	Answer
	AIRFIELD EQUIPMENT OPTIONS: Use this section to offer other with	
	13.1, 13.2, 13.3, etc., until you have listed all of the options	
	Chassis Power Package Option	
13.1	496 HP, electronic turbocharged diesel engine. T4F EPA / Stage 5 emission certified engine in place of 375 HP T4F / Stage 5 engine	\$ 11,566.00
	Chassis Options:	
13.2	Four wheel steering with 27,000 pound rear drive/steer axle	\$ 22,003.00
13.3	Engine oil pan heater, pad type	\$ 776.00
13.4	Engine block heater, immersion type	\$ 537.00

13.5	Battery trickle charger, 1.5 amp	\$	622.00
13.6	Battery charger, 20 amp	\$	707.00
13.7	Battery heater, pad type	\$	1,146.00
13.8	Remote battery jump start lugs	\$	384.00
13.9	Remote air fill port	\$	232.00
13.10	Hydraulic oil tank heater, pad type	\$	652.00
13.11	Fuel heater, pad tank type	\$	776.00
13.12	Coolant filter	\$	234.00
13.13	Rear bumper chevron striping	\$	385.00
13.14	Eight inch reflective stripe	\$	918.00
13.15	Numbers and lettering on unit	\$	674.00
13.16	Rustproofing: under floor, fenders and battery box	\$	925.00
13.17	Rear mounted pintle hook	\$	256.00
13.18	Spare chassis tire and wheel	\$	2,682.00
	Chassis Cab Options:		
13.19	Air Conditioning (not available with Dual Core Heater)	\$	4,041.00
13.20	Dual Core Heater (not available with Air Conditioning)	\$	2,554.00
13.21	Deluge System (Requires side door wipers)	\$	2,298.00
13.22	Side door window wipers	\$	923.00
13.23	Heated option for side door window wipers	\$	408.00
13.24	Heated option for windshield wipers	\$	590.00
13.25	Radio, AM/FM with weather band and CD player	\$	697.00
13.26	Rear view camera system, color (Requires rear facing halogen flood lights)	\$	2,238.00
13.27	Golight Strkyer remote spot light on cab, (1)	\$	918.00
13.28	HID lights on cab light bar, flood, (2)	\$	1,966.00
13.29	HID lights on cab light bar, trapezoid, (2)	\$	1,829.00
13.30	HID lights on cab light bar, spot, (2)	\$	1,843.00
13.31	LED lights on cab light bar, flood, (2)	\$	1,146.00
13.32	LED lights on cab light bar, trapezoid, (2)	\$	1,085.00
13.33	LED lights on cab light bar, spot, (2)	\$	1,082.00
13.34	Rear facing LED flood lights, (2)	\$	298.00
13.35	Amber snow plow lights on cab light bar, (2)	\$	559.00
13.36	Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket	\$	284.00
13.37	Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket	\$	350.00
	Broom Head Options:		
13.38	Vertical lift airport broom head in place of pivot lift head	\$	17,849.00
13.39	18 foot broom head in place of 16 foot	\$	2,116.00
13.40	20 foot broom head in place of 16 foot	\$	4,755.00
13.41	22 foot broom head in place of 16 foot	\$	9,509.00
	Broom Engine Power Package Options:		
13.42	496 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified, 500 rpm broom with 4828 ft-lbs of available torque at the broom shaft at 5075 psi in place of 375 HP T4F / Stage 5 engine/hydraulics package	\$	18,377.00
	Broom Engine Options:		
13.43	Broom engine oil pan heater, pad type	\$	776.00
13.44	Broom engine block heater, immersion type	\$	531.00
13.45	Hydraulic oil tank heater, pad type	\$	652.00
13.46	Coolant filter	\$	463.00
	Broom General Options:		
13.47	Broom head marker lights	\$	932.00

13.48	Broom speed tachometer	\$	821.00
13.49	Automatic brush pattern adjustment	\$	912.00
13.50	Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	\$	609.00
13.51	Broom hydrostatic pressure guage	\$	534.00
13.52	Vibrator	\$	2,739.00
13.53	Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	\$	3,467.00
	Broom Hood Option (For Pivot Lift head only):		
13.54	Snowshed hood for 16 foot broom head	\$	3,254.00
13.55	Snowshed hood for 18 foot broom head	\$	3,629.00
13.56	Snowshed hood for 20 foot broom head	\$	3,723.00
13.57	Snowshed hood for 22 foot broom head	\$	3,817.00
	Broom Wafer Options:		
13.58	All steel 13# wire wafers in place of all poly on 16 foot broom	\$	692.00
13.59	All steel 13# wire wafers in place of all poly on 18 foot broom	\$	776.00
13.60	All steel 13# wire wafers in place of all poly on 20 foot broom	\$	889.00
13.61	All steel 13# wire wafers in place of all poly on 22 foot broom	\$	946.00
13.62	8# poly. 13# wire, 50/50 wafers in place of all poly on 16 foot broom	\$	346.00
13.63	8# poly. 13# wire, 50/50 wafers in place of all poly on 18 foot broom	\$	385.00
13.64	8# poly. 13# wire, 50/50 wafers in place of all poly on 20 foot broom	\$	448.00
13.65	8# poly. 13# wire, 50/50 wafers in place of all poly on 22 foot broom	\$	510.00
	Broom Spare Parts		
13.66	Spare set 16 foot cores	\$	5,488.00
13.67	Spare set 18 foot cores	\$	5,654.00
13.68	Spare set 20 foot cores	\$	6,033.00
13.69	Spare set 22 foot cores	\$	6,332.00
13.70	Set of four broom carts, non-adjustable	\$	1,208.00
13.71	End plate jack for use with core change (2)	\$	560.00
13.72	Spare caster tire and wheel, nitrogen filled	\$	715.00
13.73	Spare caster, tire, wheel, hub, bearings, axle and nuts, nitrogen filled	\$	947.00
13.74	Spare caster tire and wheel, foam filled	\$	546.00
13.75	Spare caster, tire, wheel, hub, bearings, axle and nuts, foam filled	\$	763.00
13.76	46" x 19.5" Poly Wafer, 8 lbs. 101-137212	\$	26.25
13.77	46" x 19.5" 13# Wire Wafer, 13lbs. 101-92109	\$	38.06
13.78	19.5" Spacer Ring. 402-93914	\$	3.10
	FOD Options		
13.79	18 foot FOD box	\$	24,852.00
13.80	20 foot FOD box	\$	26,012.00
13.81	22 foot FOD box	\$	27,230.00
	P5000 Optional Reversible Plow		
13.82	M-B P5000 14 foot straight reversible plow, 50 inch high, DIN hitch, Steel cutting edge	\$	54,988.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$	21.00
	Starting Point: City, State, Zip: Chilton, WI 53014		
	Body Shop Rate		no bid
	Mechanic Shop Rate		\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, MB3 Front Mount Airport Plow and Chassis
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is Equipment Multi-Seasonal?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Drive Engine Description	375 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is the Equipment an Attachment?	Yes <input type="checkbox"/> or No <input checked="" type="checkbox"/>
	Type of Drive Unit required for attachment	n/a
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 533,328.00
Spec #	Description	Answer
	other	
	options for airfield equipment listed above. Start option numbering with	
	13.1, 13.2, 13.3, etc., until you have listed all of the options	
	Chassis Power Package Option	
13.1	Stage 5 emission certified in place of 375 HP T4F / Stage 5 engine	\$ 11,566.00
	Chassis Options:	
13.2	Four wheel steering with 27,000 pound rear drive/steer axle	\$ 22,003.00
13.3	Engine oil pan heater, pad type	\$ 776.00
13.4	Engine block heater, immersion type	\$ 537.00
13.5	Battery trickle charger, 1.5 amp	\$ 622.00

13.6	Battery charger, 20 amp	\$	707.00
13.7	Battery heater, pad type	\$	1,146.00
13.8	Remote battery jump start lugs	\$	384.00
13.9	Remote air fill port	\$	232.00
13.10	Hydraulic oil tank heater, pad type	\$	652.00
13.11	Fuel heater, pad tank type	\$	776.00
13.12	Coolant filter	\$	234.00
13.13	Rear bumper chevron striping	\$	385.00
13.14	Eight inch reflective stripe	\$	918.00
13.15	Numbers and lettering on unit	\$	674.00
13.16	Rustproofing: under floor, fenders and battery box	\$	925.00
13.17	Rear mounted pintle hook	\$	256.00
13.18	Spare chassis tire and wheel	\$	2,682.00
Chassis Cab Options:			
13.19	Air Conditioning	\$	4,043.00
13.20	Deluge System (Requires side door wipers)	\$	2,298.00
13.21	Side door window wipers	\$	923.00
13.22	Heated option for side door window wipers	\$	408.00
13.23	Heated option for windshield wipers	\$	597.00
13.24	Radio, AM/FM with weather band and CD player	\$	697.00
13.25	Rear view camera system, color (Includes rear facing LED flood lights)	\$	2,238.00
13.26	Golight Strkyer remote spot light on cab, (1)	\$	927.00
13.27	HID lights on cab light bar, flood, (2)	\$	1,966.00
13.28	HID lights on cab light bar, trapezoid, (2)	\$	1,829.00
13.29	HID lights on cab light bar, spot, (2)	\$	1,843.00
13.30	LED lights on cab light bar, flood, (2)	\$	1,158.00
13.31	LED lights on cab light bar, trapezoid, (2)	\$	1,085.00
13.32	LED lights on cab light bar, spot, (2)	\$	10,093.00
13.33	Rear facing LED flood lights, (2)	\$	411.00
13.34	Amber snow plow lights on cab light bar, (2)	\$	565.00
13.35	Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket	\$	288.00
13.36	Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket	\$	350.00
Reversible Plow Options:			
13.37	Flared moldboard blade in place of straight moldboard blade	\$	2,943.00
13.38	Plow trip moldboard	\$	2,361.00
13.39	Hands free hitch	\$	1,607.00
Reversible Plow Width Options;			
13.40	16 foot plow in place of 14 foot plow	\$	1,426.00
13.41	18 foot plow in place of 14 foot plow	\$	2,092.00
13.42	20 foot plow in place of 14 foot plow	\$	2,759.00
13.43	22 foot plow in place of 14 foot plow	\$	3,424.00
13.44	24 foot plow in place of 14 foot plow	\$	4,090.00
Plow cutting edges			
13.45	Poly cutting edge in place of steel cutting edge, 14 foot	\$	1,448.00
13.46	Poly cutting edge in place of steel cutting edge, 16 foot	\$	1,568.00
13.47	Poly cutting edge in place of steel cutting edge, 18 foot	\$	1,688.00
13.48	Poly cutting edge in place of steel cutting edge, 20 foot	\$	1,807.00
13.49	Poly cutting edge in place of steel cutting edge, 22 foot	\$	1,926.00
13.50	Poly cutting edge in place of steel cutting edge, 24foot	\$	2,045.00
13.51	Kueper cutting edge in place of steel cutting edge, 14 foot	\$	3,457.00
13.52	Kueper cutting edge in place of steel cutting edge, 16 foot	\$	3,860.00

13.53	Kueper cutting edge in place of steel cutting edge, 18 foot	\$	4,261.00
13.54	Kueper cutting edge in place of steel cutting edge, 20 foot	\$	4,663.00
13.55	Kueper cutting edge in place of steel cutting edge, 22 foot	\$	5,054.00
13.56	Kueper cutting edge in place of steel cutting edge, 24 foot	\$	5,466.00
13.57	Carbide cutting edge in place of steel cutting edge, 14 foot	\$	1,739.00
13.58	Carbide cutting edge in place of steel cutting edge, 16 foot	\$	1,900.00
13.59	Carbide cutting edge in place of steel cutting edge, 18 foot	\$	2,061.00
13.60	Carbide cutting edge in place of steel cutting edge, 20 foot	\$	2,220.00
13.61	Carbide cutting edge in place of steel cutting edge, 22 foot	\$	2,381.00
13.62	Carbide cutting edge in place of steel cutting edge, 24 foot	\$	2,542.00
13.63	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 14 foot	\$	3,844.00
13.64	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 16 foot	\$	4,303.00
13.65	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 18 foot	\$	4,760.00
13.66	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 20 foot	\$	5,217.00
13.67	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 22 foot	\$	5,673.00
13.68	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 24 foot	\$	6,131.00
	Plow Spare Parts		
13.69	Caster tire and wheel	\$	1,043.00
13.70	Caster tire, wheel, hub, bearings, axle and nuts	\$	1,271.00
13.71	Caster tire and wheel, foam filled	\$	1,126.00
13.72	Caster tire, wheel, hub, bearings, axle and nuts, foam filled	\$	1,355.00
	P3UB Underbody Scraper		
13.73	edge	\$	24,514.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$	21.00
	Starting Point: City, State, Zip: Chilton, WI 53014		
	Body Shop Rate		no bid
	Mechanic Shop Rate		\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT
Vendor Name:	M-B Companies, Inc.
Contact Person:	Doug Blada
Street Address:	201 MB Lane
City, State, Zip:	Chilton, WI, 53014
Phone #:	920-898-1005
Toll Free #:	1-800-558-5800
Fax #:	920-849-2629
Email Address:	Doug.Blada@aebi-schmidt.com

Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, MB4 Front Mount Airport Snow Blower and
	Purpose and Intended Use (Area)	
	Is Equipment Multi-functional?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is Equipment Multi-Seasonal?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Drive Engine Description	496 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	755 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Does the Equipment have optional attachments?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is the Equipment an Attachment?	Yes <input type="checkbox"/> or No <input checked="" type="checkbox"/>
	Type of Drive Unit required for attachment	n/a
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 845,132.00

Spec #	Description	Answer
	Chassis Options:	
13.1	Four wheel steering with 27,000 pound rear drive/steer axle	\$ 22,003.00
13.2	Engine oil pan heater, pad type	\$ 776.00
13.3	Engine block heater, immersion type	\$ 537.00
13.4	Battery trickle charger, 1.5 amp	\$ 622.00
13.5	Battery charger, 20 amp	\$ 707.00
13.6	Battery heater, pad type	\$ 1,146.00
13.7	Remote battery jump start lugs	\$ 384.00
13.8	Remote air fill port	\$ 232.00
13.9	Hydraulic oil tank heater, pad type	\$ 652.00
13.10	Fuel heater, pad tank type	\$ 776.00
13.11	Coolant filter	\$ 236.00
13.12	Rear bumper chevron striping	\$ 385.00
13.13	Eight inch reflective stripe	\$ 918.00
13.14	Numbers and lettering on unit	\$ 674.00

13.15	Rustproofing: under floor, fenders and battery box	\$	925.00
13.16	Rear mounted pintle hook	\$	256.00
13.17	Spare chassis tire and wheel	\$	2,682.00
	Chassis Cab Options:		
13.18	Air Conditioning (n/a with dual heater core heater)	\$	4,043.00
13.19	Dual Core Heater (n/a with air conditioning)	\$	2,554.00
13.20	Deluge System (Requires side door wipers)	\$	2,298.00
13.21	Side door window wipers	\$	923.00
13.22	Heated option for side door window wipers	\$	408.00
13.23	Heated option for windshield wipers	\$	597.00
13.24	Radio, AM/FM with weather band and CD player	\$	697.00
13.25	Rear view camera system, color (Includes rear facing LED flood lights)	\$	2,238.00
13.26	Golight Strkyer remote spot light on cab, (1)	\$	927.00
13.27	HID lights on cab light bar, flood, (2)	\$	1,966.00
13.28	HID lights on cab light bar, trapezoid, (2)	\$	1,829.00
13.29	HID lights on cab light bar, spot, (2)	\$	1,843.00
13.30	LED lights on cab light bar, flood, (2)	\$	1,158.00
13.31	LED lights on cab light bar, trapezoid, (2)	\$	1,085.00
13.32	LED lights on cab light bar, spot, (2)	\$	1,092.00
13.33	Rear facing LED flood lights, (2)	\$	411.00
13.34	Amber snow plow lights on cab light bar, (2)	\$	565.00
13.35	Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket	\$	288.00
13.36	Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket	\$	350.00
	Snow Blower Options:		
13.37	800 HP T4F Snowblower Engine in place of 755 HP T4F / Stage 5 Snowblower engine	\$	6,371.00
13.38	475 HP T4F Snowblower Engine in place of 755 Hp T4F / Stage 5 Snowblower Engine. Capacity up to 4000 tons per hour with a cast distance up to 100 feet.	\$	(30,061.00)
13.39	Loading chute with directional flipper control for dump truck	\$	16,647.00
13.40	Poly cutting edge in place of steel cutting edge	\$	760.00
	Blower Engine Options:		
13.41	Blower engine oil pan heater, pad type	\$	776.00
13.42	Blower engine block heater, immersion type	\$	531.00
13.43	Hydraulic oil tank heater, pad type	\$	652.00
13.44	Coolant filter	\$	463.00
	Snow Blower Spare Parts:		
13.45	Steel cutting edge	\$	229.00
13.46	Poly cutting edge	\$	885.00
13.47	Carbide skid shoes (2)	\$	498.00
13.48	Pneumatic caster assembly	\$	956.00
13.49	Shear bolt kit (5 sets, 10 total)	\$	232.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$	13.00
	Starting Point: City, State, Zip: Chilton, WI 53014		
	Body Shop Rate		no bid
	Mechanic Shop Rate		\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT
Vendor Name:	M-B Companies, Inc.
Contact Person:	Doug Blada
Street Address:	201 MB Lane
City, State, Zip:	Chilton, WI, 53014
Phone #:	920-898-1005
Toll Free #:	1-800-558-5800
Fax #:	920-849-2629
Email Address:	Doug.Blada@aebi-schmidt.com

Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, MB5 Mid-Mount Broom and Plow, Multi-Tasking Snow Removal Vehicle
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is Equipment Multi-Seasonal?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Drive Engine Description	496 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	496 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Does the Equipment have optional attachments?	Yes <input checked="" type="checkbox"/> or No <input type="checkbox"/>
	Is the Equipment an Attachment?	Yes <input type="checkbox"/> or No <input checked="" type="checkbox"/>
	Type of Drive Unit required for attachment	n/a
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 934,132.00
Spec #	Description	Answer

Chassis Options:

13.1	Engine oil pan heater, pad type	\$ 776.00
13.2	Engine block heater, immersion type	\$ 537.00
13.3	Battery trickle charger, 1.5 amp	\$ 622.00
13.4	Battery charger, 20 amp	\$ 707.00
13.5	Battery heater, pad type	\$ 1,146.00
13.6	Remote battery jump start lugs	\$ 384.00
13.7	Remote air fill port	\$ 232.00
13.8	Hydraulic oil tank heater, pad type	\$ 652.00
13.9	Fuel tank heater, pad type	\$ 776.00
13.10	Coolant filter	\$ 234.00
13.11	Rear bumper chevron striping	\$ 385.00
13.12	Eight inch reflective stripe	\$ 918.00
13.13	Numbers and lettering on unit	\$ 674.00

13.14	Rustproofing: under floor, fenders and battery box	\$	925.00
13.15	Rear mounted pintle hook	\$	256.00
13.16	Spare chassis tire and wheel	\$	2,682.00
	Chassis Cab Options:		
13.17	Air Conditioning	\$	4,042.00
13.18	Deluge System (Requires side door wipers)	\$	2,298.00
13.19	Side door window wipers	\$	923.00
13.20	Heated option for side door window wipers	\$	408.00
13.21	Heated option for windshield wipers	\$	597.00
13.22	Radio, AM/FM with weather band and CD player	\$	697.00
13.23	Rear view camera system, color (Includes rear facing LED flood lights)	\$	2,238.00
13.24	Golight Stryker remote spot light on cab, (1)	\$	927.00
13.25	HID lights on cab light bar, flood, (2)	\$	1,966.00
13.26	HID lights on cab light bar, trapezoid, (2)	\$	1,829.00
13.27	HID lights on cab light bar, spot, (2)	\$	1,843.00
13.28	LED lights on cab light bar, flood, (2)	\$	1,157.00
13.29	LED lights on cab light bar, trapezoid, (2)	\$	1,085.00
13.30	LED lights on cab light bar, spot, (2)	\$	1,093.00
13.31	Rear facing LED flood lights, (2)	\$	411.00
13.32	Amber snow plow lights on cab light bar, (2)	\$	565.00
13.33	Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket	\$	288.00
13.34	Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket	\$	350.00
	Reversible Plow Options:		
13.35	Flared moldboard blade in place of straight moldboard blade	\$	2,943.00
13.36	24 foot plow in place of 20 foot plow	\$	4,090.00
13.37	22 foot plow in place of 20 foot plow	\$	2,046.00
13.38	Plow trip moldboard	\$	2,362.00
13.39	Hands free hitch	\$	1,608.00
	Plow cutting edges		
13.40	Poly cutting edge in place of steel cutting edge, 20 foot	\$	1,807.00
13.41	Poly cutting edge in place of steel cutting edge, 22 foot	\$	1,926.00
13.42	Poly cutting edge in place of steel cutting edge, 24 foot	\$	2,045.00
13.43	Kueper cutting edge in place of steel cutting edge, 20 foot	\$	4,663.00
13.44	Kueper cutting edge in place of steel cutting edge, 22 foot	\$	5,065.00
13.45	Kueper cutting edge in place of steel cutting edge, 24 foot	\$	5,445.00
13.46	Carbide cutting edge in place of steel cutting edge, 20 foot	\$	2,220.00
13.47	Carbide cutting edge in place of steel cutting edge, 22 foot	\$	2,381.00
13.48	Carbide cutting edge in place of steel cutting edge, 24 foot	\$	2,542.00
13.49	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 20 foot	\$	5,217.00
13.50	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 22 foot	\$	5,673.00
13.51	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 24 foot	\$	6,131.00
	Plow Spare Parts		
13.52	Caster tire and wheel	\$	1,043.00
13.53	Caster tire, wheel, hub, bearings, axle and nuts	\$	1,271.00
13.54	Caster tire and wheel, foam filled	\$	1,126.00
13.55	Caster tire, wheel, hub, bearings, axle and nuts, foam filled	\$	1,355.00

	Broom Head Options:	
13.56	20 foot broom head in place of 18 foot	\$ 1,693.00
13.57	22 foot broom head in place of 18 foot	\$ 9,509.00
	Broom Engine Options:	
13.58	Broom engine oil pan heater, pad type	\$ 769.00
13.59	Broom engine block heater, immersion type	\$ 531.00
13.60	Hydraulic oil tank heater, pad type	\$ 645.00
13.61	Coolant filter	\$ 458.00
13.62	Fuel tank heater, pad type	\$ 776.00
	Broom General Options:	
13.63	Broom speed tachometer	\$ 928.00
13.64	Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	\$ 609.00
13.65	Broom hydrostatic pressure guage	\$ 534.00
13.66	Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	\$ 3,466.00
	Broom Wafer Options:	
13.67	All steel 13# wire wafers in place of all poly on 18 foot broom	\$ 776.00
13.68	All steel 13# wire wafers in place of all poly on 20 foot broom	\$ 889.00
13.69	All steel 13# wire wafers in place of all poly on 22 foot broom	\$ 946.00
13.70	broom	\$ 388.00
13.71	broom	\$ 448.00
13.72	broom	\$ 510.00
	Broom Spare Parts	
13.73	Spare set 18 foot cores	\$ 5,654.00
13.74	Spare set 20 foot cores	\$ 6,033.00
13.75	Spare set 22 foot cores	\$ 6,332.00
13.76	Set of four broom carts, non-adjustable	\$ 1,219.00
13.77	End plate jack for use with core change (2)	\$ 565.00
13.78	Spare caster tire and wheel, nitrogen filled	\$ 715.00
13.79	filled	\$ 947.00
13.80	Spare caster tire and wheel, foam filled	\$ 546.00
13.81	Spare caster, tire, wheel, hub, bearings, axle and nuts, foam filled	\$ 763.00
13.82	46" x 19.5" Poly Wafer, 8 lbs. 101-137212	\$ 26.25
13.83	46" x 19.5" 13# Wire Wafer, 13lbs. 101-92109	\$ 38.06
13.84	19.5" Spacer Ring. 402-93914	\$ 3.10
	MB5 add on Options:	
13.85	1250 gallon liquid deicer with 22 foot boomless spray bar	\$ 91,580.00
13.86	5 cubic yard dry material spreader with 200 gallon pre-wet system	\$ 103,647.00
13.87	Additional for upgrading to (MB5C) including fully cradling. Liquid or dry material spreaders unavailable with this option.	\$ 131,665.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 29.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, North Star™ Single Engine Snow Blower and Chassis
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes <u> x </u> or No <u> </u>
	Is Equipment Multi-Seasonal?	Yes <u> x </u> or No <u> </u>
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes <u> x </u> or No <u> </u>
	Drive Engine Description	496 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes <u> x </u> or No <u> </u>
	Is the Equipment an Attachment?	Yes <u> </u> or No <u> x </u>
	Type of Drive Unit required for attachment	n/a
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 674,572.00
Spec #	Description	Answer
	other	
	options for airfield equipment listed above. Start option numbering with	
	13.1, 13.2, 13.3, etc., until you have listed all of the options	
	Chassis Options	
13.1	Four wheel steering with 27,000 pound rear drive/steer axle	\$ 22,003.00
13.2	95 inch wheelbase of chassis in lieu of 119 inch wheelbase	\$ 5,156.00
13.3	Engine oil pan heater, pad type	\$ 776.00
13.4	Engine block heater, immersion type	\$ 537.00
13.5	Battery trickle charger, 1.5 amp	\$ 622.00
13.6	Battery charger, 20 amp	\$ 707.00
13.7	Battery heater, pad type	\$ 1,146.00

13.8	Remote battery jump start lugs	\$	384.00
13.9	Remote air fill port	\$	232.00
13.10	Hydraulic oil tank heater, pad type	\$	652.00
13.11	Fuel heater, pad tank type	\$	777.00
13.12	Coolant filter	\$	236.00
13.13	Rear bumper chevron striping	\$	385.00
13.14	Eight inch reflective stripe	\$	918.00
13.15	Numbers and lettering on unit	\$	675.00
13.16	Rustproofing: under floor, fenders and battery box	\$	925.00
13.17	Rear mounted pintle hook	\$	256.00
13.18	Spare chassis tire and aluminum wheel	\$	2,682.00
	Chassis Cab Options:		
13.19	Air Conditioning	\$	4,043.00
13.20	Deluge System (Requires side door wipers, not included)	\$	2,298.00
13.21	Side door window wipers	\$	923.00
13.22	Heated option for side door window wipers	\$	408.00
13.23	Heated option for windshield wipers	\$	597.00
13.24	Radio, AM/FM with weather band and CD player	\$	697.00
13.25	Rear view camera system, color (Includes rear facing LED flood lights)	\$	2,238.00
13.26	Golight Stryker remote spot light on cab, (1)	\$	927.00
13.27	HID lights on cab light bar, flood, (2)	\$	1,966.00
13.28	HID lights on cab light bar, trapezoid, (2)	\$	1,829.00
13.29	HID lights on cab light bar, spot, (2)	\$	1,843.00
13.30	LED lights on cab light bar, flood, (2)	\$	1,158.00
13.31	LED lights on cab light bar, trapezoid, (2)	\$	1,085.00
13.32	LED lights on cab light bar, spot, (2)	\$	1,093.00
13.33	Rear facing LED flood lights, (2)	\$	411.00
13.34	Amber snow plow lights, halogen, on cab light bar, (2)	\$	565.00
13.35	Amber snow plow lights, LED, on cab light bar, (2)	\$	745.00
13.36	Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket	\$	288.00
13.37	Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket	\$	350.00
	Snow Blower Options:		
13.38	Optional deflector chute for cast control	\$	5,816.00
13.39	Loading chute with directional flipper control for dump truck or spot casting	\$	16,648.00
13.40	Poly impeller liner in place of steel liner	\$	806.00
13.41	Drift cutters	\$	584.00
13.42	Light mounted on loading chute	\$	591.00
13.43	Poly cutting edge in place of steel cutting edge	\$	760.00
13.44	Steel casters (set) assembly in place of pneumatic	\$	913.00
	Snow Blower Spare Parts:		
13.45	Steel cutting edge	\$	229.00
13.46	Poly cutting edge	\$	885.00
13.47	Rubber skid shoes (2)	\$	498.00
13.48	Shear bolt kit (5 sets, 10 total)	\$	232.00
13.49	Pneumatic caster tire and wheel, each	\$	956.00
13.50	Steel caster wheel assembly, each	\$	1,446.00
	Snow Broom Interchange Attachment Options:		
13.51	Broom head, 16 ft length	\$	68,790.00
13.52	Broom head, 18 ft length	\$	70,905.00
13.53	Broom head marker lights	\$	941.00
13.54	Automatic brush pattern adjustment	\$	912.00

13.55	Ground speed control (Required: automatic brush pattern adjustment)	\$ 609.00
13.56	Broom speed tachometer	\$ 828.00
13.57	Broom Hydrostatic pressure gauge	\$ 534.00
13.58	Auto stripper bar adjustment system (required: automatic brush patter adjustment)	\$ 3,466.00
13.59	Snow shed hood / 16 ft length	\$ 3,254.00
13.60	Snow shed hood / 18 ft length	\$ 3,629.00
13.61	Broom head vibrator	\$ 2,739.00
13.62	Poly/Wire alternating wafers ipo all poly wafers / 16 ft	\$ 346.00
13.63	Poly/Wire alternating wafers ipo all poly wafers / 18 ft	\$ 388.00
13.64	All 13 lb wire wafers ipo all polly wafers / 16 ft	\$ 692.00
13.65	All 13 lb wire wafers ipo all poly wafers / 18 ft	\$ 776.00
Snow Broom Spare Parts Options		
13.66	Spare set of broom cores / 16 ft	\$ 5,488.00
13.67	Spare set of broom cores / 18 ft	\$ 5,655.00
13.68	Set of four broom carts, non-adjustable	\$ 1,219.00
13.69	Set of two end plate jacks for core change	\$ 565.00
13.70	Caster tire and wheel, nitrogen filled	\$ 715.00
13.71	Caster tire, wheel, hub, bearings, & axle nuts, nitrogen filled	\$ 947.00
13.72	Caster tire and wheel, foam filled	\$ 546.00
13.73	Caster tire, wheel, hub, bearings, & axle nuts, foam filled	\$ 763.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 21.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, P3UB Underbody Scraper
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes___ or No__x__
	Is Equipment Multi-Seasonal?	Yes___ or No__x__
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes___ or No__x__
	Drive Engine Description	n/a
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes___ or No__x__
	Is the Equipment an Attachment?	Yes__x__ or No___
	Type of Drive Unit required for attachment	n/a
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 26,513.00
Spec #	Description	Answer
	other	
	options for airfield equipment listed above. Start option numbering with	
	13.1, 13.2, 13.3, etc., until you have listed all of the options	
	P3UB Underbody Scraper Option:	
13.1	Carbide cutting edge in place of steel cutting edge, 12 foot	\$ 934.00
13.2	Two function underbody scraper in place of 3 function	\$ (497.00)
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 8.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, P5000 Airport Reversible Plow
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes___ or No__x__
	Is Equipment Multi-Seasonal?	Yes___ or No__x__
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes___ or No__x__
	Drive Engine Description	n/a
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes___ or No__x__
	Is the Equipment an Attachment?	Yes__x__ or No___
	Type of Drive Unit required for attachment	Truck or Tractor/Loader
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 64,892.00
Spec #	Description	Answer
	other	
	options for airfield equipment listed above. Start option numbering with	
	13.1, 13.2, 13.3, etc., until you have listed all of the options	
	Reversible Plow Options:	
13.1	Flared moldboard blade in place of straight moldboard blade	\$ 2,943.00
13.2	Plow trip moldboard (Only on DIN and Hands free hitch)	\$ 2,362.00
13.3	Hands free hitch, Chassis side DIN hitch (chassis frame dimension required)	\$ 7,963.00
13.4	Husting hitch in place of DIN hitch	\$ 4,838.00
13.5	J-hook hitch in place of DIN hitch	\$ (1,179.00)
13.6	Pin on hitch in place of DIN hitch	\$ (876.00)

	Reversible Plow Width Options;	
13.7	16 foot plow in place of 14 foot plow	\$ 1,426.00
13.8	18 foot plow in place of 14 foot plow	\$ 2,092.00
13.9	20 foot plow in place of 14 foot plow	\$ 2,759.00
13.10	22 foot plow in place of 14 foot plow	\$ 3,424.00
13.11	24 foot plow in place of 14 foot plow	\$ 4,090.00
	Plow cutting edges	
13.12	Poly cutting edge in place of steel cutting edge, 14 foot	\$ 1,448.00
13.13	Poly cutting edge in place of steel cutting edge, 16 foot	\$ 1,568.00
13.14	Poly cutting edge in place of steel cutting edge, 18 foot	\$ 1,688.00
13.15	Poly cutting edge in place of steel cutting edge, 20 foot	\$ 1,807.00
13.16	Poly cutting edge in place of steel cutting edge, 22 foot	\$ 1,926.00
13.17	Poly cutting edge in place of steel cutting edge, 24foot	\$ 2,045.00
13.18	Kueper cutting edge in place of steel cutting edge, 14 foot	\$ 3,457.00
13.19	Kueper cutting edge in place of steel cutting edge, 16 foot	\$ 3,860.00
13.20	Kueper cutting edge in place of steel cutting edge, 18 foot	\$ 4,261.00
13.21	Kueper cutting edge in place of steel cutting edge, 20 foot	\$ 4,663.00
13.22	Kueper cutting edge in place of steel cutting edge, 22 foot	\$ 5,065.00
13.23	Kueper cutting edge in place of steel cutting edge, 24 foot	\$ 5,466.00
13.24	Carbide cutting edge in place of steel cutting edge, 14 foot	\$ 1,739.00
13.25	Carbide cutting edge in place of steel cutting edge, 16 foot	\$ 1,900.00
13.26	Carbide cutting edge in place of steel cutting edge, 18 foot	\$ 2,061.00
13.27	Carbide cutting edge in place of steel cutting edge, 20 foot	\$ 2,220.00
13.28	Carbide cutting edge in place of steel cutting edge, 22 foot	\$ 2,381.00
13.29	Carbide cutting edge in place of steel cutting edge, 24 foot	\$ 2,542.00
13.30	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 14 foot	\$ 3,844.00
13.31	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 16 foot	\$ 4,303.00
13.32	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 18 foot	\$ 4,760.00
13.33	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 20 foot	\$ 5,217.00
13.34	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 22 foot	\$ 5,673.00
13.35	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 24 foot	\$ 6,131.00
	Plow Spare Parts	
13.36	Caster tire and wheel	\$ 1,023.00
13.37	Caster tire, wheel, hub, bearings, axle and nuts	\$ 1,246.00
13.38	Caster tire and wheel, foam filled	\$ 1,105.00
13.39	Caster tire, wheel, hub, bearings, axle and nuts, foam filled	\$ 1,327.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 8.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, P5500-C Airport Cupping Ramp Plow
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes___ or No__x__
	Is Equipment Multi-Seasonal?	Yes___ or No__x__
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes___ or No__x__
	Drive Engine Description	n/a
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes___ or No__x__
	Is the Equipment an Attachment?	Yes__x__ or No___
	Type of Drive Unit required for attachment	Truck or Tractor/Loader
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 122,070.00
Spec #	Description	Answer
	other	
	options for airfield equipment listed above. Start option numbering with	
	13.1, 13.2, 13.3, etc., until you have listed all of the options	
	Reversible Plow Width Options:	
13.1	23 foot plow in place of 21 foot plow	\$ 3,542.00
13.2	25 foot plow in place of 21 foot plow	\$ 3,768.00
13.3	27 foot plow in place of 21 foot plow	\$ 4,656.00
13.4	29 foot plow in place of 21 foot plow	\$ 5,542.00
13.5	31 foot plow in place of 21 foot plow	\$ 7,318.00
13.6	33 foot plow in place of 21 foot plow	\$ 9,092.00
13.7	35 foot plow in place of 21 foot plow	\$ 10,867.00

	Plow cutting edges:	
13.8	Poly cutting edge in place of steel cutting edge, 21 foot	\$ 1,371.00
13.9	Poly cutting edge in place of steel cutting edge, 23 foot	\$ 1,500.00
13.10	Poly cutting edge in place of steel cutting edge, 25 foot	\$ 1,632.00
13.11	Poly cutting edge in place of steel cutting edge, 27 foot	\$ 1,762.00
13.12	Poly cutting edge in place of steel cutting edge, 29 foot	\$ 1,892.00
13.13	Poly cutting edge in place of steel cutting edge, 31 foot	\$ 2,023.00
13.14	Poly cutting edge in place of steel cutting edge, 33 foot	\$ 1,078.00
13.15	Poly cutting edge in place of steel cutting edge, 35 foot	\$ 2,283.00
13.16	Kueper cutting edge in place of steel cutting edge, 21 foot	\$ 4,304.00
13.17	Kueper cutting edge in place of steel cutting edge, 23 foot	\$ 5,763.00
13.18	Kueper cutting edge in place of steel cutting edge, 25 foot	\$ 5,124.00
13.19	Kueper cutting edge in place of steel cutting edge, 27 foot	\$ 5,534.00
13.20	Kueper cutting edge in place of steel cutting edge, 29 foot	\$ 5,943.00
13.21	Kueper cutting edge in place of steel cutting edge, 31 foot	\$ 6,354.00
13.22	Kueper cutting edge in place of steel cutting edge, 33 foot	\$ 6,754.00
13.23	Kueper cutting edge in place of steel cutting edge, 35 foot	\$ 7,173.00
13.24	Carbide cutting edge in place of steel cutting edge, 21 foot	\$ 1,488.00
13.25	Carbide cutting edge in place of steel cutting edge, 23 foot	\$ 1,629.00
13.26	Carbide cutting edge in place of steel cutting edge, 25 foot	\$ 1,771.00
13.27	Carbide cutting edge in place of steel cutting edge, 27 foot	\$ 1,913.00
13.28	Carbide cutting edge in place of steel cutting edge, 29 foot	\$ 2,055.00
13.29	Carbide cutting edge in place of steel cutting edge, 31 foot	\$ 2,196.00
13.30	Carbide cutting edge in place of steel cutting edge, 33 foot	\$ 2,338.00
13.31	Carbide cutting edge in place of steel cutting edge, 35 foot	\$ 2,479.00
13.32	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 21 foot	\$ 4,886.00
13.33	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 23 foot	\$ 5,325.00
13.34	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 25 foot	\$ 5,816.00
13.35	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 27 foot	\$ 6,281.00
13.36	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 29 foot	\$ 6,746.00
13.37	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 31 foot	\$ 7,212.00
13.38	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 33 foot	\$ 7,677.00
13.39	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 35 foot	\$ 8,141.00
	Plow Spare Parts:	
13.40	Caster tire and wheel, foam filled	\$ 1,105.00
13.41	Caster tire, wheel, hub, bearings, axle and nuts, foam filled	\$ 1,327.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 8.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, P8200 Airport Rollover Plow
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes___ or No__x__
	Is Equipment Multi-Seasonal?	Yes___ or No__x__
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes___ or No__x__
	Drive Engine Description	n/a
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes___ or No__x__
	Is the Equipment an Attachment?	Yes__x__ or No___
	Type of Drive Unit required for attachment	Truck or Tractor/Loader
	Warranty Information	1 year
	List Volume Discounts	3+ untis, 2% discount
	TOTAL PRICE:	\$ 66,451.00
Spec #	Description	Answer
	P8200 Rollover Plow Option:	
13.1	Carbide cutting edge in place of steel cutting edge, 12 foot	\$ 1,868.00
	P8200 Rollover Plow Spare Parts:	
13.2	Steel cutting edges, (2)	\$ 854.00
13.3	Carbide cutting edge, (2)	\$ 2,599.00
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 8.00
	Starting Point: City, State, Zip: Chilton, WI 53014	
	Body Shop Rate	no bid
	Mechanic Shop Rate	\$200.00/hour

Price quote for:	13.0 Exhibit D PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
Vendor Name:	M-B Companies, Inc.	
Contact Person:	Doug Blada	
Street Address:	201 MB Lane	
P.O. Box:		
City, State, Zip:	Chilton, WI, 53014	
Phone #:	920-898-1005	
Toll Free #:	1-800-558-5800	
Fax #:	920-849-2629	
Email Address:	Doug.Blada@aebi-schmidt.com	
Item #	Information Requested	Answer
13.0	Airport Airfield Maintenance Equipment Make & Model	M-B Companies, Airport
	Purpose and Intended Use (Area)	Airport Snow Removal
	Is Equipment Multi-functional?	Yes___ or No_x__
	Is Equipment Multi-Seasonal?	Yes___ or No_x__
	Additional Uses for Equipment (if any)	
	Does Equipment have an Engine(s)?	Yes_x__ or No___
	Drive Engine Description	375 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified
	Auxiliary Engine Description	n/a
	Does the Equipment have optional attachments?	Yes___ or No_X__
	Is the Equipment an Attachment?	Yes___ or No_X__
	Type of Drive Unit required for attachment	n/a
	Warranty Information	1 year
	List Volume Discounts	3+ units, 2% discount
	TOTAL PRICE:	\$ 678,863.00
Spec #	Description	Answer
	Chassis Options:	
13.1	Engine oil pan heater, pad type	\$ 776.00
13.2	Engine block heater, immersion type	\$ 537.00
13.3	Battery trickle charger, 1.5 amp	\$ 622.00
13.4	Battery charger, 20 amp	\$ 610.00
13.5	Battery heater, pad type	\$ 1,146.00
13.6	Remote battery jump start lugs	\$ 384.00
13.7	Remote air fill port	\$ 232.00
13.8	Hydraulic oil tank heater, pad type	\$ 652.00
13.9	Fuel heater, pad tank type	\$ 776.00
13.10	Coolant filter	\$ 234.00
13.11	Rear bumper chevron striping	\$ 918.00
13.12	Eight inch reflective stripe	\$ 674.00
13.13	Numbers and lettering on unit	\$ 385.00

13.14	Rustproofing: under floor, fenders and battery box	\$	925.00
13.15	Spare chassis tire and wheel	\$	2,682.00
	Chassis Cab Options:		
13.16	Air Conditioning	\$	4,043.00
13.17	Deluge System (Requires side door wipers)	\$	2,298.00
13.18	Side door window wipers	\$	617.00
13.19	Heated option for side door window wipers	\$	408.00
13.2	Heated option for windshield wipers	\$	597.00
13.21	Radio, AM/FM with weather band and CD player	\$	697.00
13.22	Rear view camera system, color (Includes rear facing LED flood lights)	\$	927.00
13.23	Golight Strkyer remote spot light on cab, (1)	\$	505.00
13.24	HID lights on cab light bar, flood, (2)	\$	1,966.00
13.25	HID lights on cab light bar, trapezoid, (2)	\$	1,829.00
13.26	HID lights on cab light bar, spot, (2)	\$	1,843.00
13.27	LED lights on cab light bar, flood, (2)	\$	1,158.00
13.28	LED lights on cab light bar, trapezoid, (2)	\$	1,085.00
13.29	LED lights on cab light bar, spot, (2)	\$	1,093.00
13.3	Rear facing LED flood lights, (2)	\$	411.00
13.31	Amber snow plow lights on cab light bar, (2)	\$	565.00
13.32	Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket	\$	288.00
13.33	Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket	\$	350.00
	Deicer Tank and Spray System:		
13.34	75 foot spray bar with 4000 gallon capacity tank		Included
13.35	75 foot spray bar with 2500 gallon capacity tank in place of 4000 gallon tank	\$	(37,603.00)
13.36	50 foot spray bar with 4000 gallon capacity tank in place of 75 foot spray bar	\$	(19,350.00)
13.37	50 foot spray bar with 2500 gallon capacity tank in place of 75 foot spray bar and 4000 gallon tank	\$	(56,953.00)
	Cost per loaded mile for delivery of Airport/Airfield Equipment	\$	13.00
	Starting Point: City, State, Zip: Chilton, WI 53014		
	Body Shop Rate		no bid
	Mechanic Shop Rate		\$200.00/hour

Effective 11/15/2022	MB List Price Schedule			Expires 5/15/23
Quotation For:				
Customer	Friedman Memorial Airport	Date	1/18/2023	
Address	1616 Airport Circle	Quotation #:	MN ST 222955	
City, State, Zip Code	Hailey ID	Customer ID:		
Point of Contact	Tim Burke	Quotation valid until:	7/18/2023	
Phone and Email Address	Note, this unit includes dense pack on the broom, ONE POLY TWO STEEL ETC.	Prepared by:	Jessie Carr	

Comments or Special Instructions:

Delivery charges will be figured based on end user location and current ship rates.

Startup and Training charges will be included at end user location

Final quote to end user will include this information.

PRODUCT CODE	DESCRIPTION	QTY	UNIT LIST PRICE	EXT.. AMOUNT
MB5	The MB5 Mid-Mount Compact Multi-tasking Snow Removal Vehicle is a heavy duty chassis with four wheel/power divider 4 x 4 drive. The axles are designed for sharp steering cramp angles. Combined with standard all wheel steer, the axle design provides for remarkably small turning circles. The tapered spring suspension assures a smoother ride than conventional springs, and increases driver control. The standard MB5 includes the P5020-S-D Airport Reversible Plow: 20 foot plow length, straight 50 inch plow height, DIN flat face hitch, steel cutting edge, two heavy duty single casters, and is reversible left and right up to 32 degrees. The standard MB5 includes the 4618 Vertical Lift Airport Broom: 18 foot broom length, 14.7 foot swept path, 46 inch diameter powered by a 496 HP T4F auxiliary engine. Associated standard hydraulics provide up to 500 rpm broom speed with up to 4,828 ft-lbs available torque at broom head, and forced dual impeller air blower system. Broom is free floating by means of an automatic weight transfer system, mounted to chassis by means of a DIN flat face hitch. Broom head includes four single tire caster assemblies. All poly wafer type bristles are standard. Broom is reversible left and right up to 35 degrees.	1	\$ 934,132.00	\$ 934,132.00
<i>Bulleted Items are Included or are features of the Base Unit</i>				

- Single frame construction allows fast and safe turns
- Operating speeds up to 45 MPH
- Butterfly type hood enclosure for both chassis and auxiliary engines, opens with power assist for maintenance and repair access
- 496 HP electronic turbocharged T4F EPA emission certified diesel engine standard, includes ether start
- Allison RDS 4000, 6 speed transmission
- M-B "Up Box" and "Down Box" route drive shaft over broom head
- M-B 29,000 pound front drive / steer axle and M-B 27,000 pound rear drive / steer axle
- Tapered spring suspension for smoother ride and increased driver control
- ABS air brake control system (4-channel) with automatic traction control
- Dual 75 gallon fuel tanks for drive engine, dual 75 gallon fuel tanks for broom engine, with up to 12 hours of operation
- 445/65R22.5 LR L traction tread front and rear tires
- Includes battery disconnect switch and centrally located fluid drain lines
- Integrated microprocessor CAN bus electric over hydraulic controls for chassis and attachments
- Electric auxiliary motor with hydraulic pump for service and back-up for all hydraulic control circuits.
- M-B two-man, air ride cab: Panoramic view. All flat glass for easy and local replacement. Forward slope windshield. Four windshield wipers with three motor system for reduced linkage issues and to provide better snow removal from windshield. Air-ride driver and passenger seats with adjustable lumbar support. Standard features include FMVSS compliant lighting, side light bars, heated windshield, cab heater, heated power mirrors, power windows, FAA approved amber strobe mounted on cab and rear engine enclosure.
- Operator friendly, cab integrated microprocessor CAN bus controls with MDC (Monitor, Diagnose, Control)) color screen display for chassis and equipment, with CAN joystick for attachment operation
- 1 yr warranty included in base unit.

OPTIONS

		SUBTOTAL		\$	934,132.00
		OTHER			-
		TOTAL		\$	934,132.00
<div>Price for base unit:</div>					
Chassis Options					
Engine oil pan heater, pad type		\$	776.00	\$	-
Engine block heater, immersion type	1	\$	537.00	\$	537.00
Battery trickle charger, 1.5 amp		\$	622.00	\$	-
Battery charger, 20 amp	1	\$	707.00	\$	707.00
Battery heater, pad type		\$	1,146.00	\$	-
Remote battery jump start lugs	1	\$	384.00	\$	384.00
Remote air fill port	1	\$	232.00	\$	232.00
Hydraulic oil tank heater, pad type		\$	652.00	\$	-
Fuel heater, pad type		\$	776.00	\$	-
Coolant filter	1	\$	234.00	\$	234.00
Rear bumper chevron striping	1	\$	385.00	\$	385.00
Eight inch reflective stripe	1	\$	918.00	\$	918.00
Numbers and lettering on unit	1	\$	674.00	\$	674.00
Rustproofing: under floor, fenders and battery box	1	\$	925.00	\$	925.00
Rear mounted pintle hook	1	\$	256.00	\$	256.00
Spare chassis tire and wheel	0	\$	2,682.00	\$	-
Chassis Cab Options					
Air Conditioning	1	\$	4,042.00	\$	4,042.00
Deluge System (Requires side door wipers)	1	\$	2,298.00	\$	2,298.00
Side door window wipers	1	\$	923.00	\$	923.00
Heated option for side door window wipers	1	\$	408.00	\$	408.00
Heated option for windshield wipers	1	\$	597.00	\$	597.00
Radio, AM/FM with weather band and CD player	1	\$	697.00	\$	697.00
Rear view camera system, color (Includes rear facing LED flood lights)	1	\$	2,238.00	\$	2,238.00
Golight Stryker remote spot light on cab, (1)		\$	927.00	\$	-
HID lights on cab light bar, flood, (2)		\$	1,966.00	\$	-
HID lights on cab light bar, trapezoid, (2)		\$	1,829.00	\$	-
HID lights on cab light bar, spot, (2)		\$	1,843.00	\$	-
LED lights on cab light bar, flood, (2)	1	\$	1,157.00	\$	1,157.00
LED lights on cab light bar, trapezoid, (2)	1	\$	1,085.00	\$	1,085.00
LED lights on cab light bar, spot, (2)	1	\$	1,093.00	\$	1,093.00
Rear facing LED flood lights, (2)		\$	411.00	\$	-
Amber snow plow lights on cab light bar, (2)	1	\$	565.00	\$	565.00
Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket		\$	288.00	\$	-
Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket	1	\$	350.00	\$	350.00
Reversible Plow Options:					
Flared moldboard blade in place of straight moldboard blade		\$	2,943.00	\$	-
24 foot plow in place of 18 foot plow	1	\$	4,090.00	\$	4,090.00
22 foot plow in place of 18 foot plow		\$	2,046.00	\$	-
Plow trip moldboard		\$	2,362.00	\$	-
Hands free hitch	1	\$	1,608.00	\$	1,608.00
Plow Cutting Edges					
Poly cutting edge in place of steel cutting edge, 20 foot		\$	1,807.00	\$	-
Poly cutting edge in place of steel cutting edge, 22 foot		\$	1,926.00	\$	-
Poly cutting edge in place of steel cutting edge, 24foot		\$	2,045.00	\$	-
Kueper cutting edge in place of steel cutting edge, 20 foot		\$	4,663.00	\$	-
Kueper cutting edge in place of steel cutting edge, 22 foot		\$	5,065.00	\$	-
Kueper cutting edge in place of steel cutting edge, 24 foot	0	\$	5,445.00	\$	-
Carbide cutting edge in place of steel cutting edge, 20 foot		\$	2,220.00	\$	-
Carbide cutting edge in place of steel cutting edge, 22 foot		\$	2,381.00	\$	-
Carbide cutting edge in place of steel cutting edge, 24 foot	0	\$	2,542.00	\$	-

Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 20 foot		\$ 5,217.00	\$ -
Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 22 foot		\$ 5,673.00	\$ -
Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 24 foot		\$ 6,131.00	\$ -
Plow Spare Parts			
Caster tire and wheel		\$ 1,043.00	\$ -
Caster tire, wheel, hub, bearings, axle and nuts	1	\$ 1,271.00	\$ 1,271.00
Caster tire and wheel, foam filled		\$ 1,126.00	\$ -
Caster tire, wheel, hub, bearings, axle and nuts, foam filled		\$ 1,355.00	\$ -
Broom Head Options:			
20 foot broom head in place of 18 foot		\$ 1,693.00	\$ -
22 foot broom head in place of 18 foot	1	\$ 9,509.00	\$ 9,509.00
Broom Engine Options			
Broom engine oil pan heater, pad type		\$ 769.00	\$ -
Broom engine block heater, immersion type	1	\$ 531.00	\$ 531.00
Hydraulic oil tank heater, pad type		\$ 645.00	\$ -
Coolant filter		\$ 458.00	\$ -
Fuel tank heater, pad type		\$ 776.00	\$ -
Broom General Options			
Broom speed tachometer	1	\$ 928.00	\$ 928.00
Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	1	\$ 609.00	\$ 609.00
Broom hydrostatic pressure guage	1	\$ 534.00	\$ 534.00
Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	1	\$ 3,466.00	\$ 3,466.00
Broom Wafer Options			
All steel 10# wire wafers in place of all poly on 18 foot broom		\$ 776.00	\$ -
All steel 10# wire wafers in place of all poly on 20 foot broom		\$ 889.00	\$ -
All steel 10# wire wafers in place of all poly on 22 foot broom		\$ 946.00	\$ -
8# poly. 10# wire, 50/50 wafers in place of all poly on 18 foot broom		\$ 388.00	\$ -
8# poly. 10# wire, 50/50 wafers in place of all poly on 20 foot broom		\$ 448.00	\$ -
8# poly. 10# wire, 50/50 wafers in place of all poly on 22 foot broom	1	\$ 510.00	\$ 510.00
Broom Spare Parts			
Spare set 18 foot cores		\$ 5,654.00	\$ -
Spare set 20 foot cores		\$ 6,033.00	\$ -
Spare set 22 foot cores	1	\$ 6,332.00	\$ 6,332.00
Set of four broom carts, non-adjustable	0	\$ 1,219.00	\$ -
End plate jack for use with core change (2)		\$ 565.00	\$ -
Spare caster tire and wheel, nitrogen filled		\$ 715.00	\$ -
Spare caster, tire, wheel, hub, bearings, axle and nuts, nitrogen filled	1	\$ 947.00	\$ 947.00
Spare caster tire and wheel, foam filled		\$ 546.00	\$ -
Spare caster, tire, wheel, hub, bearings, axle and nuts, foam filled		\$ 763.00	\$ -
46" x 19.5" Poly Wafer, 8 lbs. 101-137212		\$ 26.25	\$ -
46" x 19.5" 13# Wire Wafer, 13lbs. 101-92109		\$ 38.06	\$ -
19.5" Spacer Ring. 402-93914		\$ 3.10	\$ -
MB5 add on options:			
1250 gallon liquid deicer with 22 foot boomless spray bar		\$ 91,580.00	\$ -
5 cubic yard dry material spreader with 200 gallon pre-wet system		\$ 103,647.00	\$ -
Additional for upgrading to (MB5C) including fully cradling. Liquid or dry material spreaders unavailable with this option.	1	\$ 131,665.00	\$ 131,665.00
Options Subtotal			\$ 182,705.00
Total from Base unit			\$ 934,132.00
Total Unit Price			\$ 1,116,837.00

Discount off Total Unit Price, exclusive of freight, Quantity 3+ units; deduct: 2%

Delivery Starting Point Chilton, WI 53014
Delivery Ending Point City, State, Zip Code

Delivery price determined by calculated mileage between points (Yahoo Maps) and current shipping rates

8%	\$	89,346.96	\$	1,027,490.04
1700	\$	29.00	\$	49,300.00
TOTAL			\$	1,076,790.04

Unit will be prewired for (2) radios including coax to antenna mounts, radios and antennas will be installed by customer

M-B Contact: Jessie Carr
201 MB Lane