

**Attachment I**  
**COST PROPOSAL**  
**Section 3 - Discount % Off Evaluation**  
**Heavy Construction Equipment**

**ADDITIONAL INSTRUCTION:**

1. Offeror must complete all required fields (fields in a **blue** highlight) on this Cost Proposal. The format and structure of the Cost Proposal is intended to allow for a fair discount % off type evaluation of like costs among Offerors. Deviation from the format or structure of this Cost Proposal may result in Offeror's proposal being deemed non-responsive.
2. It has been determined that the best pricing structure for this portion of the evaluation is a simple "percentage off" of the most current dated Supplier's suggested government or commercial catalog or price list. The pricing matrix is a percentage off the Supplier's Suggested Retail Price. Suppliers can submit actual pricing schedules for their equipment though, with the percentage discount already figured, as long as the Supplier list price is stated first, then the discount, then the final discount price. You will have to keep it updated as pricing changes occur.
3. Within the tables, if you have different discounts for different brands / models / sizes of equipment or options, you WILL have to list the items. If you need more space, insert additional lines as necessary. Light blue highlighted cells signify a requested vendor input.

**MINIMUM DISCOUNT % OFF TABLE**

Category #	Offered Minimum Discount % Off			
1 <b>ARTICULATED DUMP HAULERS</b> Hard type value <b>ONLY</b> if offering a single % for the entire category -->				
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
260 P-Tier	13Nov2024 (Base List Price)	\$ 611,528.00	27.0%	\$ 446,415.44
310 P-Tier	13Nov2024 (Base List Price)	\$ 679,227.00	27.0%	\$ 495,835.71
410 P-Tier	13Nov2024 (Base List Price)	\$ 847,387.00	27.0%	\$ 618,592.51
460 P-Tier	13Nov2024 (Base List Price)	\$ 899,366.00	27.0%	\$ 656,537.18
ADT Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various
2 <b>ARTICULATED HAULERS</b> Hard type value <b>ONLY</b> if offering a single % for the entire category -->		N/A		
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
3 <b>BACKHOES</b> Hard type value <b>ONLY</b> if offering a single % for the entire category -->				
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
310 G-Tier	13Nov2024 (Base List Price)	\$ 145,536.00	41.0%	\$ 85,866.24
310 P-Tier	13Nov2024 (Base List Price)	\$ 160,288.00	41.0%	\$ 94,569.92
320 P-Tier	13Nov2024 (Base List Price)	\$ 171,604.00	41.0%	\$ 101,246.36
410 P-Tier	13Nov2024 (Base List Price)	\$ 200,537.00	40.0%	\$ 120,322.20
710 P-Tier	13Nov2024 (Base List Price)	\$ 288,174.00	41.0%	\$ 170,022.66
Backhoe Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various
210 G-Tier	13Nov2024 (Base List Price)	\$ 136,722.00	37.0%	\$ 86,134.86
210 P-Tier	13Nov2024 (Base List Price)	\$ 144,299.00	37.0%	\$ 90,908.37
Tractor Loader Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various
4 <b>PLANER/COLD PLANER</b> Hard type value <b>ONLY</b> if offering a single % for the entire category -->		N/A		
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
5 <b>COMPACTORS:</b> Hard type value <b>ONLY</b> if offering a single % for the entire category -->		N/A		
<b>A. ROAD</b> Hard type value <b>ONLY</b> if offering a single % for the entire sub-category -->		N/A		
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
<b>B. ASPHALT</b> Hard type value <b>ONLY</b> if offering a single % for the entire sub-category -->		N/A		
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
<b>C. LANDFILL</b> Hard type value if offering a single % for the entire sub-category -->		N/A		

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**6 DOZERS**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
450 P-Tier	12Nov2024 (Base List Price)	\$ 172,120.00	25.0%	\$ 129,090.00
550 P-Tier	12Nov2024 (Base List Price)	\$ 207,788.00	25.0%	\$ 155,841.00
650 P-Tier	12Nov2024 (Base List Price)	\$ 237,514.00	27.0%	\$ 173,385.22
700L	12Nov2024 (Base List Price)	\$ 255,887.00	23.0%	\$ 197,032.99
700 P-Tier	12Nov2024 (Base List Price)	\$ 267,077.00	23.0%	\$ 205,649.29
750L	12Nov2024 (Base List Price)	\$ 384,938.00	23.0%	\$ 296,402.26
750 P-Tier	12Nov2024 (Base List Price)	\$ 433,299.00	23.0%	\$ 333,640.23
850L	12Nov2024 (Base List Price)	\$ 478,037.00	25.0%	\$ 358,527.75
850 P-Tier	12Nov2024 (Base List Price)	\$ 553,606.00	25.0%	\$ 415,204.50
850 X-Tier	18Nov2024 (Base List Price)	\$ 597,895.00	25.0%	\$ 448,421.25
950K	12Nov2024 (Base List Price)	\$ 783,480.00	32.0%	\$ 532,766.40
950 P-Tier	12Nov2024 (Base List Price)	\$ 844,916.00	26.0%	\$ 625,237.84
1050K	12Nov2024 (Base List Price)	\$ 961,458.00	32.0%	\$ 653,791.44
1050 P-Tier	12Nov2024 (Base List Price)	\$ 913,642.00	26.0%	\$ 676,095.08
Crawler Dozer Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various

**7 MOTOR GRADERS**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
620G	13Nov2024 (Base List Price)	\$ 425,223.00	40.0%	\$ 255,133.80
622G	13Nov2024 (Base List Price)	\$ 487,918.00	40.0%	\$ 292,750.80
670G	13Nov2024 (Base List Price)	\$ 473,429.00	41.0%	\$ 279,323.11
672G	13Nov2024 (Base List Price)	\$ 522,153.00	41.0%	\$ 308,070.27
770G	13Nov2024 (Base List Price)	\$ 511,059.00	42.0%	\$ 296,414.22
772G	13Nov2024 (Base List Price)	\$ 568,132.00	42.0%	\$ 329,516.56
870G	13Nov2024 (Base List Price)	\$ 554,406.00	42.0%	\$ 321,555.48
872G	13Nov2024 (Base List Price)	\$ 630,385.00	42.0%	\$ 365,623.30
Motor Grader Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various

**8 PAVERS**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**9 RECLAIMERS**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**10 SITE DUMPERS**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**11 SKID STEERS**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
316GR	13Nov2024 (Base List Price)	\$ 58,643.00	28.0%	\$ 42,222.96
318G	13Nov2024 (Base List Price)	\$ 63,795.00	28.0%	\$ 45,932.40
320G	13Nov2024 (Base List Price)	\$ 66,796.00	28.0%	\$ 48,093.12
324G	13Nov2024 (Base List Price)	\$ 69,804.00	28.0%	\$ 50,258.88
330G	13Nov2024 (Base List Price)	\$ 81,568.00	28.0%	\$ 58,728.96
330 P-Tier	13Nov2024 (Base List Price)	\$ 88,443.00	28.0%	\$ 63,678.96
332G	13Nov2024 (Base List Price)	\$ 94,345.00	28.0%	\$ 67,928.40
334 P-Tier	13Nov2024 (Base List Price)	\$ 116,648.00	28.0%	\$ 83,986.56
Skid Steer Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various
317G	13Nov2024 (Base List Price)	\$ 74,744.00	28.0%	\$ 53,815.68
325G	13Nov2024 (Base List Price)	\$ 85,730.00	28.0%	\$ 61,725.60

331G	13Nov2024 (Base List Price)	\$ 98,275.00	28.0%	\$ 70,758.00
331 P-Tier	13Nov2024 (Base List Price)	\$ 107,502.00	28.0%	\$ 77,401.44
333G	13Nov2024 (Base List Price)	\$ 117,518.00	28.0%	\$ 84,612.96
333 P-Tier	13Nov2024 (Base List Price)	\$ 123,848.00	28.0%	\$ 89,170.56
335 P-Tier	13Nov2024 (Base List Price)	\$ 142,226.00	28.0%	\$ 102,402.72
Compact Track Loader Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various

12 TELEHANDLERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

13 TRACK EXCAVATORS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
75 P-Tier	13Nov2024 (Base List Price)	\$ 153,092.00	31.0%	\$ 105,633.48
85 P-Tier	13Nov2024 (Base List Price)	\$ 168,349.00	31.0%	\$ 116,160.81
130 P-Tier	13Nov2024 (Base List Price)	\$ 250,577.00	31.0%	\$ 172,898.13
135 P-Tier	13Nov2024 (Base List Price)	\$ 280,736.00	31.0%	\$ 193,707.84
160 P-Tier	13Nov2024 (Base List Price)	\$ 282,260.00	31.0%	\$ 194,759.40
200 G-Tier	13Nov2024 (Base List Price)	\$ 285,714.00	31.0%	\$ 197,142.66
210 P-Tier	13Nov2024 (Base List Price)	\$ 305,203.00	31.0%	\$ 210,590.07
245 P-Tier	13Nov2024 (Base List Price)	\$ 380,440.00	31.0%	\$ 262,503.60
250 P-Tier	13Nov2024 (Base List Price)	\$ 364,508.00	31.0%	\$ 251,510.52
300 P-Tier	13Nov2024 (Base List Price)	\$ 419,636.00	31.0%	\$ 289,548.84
345 P-Tier	13Nov2024 (Base List Price)	\$ 501,944.00	31.0%	\$ 346,341.36
350 P-Tier	13Nov2024 (Base List Price)	\$ 480,163.00	31.0%	\$ 331,312.47
380 P-Tier	13Nov2024 (Base List Price)	\$ 497,779.00	31.0%	\$ 343,467.51
470 P-Tier	13Nov2024 (Base List Price)	\$ 716,158.00	31.0%	\$ 494,149.02
510 P-Tier	10Feb2025 (Base List Price)	\$ 721,033.00	31.0%	\$ 497,512.77
670 P-Tier	13Nov2024 (Base List Price)	\$ 1,032,220.00	31.0%	\$ 712,231.80
870 P-Tier	13Nov2024 (Base List Price)	\$ 1,353,430.00	31.0%	\$ 933,866.70
Excavator Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various
17 P-Tier	13Nov2024 (Base List Price)	\$ 42,583.00	26.0%	\$ 31,511.42
26 P-Tier	13Nov2024 (Base List Price)	\$ 51,743.00	26.0%	\$ 38,289.82
30 P-Tier	13Nov2024 (Base List Price)	\$ 61,812.00	26.0%	\$ 45,740.88
35 P-Tier	13Nov2024 (Base List Price)	\$ 68,240.00	26.0%	\$ 50,497.60
50 P-Tier	13Nov2024 (Base List Price)	\$ 92,597.00	26.0%	\$ 68,521.78
60 P-Tier	13Nov2024 (Base List Price)	\$ 108,837.00	26.0%	\$ 80,539.38
Compact Excavator Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various

14 TRACKED LOADERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
655K	13Nov2024 (Base List Price)	\$ 320,216.00	27.0%	\$ 233,757.68
755K	13Nov2024 (Base List Price)	\$ 449,767.00	27.0%	\$ 328,329.91
Crawler Loader Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various

15 WHEEL LOADERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
444 G-Tier	13Nov2024 (Base List Price)	\$ 209,006.00	35.0%	\$ 135,853.90
444 P-Tier	13Nov2024 (Base List Price)	\$ 224,374.00	37.0%	\$ 141,355.62
524 P-Tier	13Nov2024 (Base List Price)	\$ 253,622.00	38.0%	\$ 157,245.64
544 G-Tier	13Nov2024 (Base List Price)	\$ 246,050.00	34.0%	\$ 162,393.00
544 P-Tier	13Nov2024 (Base List Price)	\$ 277,373.00	38.0%	\$ 171,971.26
624 P-Tier	13Nov2024 (Base List Price)	\$ 312,030.00	37.0%	\$ 196,578.90
644 G-Tier	13Nov2024 (Base List Price)	\$ 347,441.00	32.0%	\$ 236,259.88
644 P-Tier	13Nov2024 (Base List Price)	\$ 380,532.00	33.0%	\$ 254,956.44
644 X-Tier	13Nov2024 (Base List Price)	\$ 426,572.00	36.0%	\$ 273,006.08
724 P-Tier	13Nov2024 (Base List Price)	\$ 400,474.00	33.0%	\$ 268,317.58
744 P-Tier	13Nov2024 (Base List Price)	\$ 559,413.00	29.0%	\$ 397,183.23
744 X-Tier	13Nov2024 (Base List Price)	\$ 607,108.00	31.0%	\$ 418,904.52
824 P-Tier	13Nov2024 (Base List Price)	\$ 589,051.00	29.0%	\$ 418,226.21
824 X-Tier	13Nov2024 (Base List Price)	\$ 638,376.00	31.0%	\$ 440,479.44
844 P-Tier	13Nov2024 (Base List Price)	\$ 700,313.00	29.0%	\$ 497,222.23
904 P-Tier	13Nov2024 (Base List Price)	\$ 757,794.00	29.0%	\$ 538,033.74
944 X-Tier	13Nov2024 (Base List Price)	\$ 1,343,484.00	34.0%	\$ 886,699.44
Wheel Loader Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various
184 G-Tier	13Nov2024 (Base List Price)	\$ 84,134.00	24.0%	\$ 63,941.84
204 G-Tier	13Nov2024 (Base List Price)	\$ 107,963.00	24.0%	\$ 82,051.88
244 P-Tier	13Nov2024 (Base List Price)	\$ 135,396.00	24.0%	\$ 102,900.96
304 G-Tier	13Nov2024 (Base List Price)	\$ 128,036.00	24.0%	\$ 97,307.36
324 P-Tier	13Nov2024 (Base List Price)	\$ 152,057.00	24.0%	\$ 115,563.32
344 P-Tier	13Nov2024 (Base List Price)	\$ 206,300.00	24.0%	\$ 156,788.00

Compact Wheel Loader Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various
326 P-Tier	13Nov2024 (Base List Price)	\$ 182,706.00	24.0%	\$ 138,856.56
Compact Tele Lift Loader Base Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various

**16 WHEELED EXCAVATOR**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
190GW	13Nov2024 (Base List Price)	\$ 430,140.00	42.0%	\$ 249,481.20
Excavator Based Coded Attachments	15Nov2024 (Base List Price)	Various	14.0%	Various

**17 SWEEPERS:**

Hard type value if offering a single % for the entire category -->

N/A

**A. AIRPORT/RUNWAY, WALK BEHIND**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**B. RIDING**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**C. PARKING LOT**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**D. SIDEWALK**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**E. STREET**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**18. ASPHALT DISTRIBUTOR**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**19. BROOM**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**20. CHIP SPREADER**

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**21. CRACK ROUTER / SEALANT**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**22. DITCHER**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**23. CONVEYER: DRUM, SINGLE, DOUBLE, COMBI, STATIC**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**24. EMULSION TANK**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**25. MELTER, MILLS, MIXER**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**26. OIL DISTRIBUTOR**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**27. PATCH TRUCK, PATCHERS**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**28. ROAD WIDENER**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**29. ROLLER**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**30. SCRAPER, SCREED**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**31. SPRAYER/WATER TRUCK/ WATER TANK**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

**32. STABILIZER**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -

## NASPO ValuePoint Master Agreement OK-SW-192-600

### John Deere Construction Retail Sales a Division of John Deere Shared Services LLC

#### List Price Discounts

**Note: Discounts will be calculated based on current pricing at the time an agency requests the quote and will be valid for 30 days.**

Please contact your local dealer for a contract quote: <https://dealerlocator.deere.com/servlet/>

Product Family	Model	List Price Discount
Articulated Dump Trucks	260 P-Tier	27%
Articulated Dump Trucks	310 P-Tier	27%
Articulated Dump Trucks	410 P-Tier	27%
Articulated Dump Trucks	460 P-Tier	27%

Product Family	Model	List Price Discount
Backhoes	310 G-Tier	41%
Backhoes	310 P-Tier	41%
Backhoes	320 P-Tier	41%
Backhoes	410 P-Tier	40%
Backhoes	710 P-Tier	41%

Product Family	Model	List Price Discount
Compact Track Loaders	317G	28%
Compact Track Loaders	325G	28%
Compact Track Loaders	331G	28%
Compact Track Loaders	331 P-Tier	28%
Compact Track Loaders	333G	28%
Compact Track Loaders	333 P-Tier	28%
Compact Track Loaders	335 P-Tier	28%

Product Family	Model	List Price Discount
Dozers	450 P-Tier	25%
Dozers	550 P-Tier	25%
Dozers	650 P-Tier	27%

Dozers	700L	23%
Dozers	700 P-Tier	23%
Dozers	750L	23%
Dozers	750 P-Tier	23%
Dozers	850L	25%
Dozers	850 P-Tier	25%
Dozers	850 X-Tier	25%
Dozers	950K	32%
Dozers	950 P-Tier	26%
Dozers	1050K	32%
Dozers	1050 P-Tier	26%

Product Family	Model	List Price Discount
Crawler Loaders	655K	27%
Crawler Loaders	755K	27%

Product Family	Model	List Price Discount
Excavators	75 P-Tier	31%
Excavators	85 P-Tier	31%
Excavators	130 P-Tier	31%
Excavators	135 P-Tier	31%
Excavators	160 P-Tier	31%
Excavators	190GW	42%
Excavators	200 G-Tier	31%
Excavators	210 P-Tier	31%
Excavators	245 P-Tier	31%
Excavators	250 P-Tier	31%
Excavators	300 P-Tier	31%
Excavators	345 P-Tier	31%
Excavators	350 P-Tier	31%
Excavators	380 P-Tier	31%
Excavators	470 P-Tier	31%



Excavators	510 P-Tier	31%
Excavators	670 P-Tier	31%
Excavators	870 P-Tier	31%

Product Family	Model	List Price Discount
Compact Excavators	17 P-Tier	26%
Compact Excavators	26 P-Tier	26%
Compact Excavators	30 P-Tier	26%
Compact Excavators	35 P-Tier	26%
Compact Excavators	50 P-Tier	26%
Compact Excavators	60 P-Tier	26%

Product Family	Model	List Price Discount
Tractor Loader	210 G-Tier	37%
Tractor Loader	210 P-Tier	37%

Product Family	Model	List Price Discount
Motor Graders	620G	40%
Motor Graders	622G	40%
Motor Graders	670G	41%
Motor Graders	672G	41%
Motor Graders	770G	42%
Motor Graders	772G	42%
Motor Graders	870G	42%
Motor Graders	872G	42%

Product Family	Model	List Price Discount
Skid Steers	316GR	28%
Skid Steers	318G	28%
Skid Steers	320G	28%
Skid Steers	324G	28%

Skid Steers	330G	28%
Skid Steers	330 P-Tier	28%
Skid Steers	332G	28%
Skid Steers	334 P-Tier	28%

Product Family	Model	List Price Discount
Wheel Loaders	444 G-Tier	35%
Wheel Loaders	444 P-Tier	37%
Wheel Loaders	524 P-Tier	38%
Wheel Loaders	544 G-Tier	34%
Wheel Loaders	544 P-Tier	38%
Wheel Loaders	624 P-Tier	37%
Wheel Loaders	644 G-Tier	32%
Wheel Loaders	644 P-Tier	33%
Wheel Loaders	644 X-Tier	36%
Wheel Loaders	724 P-Tier	33%
Wheel Loaders	744 P-Tier	29%
Wheel Loaders	744 X-Tier	31%
Wheel Loaders	824 P-Tier	29%
Wheel Loaders	824 X-Tier	31%
Wheel Loaders	844 P-Tier	29%
Wheel Loaders	904 P-Tier	29%
Wheel Loaders	944 X-Tier	34%

Product Family	Model	List Price Discount
Compact Wheel Loaders	184 G-Tier	24%
Compact Wheel Loaders	204 G-Tier	24%
Compact Wheel Loaders	244 P-Tier	24%
Compact Wheel Loaders	304 G-Tier	24%
Compact Wheel Loaders	324 P-Tier	24%
Compact Wheel Loaders	344 P-Tier	24%

<b>Product Family</b>	<b>Model</b>	<b>List Price Discount</b>
Compact Tele Lift Loader	326 P-Tier	24%

<b>Product Family</b>	<b>Model</b>	<b>List Price Discount</b>
Base Coded Attachments	Various	14%

For Contract questions, contact:

Brooke L. DeVol

Contract Administrator

John Deere Construction Retail Sales

309-207-0431

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