



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM



Date: August 5, 2025

To: Frank A. Nastasi, City Manager

From: Robert J. Bruner, Deputy City Manager
Chris Wilson, Assistant City Manager
Rob Maleszyk, Chief Financial Officer
Kyle Vieth, Controller
Kurt Bovensiepe, Public Works Director
Brian D Varney, Fleet Division Manager
Emily Frontera, Purchasing Manager

Subject: Standard Purchasing Resolution 4: State of Michigan MiDEAL Cooperative Purchasing Agreement – DPW Replacement Construction Equipment.

History

- The John Deere 624P Wheel Loader with attachments being purchased is a planned replacement budgeted in the 2026 fiscal year.
- This purchase replaces existing construction equipment that has reached its intended life expectancy and will not increase the size of the existing Department of Public Works motor pool fleet.
- The State of Michigan MiDEAL Program awarded a contract agreement to *AIS Construction Equipment Corporation of New Hudson MI* for John Deere construction equipment. (Contract #240000000158).

Purchasing

- *AIS Construction Equipment Corporation of New Hudson, MI* is the awarded bidder in the State of Michigan Cooperative bid, MiDeal Contract #240000000158.
- The contract pricing is valid thru January 16, 2029 on equipment purchased from AIS Construction Equipment Corporation.
- City Council authorized participation in the Cooperative Purchasing Programs on February 5, 2024 (Resolution #2024-02-031-J-5)
- Pricing to purchase a John Deere 624P Wheel Loader with attachments has been secured through AIS Construction as detailed below and as in the attached proposal per the MiDEAL Cooperative Purchasing Contract.

Financial

- Funds are available in the Public Works Fleet Division Capital Fund under project number 2026C0063 for the 2026 Fiscal Year.
- Expenditures of \$298,422.41 will be charged to Account Number 661.571.565.981.



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Trade-In

AIS Construction Equipment Corporation trade-in allowance of our current 2003 Case 821C Wheel Loader and miscellaneous attachments is \$29,000.

Qty.		Unit Cost	Total Cost	Project#	Budget
1	John Deere 624P Wheel Loader with attachments	\$327,422.41	\$327,422.41	2026C0063	\$300,000.00
	Project Total		\$327,422.41		
1	Trade-in Value		-\$29,000.00		
	GRAND TOTAL LESS TRADE-IN VALUE		\$298,422.41		

Recommendation

City Management requests authorization to purchase a Replacement John Deere 624P Wheel Loader with attachments from *AIS Construction Equipment Corporation of New Hudson, MI*, the authorized Michigan dealer for John Deere construction equipment, as per the State of Michigan MiDEAL Cooperative Purchasing Contract #240000000158 for an estimated total cost of \$327,422.41 less the trade-in amount of \$29,000 for a total estimated cost of \$298,422.41 as detailed in the attached quote; not to exceed budgetary limitations.



**GRAND RAPIDS**

600 AIS Drive Southwest
Grand Rapids, MI 49548
Telephone: (616) 538-2400

LANSING

3600 North Grand River Avenue
Lansing, MI 48906
Telephone: (517) 321-8000

SAGINAW

4600 AIS Drive
Bridgeport, MI 48722
Telephone: (989) 777-0090

RICHMOND

65809 Gratiot Avenue
Lenox, MI 48050
Telephone: (586) 727-7502

TRAVERSE CITY

8300 M-72 East
Williamsburg, MI 49690
Telephone: (231) 267-9513

WEST DETROIT

56555 Pontiac Trail
New Hudson, MI 48165
Telephone: (248) 437-8121

July 21, 2025

Mr. Brian Varney
Fleet Operations Manager
City of Troy Public Works
4693 Rochester Road
Troy, MI 48085

RE: State of Michigan MiDeal pricing for new Deere 624P wheel loader.
MiDeal contract # 240000000158

Dear Mr. Varney,

AIS Construction Equipment Corp & John Deere are pleased to provide the following pricing for a new Deere model 624P wheel loader.
Pricing is current MiDeal State Contract Pricing and as such will be firm until there is a manufacturer list price increase.

One (1) New John Deere 624P wheel loader as outlined in the attached equipment details pages:

List Price	\$ 412,312.00
Less State Contract Discount 30.5 %	(125,755.16)
Sub-Total	\$ 286,556.84
PDI 1%	2,865.57
Gem 3.0 yd. x 96" bucket w/bolt on edge	10,500.00
Lincoln Auto-Lube Installed	12,500.00
48 mos./2,000 hr. powertrain & hydraulic warranty	3,700.00
new AIS Manufactured 14' snow pusher with rubber edge & steel side wear plates	10,800.00
Delivery to Troy	500.00
 TOTAL CASH PRICE DELIVERED	 \$ 327,422.41
Trade Value Case 821C s.n. 155020	(25,000.00)
Trade Value Misc. Items (ACS buckets/forks, snow pushers/plows)	(4,000.00)
 NET CASH PRICE DELIVERED TO TROY	 \$ 298,422.41

As AIS is authorized vendor for MiDeal contract # 240000000158, if PO is issued please have made out to:

AIS Construction Equipment Corp.
56555 Pontiac Trail
New Hudson, MI 48165

All quotes subject to possible tariff surcharges.

Please contact me any time with questions or if additional info is needed. AIS & my-self look forward to assisting you with any of your construction equipment needs. AIS is Michigan Owned & Operated!

Sincerely,
AIS Construction Equipment Co.

Craig Vick

Craig Vick
Governmental Sales Manager
586-634-2760

ckv