

Price quote for:	13.0 PRICE SCHEDULE AIRPORT AIRFIELD MAINTENANCE EQUIPMENT	
		EXHIBIT A
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, 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
	TOTAL PRICE:	\$ 825,570.00

Qty 1 Price \$ 825,570.00

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	\$ 760.00
13.2	Engine block heater, immersion type	\$ 526.00
13.3	Battery trickle charger, 1.5 amp	\$ 609.00
13.4	Battery charger, 20 amp	\$ 692.00
13.5	Battery heater, pad type	\$ 1,123.00
13.6	Remote battery jump start lugs	\$ 376.00
13.7	Remote air fill port	\$ 227.00
13.8	Hydraulic oil tank heater, pad type	\$ 638.00
13.9	Fuel tank heater, pad type	\$ 760.00
13.10	Coolant filter	\$ 229.00
13.11	Rear bumper chevron striping	\$ 377.00
13.12	Eight inch reflective stripe	\$ 899.00
13.13	Numbers and lettering on unit	\$ 660.00
13.14	Rustproofing: under floor, fenders and battery box	\$ 906.00
13.15	Rear mounted pintle hook	\$ 250.00
13.16	Spare chassis tire and wheel	\$ 2,628.00
	Chassis Cab Options:	
13.17	Air Conditioning	\$ 3,961.00
13.18	Deluge System (Requires side door wipers)	\$ 2,252.00
13.19	Side door window wipers	\$ 904.00
13.20	Heated option for side door window wipers	\$ 399.00

\$	-
\$	-
\$	-
\$	-
\$	-
1	\$ 376.00
1	\$ 227.00
\$	-
\$	-
1	\$ 229.00
1	\$ 377.00
\$	-
\$	-
1	\$ 906.00
\$	-
\$	-
1	\$ 3,961.00
1	\$ 2,252.00
1	\$ 904.00
1	\$ 399.00

13.21	Heated option for windshield wipers	\$	585.00	1	\$	585.00
13.22	Radio, AM/FM with weather band and CD player	\$	683.00	1	\$	683.00
13.23	Rear view camera system, color (Includes rear facing LED flood light	\$	2,193.00	1	\$	2,193.00
13.24	Golight Stryker remote spot light on cab, (1)	\$	908.00		\$	-
13.25	HID lights on cab light bar, flood, (2)	\$	1,926.00		\$	-
13.26	HID lights on cab light bar, trapezoid, (2)	\$	1,792.00	1	\$	1,792.00
13.27	HID lights on cab light bar, spot, (2)	\$	1,806.00		\$	-
13.28	LED lights on cab light bar, flood, (2)	\$	1,133.00		\$	-
13.29	LED lights on cab light bar, trapezoid, (2)	\$	1,063.00	1	\$	1,063.00
13.30	LED lights on cab light bar, spot, (2)	\$	1,071.00		\$	-
13.31	Rear facing LED flood lights, (2)	\$	402.00		\$	-
13.32	Amber snow plow lights on cab light bar, (2)	\$	553.00		\$	-
13.33	Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket	\$	282.00	1	\$	282.00
13.34	Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket	\$	343.00		\$	-
Reversible Plow Options:						
13.35	Flared moldboard blade in place of straight moldboard blade	\$	2,884.00	1	\$	2,884.00
13.36	24 foot plow in place of 20 foot plow	\$	4,008.00	1	\$	4,008.00
13.37	22 foot plow in place of 20 foot plow	\$	2,005.00		\$	-
13.38	Plow trip moldboard	\$	2,314.00		\$	-
13.39	Hands free hitch	\$	1,575.00	1	\$	1,575.00
Plow cutting edges						
13.40	Poly cutting edge in place of steel cutting edge, 20 foot	\$	1,770.00		\$	-
13.41	Poly cutting edge in place of steel cutting edge, 22 foot	\$	1,887.00		\$	-
13.42	Poly cutting edge in place of steel cutting edge, 24 foot	\$	2,004.00	1	\$	2,004.00
13.43	Kueper cutting edge in place of steel cutting edge, 20 foot	\$	4,569.00		\$	-
13.44	Kueper cutting edge in place of steel cutting edge, 22 foot	\$	4,963.00		\$	-
13.45	Kueper cutting edge in place of steel cutting edge, 24 foot	\$	4,356.00		\$	-
13.46	Carbide cutting edge in place of steel cutting edge, 20 foot	\$	2,175.00		\$	-
13.47	Carbide cutting edge in place of steel cutting edge, 22 foot	\$	2,333.00		\$	-
13.48	Carbide cutting edge in place of steel cutting edge, 24 foot	\$	2,491.00		\$	-
13.49	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 20 foot	\$	5,112.00		\$	-
13.50	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 22 foot	\$	5,559.00		\$	-
13.51	Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 24 foot	\$	6,008.00		\$	-
Plow Spare Parts						
13.52	Caster tire and wheel	\$	1,022.00		\$	-
13.53	Caster tire, wheel, hub, bearings, axle and nuts	\$	1,245.00		\$	-
13.54	Caster tire and wheel, foam filled	\$	1,103.00		\$	-
13.55	Caster tire, wheel, hub, bearings, axle and nuts, foam filled	\$	1,327.00	1	\$	1,327.00
Broom Head Options:						
13.56	20 foot broom head in place of 18 foot	\$	1,659.00		\$	-
13.57	22 foot broom head in place of 18 foot	\$	9,318.00	1	\$	9,318.00
Broom Engine Options:						
13.58	Broom engine oil pan heater, pad type	\$	753.00		\$	-
13.59	Broom engine block heater, immersion type	\$	520.00		\$	-
13.60	Hydraulic oil tank heater, pad type	\$	632.00		\$	-
13.61	Coolant filter	\$	448.00	1	\$	448.00
13.62	Fuel tank heater, pad type	\$	760.00		\$	-
Broom General Options:						
13.63	Broom speed tachometer	\$	811.00	1	\$	811.00
13.64	Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	\$	596.00	1	\$	596.00
13.65	Broom hydrostatic pressure guage	\$	523.00	1	\$	523.00
13.66	Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	\$	3,396.00		\$	-
Broom Wafer Options:						
13.67	All steel 13# wire wafers in place of all poly on 18 foot broom	\$	760.00		\$	-
13.68	All steel 13# wire wafers in place of all poly on 20 foot broom	\$	871.00		\$	-
13.69	All steel 13# wire wafers in place of all poly on 22 foot broom	\$	927.00		\$	-
13.70	8# poly. 13# wire, 50/50 wafers in place of all poly on 18 foot broom	\$	380.00		\$	-
13.71	8# poly. 13# wire, 50/50 wafers in place of all poly on 20 foot broom	\$	439.00		\$	-
13.72	8# poly. 13# wire, 50/50 wafers in place of all poly on 22 foot broom	\$	499.00	1	\$	499.00
Broom Spare Parts						

13.73	Spare set 18 foot cores	\$	5,540.00		\$	-
13.74	Spare set 20 foot cores	\$	5,912.00		\$	-
13.75	Spare set 22 foot cores	\$	6,205.00		\$	-
13.76	Set of four broom carts, non-adjustable	\$	1,194.00		\$	-
13.77	End plate jack for use with core change (2)	\$	553.00	1	\$	553.00
13.78	Spare caster tire and wheel, nitrogen filled	\$	700.00		\$	-
13.79	Spare caster, tire, wheel, hub, bearings, axle and nuts, nitrogen filled	\$	928.00		\$	-
13.80	Spare caster tire and wheel, foam filled	\$	535.00		\$	-
13.81	Spare caster, tire, wheel, hub, bearings, axle and nuts, foam filled	\$	747.00	1	\$	747.00
13.82	46" x 19.5" Poly Wafer, 8 lbs. 101-137212	\$	26.21		\$	-
13.83	46" x 19.5" 13# Wire Wafer, 13lbs. 101-92109	\$	33.35		\$	-
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	\$	89,748.00		\$	-
13.86	5 cubic yard dry material spreader with 200 gallon pre-wet system	\$	101,574.00		\$	-
Broom Head Vibrator						
		\$	2,722.00		\$	2,722.00
Numerical LED lighting						
		\$	859.00		\$	859.00
Autolube system						
		\$	15,860.00		\$	15,860.00
Total of above:					\$	886,533.00

Additional for upgrading to (MB5C) including fully cradling and many other additions and improvements. Please note that a cradling unit cannot have liquid or dry material spreader add.

Total for MB5C with all options: \$ 1,015,564.00

Multi Unit Discount, must buy 3+ units -5.00% \$ (50,778.20)
Discount applies to each unit

Total for each unit after discount: \$ 964,785.80

Cost per loaded mile for delivery of Airport/Airfield Equipment	\$	24.00	1070	\$	25,680.00
Starting Point: City, State, Zip: Chilton, WI 53014				\$	990,465.80