

**October 7, 2021**

**Denver International Airport**

**ATTN: Steve Ricci**

**8500 Pena BLVD**

**Denver, CO 80249**

Dear Mr. Ricci,

M-B Companies, Inc. is pleased to quote to the Denver International Airport three MB5E Multi-Tasking Snow Removal units with dry material spreader. Units will be purchased and built-in accordance the options you selected utilizing the M-B Companies Minnesota State Contract #193051 and relevant MB5 pricing sheet (same as first units). Pricing includes the air conditioning option.

**MB5E Multi-Tasking Snow Removal unit with dry material spreader.**

**Net Price each: \$ 909,364.00**

**Three units Total: \$2,728,092.00**

**Terms and Conditions**

- Shipping: F.O.B. Denver, CO. 80249
- Payment: Pricing listed includes volume discount and pre-payment discount. Pre-payment must be received within 120 days from receipt of purchase order for discount to be applied.
- Pricing does not include any applicable taxes.
- Estimated delivery: 300-360 days upon receipt of Purchase Order or contract.
- Warranty: chassis 1-year, engines 2-years, and transmission 3-years.
- Onsite training included (operators and mechanics), not to exceed 3 days in order to accommodate multiple shifts.
- Factory training or pre-shipment inspection at Chilton, WI location available upon request.

Thank you for this opportunity, if you have any questions please contact myself at 920-242-4134 or email at [jessie.carr@aebi-schmidt.com](mailto:jessie.carr@aebi-schmidt.com)

Respectfully,

Jessie Carr  
Sales MB Airport

Price quote for:	<b>13.0 PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT</b>
	Exhibit D Price Schedule
Vendor Name:	<b>M-B Companies, Inc.</b>
Contact Person:	<b>Doug Blada</b>
Street Address:	<b>201 MB Lane</b>
P.O. Box:	
City, State, Zip:	<b>Chilton, WI 53014</b>
Phone #:	<b>920-898-1005</b>
Toll Free #:	<b>1-800-558-5801</b>
Fax #:	<b>920-849-2629</b>
Email Address:	<a href="mailto:doug.blada@aebi-schmidt.com">doug.blada@aebi-schmidt.com</a>

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, 5% discount
	<b>TOTAL PRICE:</b>	<b>\$ 765,832.00</b>

Qty	Price
1	\$ 765,832.00

Spec #	Description	Answer
	AIRFIELD EQUIPMENT OPTIONS: Use this section to offer 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	Engine oil pan heater, pad type	\$ 722.00	\$ -
13.2	Engine block heater, immersion type	\$ 499.00	\$ -
13.3	Battery trickle charger, 1.5 amp	\$ 578.00	\$ -
13.4	Battery charger, 20 amp	\$ 657.00	\$ -
13.5	Battery heater, pad type	\$ 1,066.00	\$ -
13.6	Remote battery jump start lugs	\$ 357.00	1 \$ 357.00
13.7	Remote air fill port	\$ 215.00	1 \$ 215.00
13.8	Hydraulic oil tank heater, pad type	\$ 606.00	\$ -
13.9	Fuel tank heater, pad type	\$ 722.00	\$ -
13.10	Coolant filter	\$ 217.00	1 \$ 217.00
13.11	Rear bumper chevron striping	\$ 358.00	1 \$ 358.00
13.12	Eight inch reflective stripe	\$ 854.00	\$ -
13.13	Numbers and lettering on unit	\$ 627.00	\$ -
13.14	Rustproofing: under floor, fenders and battery box	\$ 860.00	1 \$ 860.00
13.15	Rear mounted pintle hook	\$ 237.00	\$ -
13.16	Spare chassis tire and wheel	\$ 2,496.00	1 \$ 2,496.00

	<b>Chassis Cab Options:</b>				
13.17	Air Conditioning	\$	3,762.00	1	\$ 3,762.00
13.18	Deluge System (Requires side door wipers)	\$	2,139.00	1	\$ 2,139.00
13.19	Side door window wipers	\$	858.00	1	\$ 858.00
13.20	Heated option for side door window wipers	\$	379.00	1	\$ 379.00
13.21	Heated option for windshield wipers	\$	555.00	1	\$ 555.00
13.22	Radio, AM/FM with weather band and CD player	\$	648.00	1	\$ 648.00
13.23	Rear view camera system, color (Includes rear facing LED flood light)	\$	2,083.00	1	\$ 2,083.00
13.24	Golight Stryker remote spot light on cab, (1)	\$	862.00		\$ -
13.25	HID lights on cab light bar, flood, (2)	\$	1,829.00		\$ -
13.26	HID lights on cab light bar, trapezoid, (2)	\$	1,702.00	1	\$ 1,702.00
13.27	HID lights on cab light bar, spot, (2)	\$	1,715.00		\$ -
13.28	LED lights on cab light bar, flood, (2)	\$	1,076.00		\$ -
13.29	LED lights on cab light bar, trapezoid, (2)	\$	1,009.00	1	\$ 1,009.00
13.30	LED lights on cab light bar, spot, (2)	\$	1,017.00		\$ -
13.31	Rear facing LED flood lights, (2)	\$	381.00	1	\$ 381.00
13.32	Amber snow plow lights on cab light bar, (2)	\$	525.00		\$ -
13.33	Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket	\$	267.00	1	\$ 267.00
13.34	Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket	\$	325.00		\$ -
	<b>Reversible Plow Options:</b>				
13.35	Flared moldboard blade in place of straight moldboard blade	\$	2,739.00	1	\$ 2,739.00
13.36	24 foot plow in place of 20 foot plow	\$	3,807.00	1	\$ 3,807.00
13.37	22 foot plow in place of 20 foot plow	\$	1,904.00		\$ -
13.38	Plow trip moldboard	\$	2,198.00		\$ -
13.39	Hands free hitch	\$	1,496.00	1	\$ 1,496.00
	<b>Plow cutting edges</b>				
13.40	Poly cutting edge in place of steel cutting edge, 20 foot	\$	1,681.00		\$ -
13.41	Poly cutting edge in place of steel cutting edge, 22 foot	\$	1,792.00		\$ -
13.42	Poly cutting edge in place of steel cutting edge, 24 foot	\$	1,903.00	1	\$ 1,903.00
13.43	Kueper cutting edge in place of steel cutting edge, 20 foot	\$	4,340.00		\$ -
13.44	Kueper cutting edge in place of steel cutting edge, 22 foot	\$	4,714.00		\$ -
13.45	Kueper cutting edge in place of steel cutting edge, 24 foot	\$	5,088.00		\$ -
13.46	Carbide cutting edge in place of steel cutting edge, 20 foot	\$	2,066.00		\$ -
13.47	Carbide cutting edge in place of steel cutting edge, 22 foot	\$	2,216.00		\$ -
13.48	Carbide cutting edge in place of steel cutting edge, 24 foot	\$	2,366.00		\$ -
13.49	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 20 foot	\$	4,856.00		\$ -
13.50	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 22 foot	\$	5,281.00		\$ -
13.51	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 24 foot	\$	5,707.00		\$ -
	<b>Plow Spare Parts</b>				
13.52	Caster tire and wheel	\$	970.00		\$ -
13.53	Caster tire, wheel, hub, bearings, axle and nuts	\$	1,182.00		\$ -
13.54	Caster tire and wheel, foam filled	\$	1,047.00		\$ -
13.55	Caster tire, wheel, hub, bearings, axle and nuts, foam filled	\$	1,260.00	1	\$ 1,260.00
	<b>Broom Head Options:</b>				
13.56	20 foot broom head in place of 18 foot	\$	4,426.00		\$ -
13.57	22 foot broom head in place of 18 foot	\$	8,852.00	1	\$ 8,852.00
	<b>Broom Engine Options:</b>				
13.58	Broom engine oil pan heater, pad type	\$	715.00		\$ -
13.59	Broom engine block heater, immersion type	\$	494.00		\$ -
13.60	Hydraulic oil tank heater, pad type	\$	600.00		\$ -
13.61	Coolant filter	\$	425.00	1	\$ 425.00
13.62	Fuel tank heater, pad type	\$	722.00		\$ -
	<b>Broom General Options:</b>				
13.63	Broom speed tachometer	\$	770.00	1	\$ 770.00
13.64	Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	\$	566.00	1	\$ 566.00
13.65	Broom hydrostatic pressure guage	\$	496.00	1	\$ 496.00

13.66	Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	\$ 3,226.00	\$ -
<b>Broom Wafer Options:</b>			
13.67	All steel 13# wire wafers in place of all poly on 18 foot broom	\$ 722.00	\$ -
13.68	All steel 13# wire wafers in place of all poly on 20 foot broom	\$ 827.00	\$ -
13.69	All steel 13# wire wafers in place of all poly on 22 foot broom	\$ 880.00	\$ -
13.70	8# poly. 13# wire, 50/50 wafers in place of all poly on 18 foot broom	\$ 361.00	\$ -
13.71	8# poly. 13# wire, 50/50 wafers in place of all poly on 20 foot broom	\$ 417.00	\$ -
13.72	8# poly. 13# wire, 50/50 wafers in place of all poly on 22 foot broom	\$ 440.00	1 \$ 440.00
<b>Broom Spare Parts</b>			
13.73	Spare set 18 foot cores	\$ 5,263.00	\$ -
13.74	Spare set 20 foot cores	\$ 5,616.00	\$ -
13.75	Spare set 22 foot cores	\$ 5,894.00	1 \$ 5,894.00
13.76	Set of four broom carts, non-adjustable	\$ 1,134.00	\$ -
13.77	End plate jack for use with core change (2)	\$ 525.00	1 \$ 525.00
13.78	Spare caster tire and wheel, nitrogen filled	\$ 665.00	\$ -
13.79	Spare caster, tire, wheel, hub, bearings, axle and nuts, nitrogen filled	\$ 881.00	\$ -
13.80	Spare caster tire and wheel, foam filled	\$ 508.00	\$ -
13.81	Spare caster, tire, wheel, hub, bearings, axle and nuts, foam filled	\$ 709.00	1 \$ 709.00
13.82	46" x 19.5" Poly Wafer, 8 lbs. 101-137212	\$ 14.35	\$ -
13.83	46" x 19.5" 13# Wire Wafer, 13lbs. 101-92109	\$ 23.10	\$ -
13.84	19.5" Spacer Ring. 402-93914	\$ 1.47	\$ -
<b>MB5 add on Options:</b>			
13.85	1250 gallon liquid deicer with 22 foot boomless spray bar	\$ 81,200.00	\$ -
13.86	5 cubic yard dry material spreader with 200 gallon pre-wet system	\$ 91,900.00	1 \$ 91,900.00
	Body Shop Rate	n/a	
	Mechanic Shop Rate	\$150.00/hour	
	Broom Head Vibrator	\$ 2,543.13	\$ 2,544.00
	Manual Pattern Adjustment (linkage system)	N/C	N/C
	Numerical LED lighting	\$ 908.00	\$ 795.79
	Autolube system	\$ 15,105.00	\$ 15,105.00

<b>Total before discount</b>		<b>\$ 924,377.79</b>
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<b>Volume Discount (exclusive of shipping fees)</b>	-2.5%	<b>\$ (23,109.44)</b>
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<b>Total Before 100% Prepay Discount</b>		<b>\$ 901,268.35</b>
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<b>Full Prepayment Discount (exclusive of shipping fees)</b>	-1%	<b>\$ (9,012.68)</b>
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<b>Total after discounts</b>		<b>\$ 892,255.66</b>
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Cost per loaded mile for delivery of Airport/Airfield Equipment	\$ 15.49	1070	\$ 16,574.30
Starting Point: Chilton, WI 53014			

<b>Additional cost per loaded mile (Line 155 identifies cost per loaded mile for a regular MB5) \$.50</b>		1070	<b>\$ 535.00</b>
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<b>Total</b>	<b>\$ 909,364.96</b>
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<b>Estimated Lead Time: 300-360 days</b>
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<b>SPECIAL BUILD NOTES</b> (included features specific to Denver International Airport) Front warning beacon shall be LED (amber) M-B standard. Rear warning beacon shall be LED (blue) M-B standard. Liquid units shall be boomless with a spray path of 20 feet. Solid material spreader shall be Swenson with the ability to offset. Solid material spreader dispersal width of 20 feet. Touch pads for operating either the liquid or the solid material spreaders shall have icons not numbered touch pads .
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\$ 909,364.96
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