

Saucon Valley School District

Meeting of the Ad Hoc Finance Committee

February 17, 2021 – 5:00 pm

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Welcome to the meeting of the Saucon Valley School Board Ad Hoc Finance Committee. Our objective is to serve the students, parents, and residents of our community. You are an important part of this meeting and we look forward to your questions and comments. We are all here for the same reason. All opinions are welcomed and equally valuable. Our only request is that we address each other with civility and respect. Our courtesy toward each other is the best way to show our students how much we respect them as well.

Committee Members – Edward Andres, Cedric Dettmar, Dr. Shamim Pakzad, Shawn Welch

Agenda

- I. **Call to the Order** – *Cedric Dettmar, Committee Chair*
- II. **Pledge of Allegiance**
- III. **Recording of Attendance** – *David Bonenberger, Committee Secretary*
- IV. **Motion to Approve Agenda**
- V. **Approval of Minutes** – January 27, 2021
- VI. **Courtesy of the Floor to Visitors – Agenda Items Only** – *Visitors should state their name and address.*
- VII. **Discussion: Future Technology Leases** – Michael Hanssen
- VIII. **Presentation of Copier/Printer Replacement Proposal** – David Bonenberger
- IX. **Discussion: Purchase of John Deere Tractor w/ snow attachments** – John McCabe
- X. **Discussion: Purchase of Floor Burnisher** – John McCabe
- XI. **Discussion: 2021-2022 Budget** – David Bonenberger
- XII. **Discussion: Diesel Fuel Bid** – David Bonenberger
- XIII. **Discussion: Dollar Threshold for Requiring Finance Committee Approval**
- XIV. **New Business**

XV. Old Business

XVI. Courtesy of the Floor to Visitors - *Visitors should state their name and address.*

XVII. Future Meetings – March 17, 2021

XVIII. Motion to Adjourn

The Saucon Valley School District does not discriminate on the basis of race, color, national origin, age, sex, or handicap

A meeting of the Finance Committee was held on Wednesday, January 27, 2021 via a Zoom online meeting. Present were Finance Committee members Edward Andres, Cedric Dettmar, Dr. Shamim Pakzad and Shawn Welch. Also present were David Bonenberger - Committee Secretary and Superintendent Dr. Craig Butler. Visitors: Susan Baxter, Michael Karabin, John McCabe, Sandra Miller, Jaime Vlasaty

- I. **Call to the Order** – 5:00 pm - *Cedric Dettmar, Committee Chair*
- II. **Pledge of Allegiance**
- III. **Recording of Attendance** – *David Bonenberger, Committee Secretary*
3-present, 1-absent (Andres)
- IV. **Motion to Approve Agenda** – Director Pakzad, seconded by Director Welch moved to approve the Agenda. Vote: 3-yes, 0-no, 1-absent (Andres)
- V. **Approval of Minutes** – Director Pakzad, seconded by Director Welch moved to approve the minutes of January 13, 2021. Vote: 3-yes, 0-no, 1-Absent (Andres)
- VI. **Courtesy of the Floor to Visitors – Agenda Items Only** – None

Director Andres arrived at 5:12 pm.

- VII. **Discuss Purchasing:**
 1. **Floor Scrubber** - \$19,400
 2. **Power Washer** - \$5,716.00
 3. **Replacement Gate for Transportation** - \$9,878
 4. **Burnisher** – Repair for \$3,000 or purchase new for \$10,000

The committee decided to wait on purchasing the Floor Scrubber and the Burnisher and investigate the lead time required for ordering.

Director Welch, seconded by Director Andres moved to approve placing the purchase of the Power Washer and Replacement Gate on the next Board meeting agenda for approval. Vote: 4-yes, 0-no

- VIII. **Discussion: After School/Summer School using COVID Funds** – Dr. Butler discussed with committee if it was possible to use \$30,000 to \$35,000 in ESSR II Grant funds to do an after school tutoring program for grades 7 – 12, Monday - Thursday , 1.5 hours per day with teachers paid at \$40/hour.

- IX. Discussion: Financing for 5 year Plan of Major Repair Projects** – John McCabe presented 3 repair issues that should be placed on top of the priority list. High School Windows, Roofing and the Large HV/AC unit on the High School Roof. There was discussion on how to fund these projects.
- X. Discussion: New Federal Grants** – The committee would like any new federal grants used for existing expenses.
- XI. Overview of 2021 – 2022 Budget** – Mr. Bonenberger gave a brief overview of the 2021-2022 budget. It was suggested by Director Welch to put an additional \$440,000 into the Budget to then be able to transfer into the Capital Reserves to aid in funding the future major repair projects mentioned.

Director Miller left the meeting at 5:52pm.

- XII. New Business** – Mr. Bonenberger informed the committee that the 87 Octane fuel could be sold, the committee chose to continue with the plan of prepaying.
- XIII. Old Business**
- XIV. Courtesy of the Floor to Visitors** – None
- XV. Future Meetings** – February 10, 2021
- XVI. Motion to Adjourn**

Director Welch, seconded by Director Andres moved to adjourn the meeting.

Vote: 3-yes, 0-no, 1-absent (Pakzad)

6:35pm

2021 Equipment Replacement Proposal

This plan replaces all student iPads (iPad Generation 6) with a new model and case. These iPads are currently in their 3rd year of use. All the student iPads will be sold back to Tek Savers, a company we have used in the past.

This plan also replaces the remaining 56 staff MacBooks which are currently in their 6th year of use. This expense was in the 2021-2022 budget. This expense could be removed from the budget to free up approximately \$44,000.

The sale of the old equipment will cover the cost of the first annual payment of a new 3 year 0% lease while helping reduce the annual payment from the previous leases. The old lease payments for Macs (\$52,580) and iPads (\$241,029.21) will be reduced to the new payment of \$236,669.50 for the 2022-2023 and 2023-2024 years.

We normally expect to get 5-6 years from a staff MacBook and 3-4 years on a student iPad.

The current quote of \$190 buyback for the gen 6 iPad is nearly $\frac{2}{3}$ of the original value. The generation 6 iPad is one of the largest used models currently in schools. It's expected that in the near future the used market will become flooded with the gen 6 model and the used price is projected to drop to \$75-\$100 within a year.

This proposal includes, at no cost additional to us, the two day onsite Apple Professional Learning valued at \$4,500, four days of Virtual Apple Professional Learning valued at \$1,450 and one year of AppleCare IT support valued at \$4,796.

Apple Professional Learning is customized professional learning that targets teacher proficiency with Apple hardware and software, and integrating technology into the classroom. Apple specialists and district leadership design learning experiences for a vanguard teacher group which then train other teachers throughout the year.



PURCHASE QUOTE: 472207
DATE: 01/13/2021
PAYMENT METHOD: Net 30
BUYER: Jack Harrison
EMAIL: jack@teksavers.com
PHONE: 5129141028
REF NO: Saucon Valley School District (PA) |
 Amanda Curran, Apple Finance

Teksavers Inc.

246 Investment Loop
 Hutto, Texas 78634

TO: Saucon Valley School District
 2097 Polk Valley Rd.
 Hellertown, Pennsylvania 18055
 US

SALES REP: Michael E. Hanssen

PHONE/FAX: 6108387001

SHIP TO: Teksavers Inc. /472207
 246 Investment Loop
 Hutto, Texas 78634
 United States
METHOD: Company Delivered
WARRANTY: 30 Day

MANUFACTURER	MODEL	CONDITION	QUANTITY	UNIT COST	EXTENDED COST
Apple	MR7F2LL/A	Good Condition	1900	\$190.00	\$361,000.00
<i>Apple iPad 9.7-Inch Gen. 6 32GB Black Space Gray Wi-Fi (2018) MR7F2LL/A</i>					
Apple	MJVE2LL/A	Good Condition	180	\$350.00	\$63,000.00
<i>Apple MacBook Air 13-Inch 1.6GHz Core i5 (E2015) MJVE2LL/A</i>					
Apple	MC700LL/A	Good Condition	200	\$155.00	\$31,000.00
<i>Apple MacBook Pro 13-inch 2.3GHz Core i5 (E2011) MC700LL/A</i>					
		Shipping	1	\$0.00	\$0.00
		Taxes	1	\$0.00	\$0.00

Order Total: \$455,000.00

BUYER NOTES

April/May, 2021 Estimate.
 Guarantee: 80%

APPLICABLE TERMS & CONDITIONS

Apple Terms & Conditions: 1

Teksavers Financial Terms & Conditions For Payment: Net 30, "TBD" Deposit upon Pickup

Teksavers Logistics Terms: Packaging Materials, Pickup & Labor

All devices/material listed on Purchase Order packaged by Teksavers Logistics Team and/or Customer (dependent on the scope of project).

Packaging Material & Freight (pallets, crates, boxes, protective sleeves, shrink wrap) provided by Teksavers.

Labor (dependent on the scope of project), provided by Teksavers.

Teksavers Cosmetic Condition & Functionality Terms:

From the original values of this Purchase Quote or Purchase Order listed herein, the below deductions (represented as a percentage of Unit Cost) will be applied to all units as a result of device condition & functionality.

The below percentages are indicative of Teksavers 2019-2020 Apple refresh projects deduction percentages per unit: (Sample size: 100 refreshes)

MacBook Air & Pro: Grade-A: 0%
MacBook Air & Pro: Grade-B: 8%
MacBook Air & Pro: Grade-C: 19%
MacBook Air & Pro: Grade-D: 42%
MacBook Air & Pro: Grade-F: 85%

Apple iPad & iMac: Grade-A: 0%
Apple iPad & iMac: Grade-B: 8%
Apple iPad & iMac: Grade-C: 19%
Apple iPad & iMac: Grade-D: 46%
Apple iPad & iMac: Grade-F: 100%

Apple Terms & Conditions: 2

Typical cosmetic & functional conditions, resulting in the above deduction percentages (below).

Grade-A: Non-blemish, like new cosmetic condition with no functionality issues.

Grade-B: Light scratching that is difficult to locate (can be seen, not felt). Dent that is difficult to locate and/or notice.

Grade-C: Significant scratching (several scratches that can be felt, up to ~3/4" in length). Multiple moderate denting.

Grade-D: Heavy scratching beyond finish of device, exposing aluminum. Up to or in excess of four heavy scratches, equal to or in excess of ~3/4" in length (including abrasions or 'scratch clouding', up to ~1" in circumference). Several heavy dents.

Grade-F: Heavy & deep scratching, beyond finish of device exposing aluminum (including abrasions or 'scratch clouding', up to ~1" in circumference, equal to or in excess of ~3/4" in length) and/or cracked display or damage affecting logic board or internal components. Heavy denting on any surface of the device.

For a complete breakdown of cosmetic & functional conditions (inclusive of the 'typical conditions', above) resulting in the assigned deductions, see:

Cosmetic & Functionality Condition Requisite

Devices in the below status will not be credited and are subject to return at the expense of the client:

iCloud Locked, Configurator Locked & EFI Password/Passcode Locked

Missing or Faulty Power Adapters:

MacBook Air/Pro: \$20.00/each

iPad's: \$7.00/each

Devices requiring the removal of Etching/Engraving will be deducted \$10.00/each.

Apple Terms & Conditions: 3

Cosmetic & Functionality Condition Requisite:

Grade-A: Non-blemish, like new cosmetic condition with no functionality issues.

Grade-B: Slight, nominal scratches & wear with a dent that is difficult to notice.

Grade-C: Significant scratches & wear with moderate denting. MB Air/Pro: Single dead pixel. Up to two (2), moderate dents, ~3/8" Width x ~2/16" Depth or less on corners and external chassis perimeter. Up to two (2), moderate lid, interior & bottom denting on device, up to ~1/2" in circumference; iPad's – Up to two (2), moderate dents, ~3/16" Width x ~1/16" Depth or less on corner(s)/sync port and external chassis perimeter, and one dent on device bottom, up to ~1/2" in circumference.

Grade-D: Heavy scratches & wear (or series of scratches & wear, creating a 'scratch cloud'). MB Air/Pro: Two to four (2-4) dead pixels and/or vertical or horizontal line obscuring display. Several heavy dents, ~3/8" Width x ~2/16" Depth (up to ~1/2" Width x ~1/4" Depth, maximum) on corners and external chassis perimeter and ~1/2" up to ~1" in circumference on the lid, interior & bottom of the device; iPad's – Several dents, ~3/16" Width x ~1/16" Depth (up to ~1/4" Width x ~2/16" Depth, maximum) on corners/sync port and external chassis perimeter with two (2) dents on device bottom, up to 3/4" in circumference. iPad's with lifted screens (separated or unattached at any point from the chassis bezel).

Grade-F: Cracked screen or cracked display and/or damage affecting logic board or internal components. MB Air/Pro: Deep, heavy scratches & wear (or series of deep, heavy scratches & wear), with large, heavy denting on any or all corners and external chassis perimeter, equal to or in excess of ~1/2" Width x ~1/4" Depth and/or heavy denting equal to or in excess of 1 & 1/4" in circumference on lid, interior & bottom of the device; iPad's – Deep, heavy scratches & wear (or series of deep, heavy scratches & wear) with dents on any or all corners/sync port and external chassis perimeter, equal to or in excess of ~1/4" Width x ~2/16" Depth, with two (2) dents on device bottom, equal to or in excess of 3/4" in circumference.

This Purchase Quote is valid for 45 days from date listed on Quote.

We appreciate the opportunity to serve you and look forward to handling your Apple refresh.

Teksavers Apple Refresh Contacts:

Jack Harrison
jack@teksavers.com, 512-914-1028

Or

Rick Louden
rick@teksavers.com, 512-222-3952

Purchase Order Confirmed By:
Not confirmed.

SalesOrder Confirmed By:
Not confirmed.

Apple Inc. Education Price Quote

Customer:	Michael Hanssen SAUCON VALLEY SCHOOL DIST Phone: 6108387001 email: michael.hanssen@svpanthers.org	Apple Inc:	Troy Jakobeit 5505 W Parmer Lane Bldg 7 Austin, TX 78727 Phone: +1-512-6746054 email: troyj@apple.com
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Apple Quote: 2206963743

Quote Date: Thursday, January 28, 2021

Quote Valid Until: Saturday, February 27, 2021

Quote Comments:

Please reference Apple Quote number on your Purchase Order.

Row #	Details & Comments	Qty	Unit List Price	Extended List Price
1	<p>10.2-inch iPad Wi-Fi 32GB-Space Gray (10-pack), STM case, w/ 3YR AppleCare+ for Schools (no service fee) Part Number: BRJM2LL/A</p> <p>10.2-inch iPad Wi-Fi 32GB - Space Gray (10-pack) Part Number: MYLU2LL/A Quantity: 2,100</p> <p>3-Year AppleCare+ for Schools - iPad 8th Gen. no service fee Part Number: S7831LL/A Quantity: 2,100</p> <p>STM Dux Plus Duo for 10.2-inch iPad (7th and 8th generation) with built-in holder for Apple Pencil - Black Part Number: HNU02ZM/A Quantity: 2,100</p>	210	\$3,779.50	\$793,695.00
2	<p>13-inch MacBook Air: Apple M1 chip with 8-core CPU and 7-core GPU, 128GB - Silver (5-Pack) Part Number: MGNJ3LL/A</p> <p>Configuration:</p> <ul style="list-style-type: none"> • 065-C99J 16-core Neural Engine • 065-C99K Apple M1 chip with 8-core CPU and 7-core GPU • 065-C99M 8GB unified memory • 065-C99P 128GB SSD storage • 065-C9CK Touch ID • 065-C9CJ Two Thunderbolt / USB 4 ports • 065-C9CH Force Touch trackpad 	55	\$779.00	\$42,845.00

- 065-C9CL Retina display with True Tone
- 065-C9DH Backlit Magic Keyboard – US English
- 065-C9DP Accessory Kit

3	13-inch MacBook Air: Apple M1 chip with 8-core CPU and 7-core GPU, 128GB – Silver Part Number: MGN83LL/A Configuration: <ul style="list-style-type: none"> • 065-C99J 16-core Neural Engine • 065-C99K Apple M1 chip with 8-core CPU and 7-core GPU • 065-C99M 8GB unified memory • 065-C99P 128GB SSD storage • 065-C9CK Touch ID • 065-C9CJ Two Thunderbolt / USB 4 ports • 065-C9CH Force Touch trackpad • 065-C9CL Retina display with True Tone • 065-C9DH Backlit Magic Keyboard – US English • 065-C9DL Accessory Kit 	1	\$799.00	\$799.00
4	AppleCare OS Support – Select (1 Year) Part Number: D6602ZM/A	1	\$4,796.00	\$0.00
5	Apple Professional Learning Two Day Prepaid Offering Part Number: D2460LL/B	1	\$4,500.00	\$0.00
6	Apple Professional Learning Virtual Support: Educator Coaching (Prepaid Offering) Part Number: D8165LL/A	4	\$1,450.00	\$0.00

Edu List Price Total	\$837,339.00
– Additional Tax	\$0.00
– Estimated Tax	\$0.00
Extended Total Price*	\$837,339.00

*In most cases Extended Total Price does not include Sales Tax
 *If applicable, eWaste/Recycling Fees are included.
 Standard shipping is complimentary

Complete your order by one of the following:

- This document has been created for you as Apple Quote ID 2206963743. Please contact your institution's Authorized Purchaser to submit the above quote online. For account access or new account registration, go to <https://ecommerce.apple.com>. Simply go to the Quote area of your Apple Education Online Store, click on it and convert to an order.
 - For registration assistance, call 1.800.800.2775
- If you are unable to submit your order online, please send a copy of this Quote with your Purchase Order via email to institutionorders@apple.com. **Be sure to reference the Apple Quote number on the PO to ensure expedited processing of your order.**
 - For more information, go to provision C below, for details.

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 - o PURCHASE ORDER NUMBER
 - o VALID SIGNATURE OF AN AUTHORIZED PURCHASER
 - o APPLE PART NUMBER AND/OR DESCRIPTION OF PRODUCT AND QUANTITY
 - o TOTAL DOLLAR AMOUNT AUTHORIZED OR UNIT PRICE AND EXTENDED PRICE ON ALL LINE ITEMS
 - o CONTACT INFORMATION: NAME, PHONE NUMBER AND EMAIL
- D. UNLESS THIS QUOTE SPECIFIES OTHERWISE, IT REMAINS IN EFFECT UNTIL Saturday, February 27, 2021 UNLESS APPLE WITHDRAWS IT BEFORE YOU PLACE AN ORDER, BY SENDING NOTICE OF ITS INTENTION TO WITHDRAW THE QUOTE TO YOUR ADDRESS SET OUT IN THE QUOTE.
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Opportunity ID: 18000003735493

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Document rev 10.6.1

Date of last revision – June 20th, 2016

\$1 Purchase Option

Thank you for considering Apple Financial Services to fund your technology plan. Please find your \$1 Purchase Option financing proposal below.

Financed Amount	Payment Date	Payment Amount (In Advance)
\$837,339.00	07/15/2021	\$364,000.00
	07/15/2022	\$236,669.50
	07/15/2023	\$236,669.50

*Budgetary pricing provided at 0% Promotional APR
March order placement with first payment due in July*

What is a \$1 Purchase Option?

This is a financing option designed for equipment ownership at the end of the financed term. The \$1 Purchase Option creates predictable payments while enabling universities and schools to deploy years' worth of equipment today using budgeted funds.

Why use a \$1 Purchase Option?

This option is usually recommended for educational institutions that know they want to own equipment at the end of term. Once the financed term ends, ownership will enable flexibility: continue using the equipment or trade it in to recover value toward new gear.

What are my options at the end of the financed term?

End of term options will be detailed in the final documents. The options include:

1. Purchase the equipment at end of term for \$1.
2. Trade in equipment for value toward a new purchase or financed term.

Overall, the \$1 Purchase Option enables administrators to buy more equipment today, while providing the flexibility that ownership allows.

Please do not hesitate to call or email me at the contact information below with any questions.

Amanda Curran

Northeast Area Finance Manager– | Apple Financial Services

T: 610.392.3629 | E: amandac@apple.com

Pricing Notes and Conditions

This proposal is for informational purposes and does not constitute a legally binding obligation of either party. Subject to the satisfactory completion of the Lessor's standard credit approval process and the completion of documentation acceptable to the Lessor, Apple Financial Services is not a financial advisor and does not have a fiduciary duty to you under federal securities laws. Consult with your financial advisor regarding the options offered.

Lease Discount Disclosure Statement: Apple Inc. through the Apple Financial Services program may provide an equipment discount to certain third-party investors. The discount may be applied to facilitate a lease rate discount. The actual interest rate paid on any resulting lease may be reflected in an amortization table provided with lease documents. The quoted payment amount does not include amounts that may be due for taxes or fees, if applicable.

The lease charge portion of the payments can be determined by applying to the total adjusted cost the rate which will amortize the total adjusted cost down to the purchase option amount. The lease charge rate may be higher than the actual annual interest rate because of the amortization of certain costs and fees incurred by the third-party investor. Rates may be subject to verification that the Lessee is a state or political subdivision as defined in Sec. 103 of the IRS Code, 1986.

**Saucon Valley School District
Fleet Refresh
Executive Summary**

Overview/Objectives

- Refresh existing aged fleet
- Reduce current device count
- Acquire visibility/control of fleet
- Reduce waste; increase security; improve cost management

Problem

- Aged fleet (7-15+ yrs.) causing reliability and productivity issues
- No fleet management software for monitoring and management of end-user printing
- Current fleet layout and configuration not optimal for current usage demands
- Copy Center concept no longer viable for effective use of SVSD resources

Solution

- Deconstruct Copy Center and reallocate funds to optimize SVSD printing initiatives
- Map out optimized fleet placement within 3 buildings based upon needs and volumes
- Reduce/eliminate print only desktop printers with MFP desktop devices
- Implement fleet management software (Papercut) to gain visibility, increase security and reduce costs

Highlights

<i>SVSD Current & Proposed Print Environment</i>					
	Total	Desktops Printers	Desktop Multi-Function	Stand Alone Multi-Function	Devices w/ Fleet Mgmt Software
Current Fleet	88	70	8	10	0
Proposed Fleet	48	0	23	25	48
Increase / Decrease	-45%	-100%	188%	150%	

- Benefits of Papercut
 - Control costs with simple account, bill or charge for every copy, print, scan, and fax.
 - Manage copiers printers and users from a streamlined web interface.
 - Report usage and costs per page, by user, device, and function.
 - Access devices via login, account code or ID/access card.
 - Enforce responsible use using rules, limits, and auto-notifications
- Greater functionality and redundancy throughout the campus
- All MFPs - no print-only devices

Financial Highlights

- Reduction in cost compared to current spend
- \$37,561.20 savings to SVSD
- Future savings through reduction of wasted prints through use of Papercut

Keys to Success

- Approval and implementation targeting Spring/Summer installation
- Detailed and managed implementation plan with SVSD and CD



Current Monthly Expenses

Feb-21

Machine	Serial Number	Speed	Scan Speed	B&W Avg.	B&W Allow.	B&W Copy Costs	Color Avg.	Color Allow.	Color Copy Costs	Monthly Lease & Service Base	Total Monthly Costs
XC70 C70OFCSR	E2B654091 M0B017716	70 B&W 70 Color	200 ipm				10,305	0	\$560.59 10,305 @ \$0.0544		
D125CP EFISVR	BG0968725 EX5411445	125 ppm	200 ipm				N/A	N/A	N/A		
D125CP EFISVR	BG0968736 EX5411444	125 ppm	200 ipm				N/A	N/A	N/A		
W5865APT	EX9305321	65 ppm	200 ipm				N/A	N/A	N/A		
W5865APT	EX9306511	65 ppm	200 ipm				N/A	N/A	N/A		
W5865APT	EX9306373	65 ppm	200 ipm				N/A	N/A	N/A		
W5865APT	EX9306287	65 ppm	200 ipm				N/A	N/A	N/A		
W5335PT	AE9566008	35 ppm	55 ipm				N/A	N/A	N/A		
W5335PT	AE9566291	35 ppm	55 ipm	118,606	571,600	\$0.0047	N/A	N/A	N/A		
W3655X	C7X236402	47 ppm	54 B&W 29 Color ipm				N/A	N/A	N/A	\$9,227.63	\$12,119.12
W3655X	C7X235841	47 ppm	54 B&W 29 Color ipm				N/A	N/A	N/A		
W3655X	C7X235844	47 ppm	54 B&W 29 Color ipm				N/A	N/A	N/A		
W3655X	C7X235994	47 ppm	54 B&W 29 Color ipm				N/A	N/A	N/A		
W3655X	C7X236397	47 ppm	54 B&W 29 Color ipm				N/A	N/A	N/A		
W3655X	C7X235988	47 ppm	54 B&W 29 Color ipm				N/A	N/A	N/A		
W3655X	C7X235989	47 ppm	54 B&W 29 Color ipm				N/A	N/A	N/A		
W3655X	C7X235995	47 ppm	54 B&W 29 Color ipm				N/A	N/A	N/A		
MFP3635X	BB1532705	35 ppm	35 B&W 24 Color ipm	3,227	0	\$63.25 3,227 @ \$0.0196	N/A	N/A	N/A		
(82) B&W / (12) Color Desktop Printers	Various	N/A	N/A	9,496	15,271	\$0.011	1,588	5,783	\$0.11	\$2,267.65	
				131,329	586,871	\$63.25	11,893	5,783	\$560.59	\$11,495.28	\$12,119.12

Proposed Xerox Solution - with PaperCut Software **Feb-21**

Machine	Serial Number Being Replaced	Speed	Scan Speed	B&W Avg.	B&W Allow.	B&W Overage Costs	Color Avg.	Color Allow.	Color Overage Costs	Monthly Lease & Service Base	Total Monthly Costs
(4) New 2021 AltaLink C8170's	(4) Devices EX9306287/EX9305321 EX9306511/EX9306373	70 B&W 70 Color ppm	270 ipm							see below	see below
(20) New 2021 AltaLink C8135's	(16) Devices AE9566008/XPHE6606298 XPH6606315/XPHE6606066 XPH6606064/C7X236397 XPH6606041/XPHE6606288 XPH6606296/XPHE6606053 C7X235995/XVH8Z01161 XPH6606013/XPHE6606086 XPH6606321/4AV774901 (4) New Placements	35 B&W 35 Color ppm	141 ipm	118,606	120,000	\$0.0045	10,305	10,500	\$0.049		
(1) New 2021 AltaLink B8145	(1) Device AE9566291	45 ppm	141 ipm				N/A	N/A	N/A		
(3) New 2021 VersaLink C405's	(3) Devices QVQ9700195 XPH6606043 QVQ9700053	36 B&W 36 Color ppm	52 B&W 27 Color ipm				1,588	2,000	\$0.099		
(20) New 2021 VersaLink B405's	(20) Devices BB1532705/LPD5Y41054 XPH6606063/XPJ8830749 Q620605296/XPHE6606070 C7X235988/C7X235989 C7X235994/XVH8Z01153 C7X235844/C7X235841 C7X236402/XPHE6606059 Q652943394/Q620605453 XVB8505139/XPHE6606094 CNBJ570621/Q652943384	47 ppm	55 B&W 29 Color ipm	12,723	15,000	\$0.0099	N/A	N/A	N/A		
PaperCut Software		Includes Mobile Printing Capabilities & Follow-Me-Printing Capabilities!!									
CDS Xerox Account Operations Team		N/A									
				131,329	135,000	\$0.00	11,893	12,500	\$0.00	\$12,098.00	\$12,098.00

Starts with 3 Bonus Months set @ \$0.00!! Instant Savings of \$36,294.00!!
 Months 1-3 Savings: \$36,294.00!! Monthly Savings: \$21.12!! Annual Savings: \$253.44!! Term Savings: \$37,561.20!!

60 Month Agreement (w/36 Month Early Upgrade Option @ NO PENALTY) Pricing Includes:
 Full Service/Supplies Maintenance Agreement for the length of lease (Parts, maintenance, labor & toner! Everything except paper)
INCLUDES TRAINING, DELIVERY, INSTALLATION, & NETWORKING AT NO ADDITIONAL COST!!
All Meter Rates are FIXED for THE ENTIRE LENGTH OF THE AGREEMENT!!

Top 10 Reasons to use PaperCut MF

PaperCut MF is the easy way to automatically monitor and manage copying and printing in your organization, giving you control over your costs and environmental impact. PaperCut MF checks print jobs on the print server and analyzes them, applying rules to enforce your print policies.

1 Cut Waste and Your Carbon Footprint

Encourage responsible printing with PaperCut MF quotas and print policies, cutting paper and toner costs and power usage. At-a-glance reporting on CO₂ and carbon emissions – by CO₂ volume or by tree – shows the impact.

2 Apply Print Policies Enterprise-Wide

With PaperCut MF, printing requests are intercepted at the print server to control jobs according to policies that encourage or enforce good behavior. Use job filtering to advanced scripting (JavaScript) to implement policies and improve device utilization.

For example you might route large jobs to dedicated high-speed printers, display popups to ask end users to confirm single sided output, automatically delete print jobs with incorrect paper sizes or suggest an alternative printer when a device is offline.

3 Solve mobile and BYOD Printing

Allow users to print from whatever BYOD or mobile device at their disposal. No matter the operating system, their location, the file format or the brand of printer, PaperCut MF has simple solutions to solve all these. All solutions integrate into PaperCut's standard print charging/accounting/quota process.

4 Enable Find-Me/Secure Print Release

PaperCut MF protects confidential documents and slashes the volume of unclaimed printouts by ensuring users release print jobs at the point of printing. With Find-Me printing, users queue print jobs to a virtual queue, and then release them for printing on a specific device. Secure Print Release requires user authentication before printing, ensuring that only authorized users can print and collect sensitive documents.

PaperCut MF can also be configured to require print approval, ensuring managers, teachers or SysAdmins authorize the printing of any job.

More benefits of PaperCut



Control costs

with simple account, bill or charge for every copy, print, scan and fax



Manage copiers

printers and users from a streamlined web interface



Report usage

and costs per page, by user, device and function



Access devices

via login, account code or ID/access card



Enforce

responsible use using rules, limits and auto-notifications

Top 10 Reasons to use PaperCut MF

5 Monitor and Report on Usage

Real-time monitoring and reports address all areas of print/copy/fax/scan management, ranging from detailed page logs to summaries by user, department, device or environmental impact. PaperCut MF offers more than 50 reports out of the box, in PDF, HTML or Microsoft Excel (.csv) format. Access reports from any web browser, or schedule them to be automatically generated and emailed. You can set up reports to use your own header, and create reports with custom data by specifying date ranges, filtering and sorting by the data available.

6 Deploy Simply

An installation wizard installs server software and then proceeds to automatically detect printers and multi-function devices on your network. Create users and groups automatically from directory services including Active Directory, Open Directory, Novell eDirectory or LDAP. Install wizards help you define user access rights, page costs and quotas. Client software is optional and can be run directly off a server share avoiding the need to install/deploy locally.

PaperCut MF integrates with printers and multi-function devices from all major vendors.

7 Administer Centrally, Manage Easily

PaperCut MF provides browser-based administration access from any network location, providing advanced administration and configuration options in an intuitive user interface.

End users have access to a set of web tools to track their own activity in real-time, query their account balances, view transactions, and transfer credit to other users.

8 Integrate with Your Intranet and Other Systems

A customizable web interface ensures you can easily integrate with your intranet site, and a fully documented API and scripting interface let you integrate PaperCut MF with other IT systems.

9 Scale Up Effortlessly

Modern software design and architecture provides scalability for networks of all sizes, from five to 500,000 users. Regardless of the number of servers and end users on your network, PaperCut MF will meet your needs.

10 Maximize Uptime and Availability

PaperCut MF delivers a robust approach to maintaining service by clustering at the print spooler, application server and database (for cluster-aware databases), as well as automatic fail-over protection against single points of failure.

PaperCut is used by more than 50,000 organizations in 100+ countries to cut costs and environmental impact.

"PaperCut's ease of use, mixed with its powerful scripting and filtering services - and combined with its many varied reports - make it our ideal print management solution. We can safely just leave it to do its job and not have to worry about running up massive printing bills."

Tony Ayre,
IT Manager,
Minehead Middle School

ACDI

sales@acd-inc.com
acd-inc.com | 800.990.2234

YOUR CONTRACT. YOUR QUOTE. YOUR HELP REQUESTED.

**Ensure your equipment arrives with no delay.
Issue your Purchase Order or Letter of Intent.**

To expedite the ordering process, please include the following information in Purchase Order or Letter of Intent:

For any questions, please contact:

- Shipping address
- Billing address
- Vendor: John Deere Company
2000 John Deere Run Cary,
NC 27513
- Contract name and/or number
- Signature
- Tax exempt certificate, if applicable

Matthew Schlegel

Deer Country Farm and Lawn
6670 Ruppsville Road
Allentown, PA 18106

Tel: 610-398-2553

Mobile Phone: 717-629-4139

Fax: 610-398-0650

Email: mattschlegel@deercountry.net

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

Deere & Company
 2000 John Deere Run
 Cary, NC 27513
 FED ID: 36-2382580; DUNS#: 60-7690989

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

Deer Country Farm and Lawn
 6670 Ruppsville Road
 Allentown, PA 18106
 610-398-2553
 allentowninfo@deercountry.net

Quote Summary

Prepared For:

SAUCON VALLEY SCHOOL DISTRICT
 2097 POLK VALLEY RD
 HELLERTOWN, PA 18055
 Business: 610-838-7028

Delivering Dealer:

Deer Country Farm and Lawn
 Matthew Schlegel
 6670 Ruppsville Road
 Allentown, PA 18106
 Phone: 610-398-2553
 Mobile: 717-629-4139
 mattschlegel@deercountry.net

Quote ID: 23627458
Created On: 08 February 2021
Last Modified On: 08 February 2021
Expiration Date: 08 March 2021

Equipment Summary	Selling Price	Qty	=	Extended
JOHN DEERE X758 Signature Series Tractor without mower deck Contract: PA Ag and Grounds Keeping Type Power Equip 4400020085 (PG 61 CG 22) Price Effective Date: February 7, 2021	\$ 10,229.38	X 1	=	\$ 10,229.38
JOHN DEERE ROPS Hard Cab Contract: PA Ag and Grounds Keeping Type Power Equip 4400020085 (PG 61 CG 22) Price Effective Date: February 7, 2021	\$ 5,326.86	X 1	=	\$ 5,326.86
JOHN DEERE 54 in. Quick-Hitch Front Blade Contract: PA Ag and Grounds Keeping Type Power Equip 4400020085 (PG 61 CG 22) Price Effective Date: February 7, 2021	\$ 1,152.32	X 1	=	\$ 1,152.32
JOHN DEERE 52 in. Quick-Hitch Rotary Broom Contract: PA Ag and Grounds Keeping Type Power Equip 4400020085 (PG 61 CG 22) Price Effective Date: February 7, 2021	\$ 2,308.87	X 1	=	\$ 2,308.87
JOHN DEERE 47 In. Quick-Hitch Two-Stage Snow Blower Contract: PA Ag and Grounds Keeping Type Power Equip 4400020085 (PG 61 CG 22) Price Effective Date: February 7, 2021	\$ 1,965.36	X 1	=	\$ 1,965.36
Equipment Total				\$ 20,982.79

Salesperson : X _____

Accepted By : X _____

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580; DUNS#: 60-7690989

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

Deer Country Farm and Lawn
6670 Ruppssville Road
Allentown, PA 18106
610-398-2553
allentowninfo@deercountry.net

* Includes Fees and Non-contract items

Quote Summary

Equipment Total	\$ 20,982.79
Trade In	
SubTotal	\$ 20,982.79
Est. Service Agreement Tax	\$ 0.00
Total	\$ 20,982.79
Down Payment	(0.00)
Rental Applied	(0.00)
Balance Due	\$ 20,982.79

Salesperson : X _____

Accepted By : X _____

Selling Equipment

Quote Id: 23627458 **Customer Name:** SAUCON VALLEY SCHOOL DISTRICT

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580; DUNS#: 60-7690989

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

Deer Country Farm and Lawn
6670 Rupperville Road
Allentown, PA 18106
610-398-2553
allentowninfo@deercountry.net

JOHN DEERE X758 Signature Series Tractor without mower deck

Hours:

Stock Number:

Contract: PA Ag and Grounds Keeping Type Power Equip **Selling Price ***
4400020085 (PG 61 CG 22) \$ 10,229.38

Price Effective Date: February 7, 2021

* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
5874M	X758 Signature Series Tractor without mower deck	1	\$ 12,929.00	24.00	\$ 3,102.96	\$ 9,826.04	\$ 9,826.04
Standard Options - Per Unit							
001A	United States and Canada	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
Standard Options Total			\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00
Dealer Attachments/Non-Contract/Open Market							
UC13263	Quik-Tatch Weight, 42 lb (19 kg)	4	\$ 60.99	24.00	\$ 14.64	\$ 185.41	\$ 185.41
BM20779	Rear Click-N-Go weight bracket (X400/X500 HDGTs, X700s, X940s)	1	\$ 166.91	24.00	\$ 40.06	\$ 126.85	\$ 126.85
BM20714	Click-N-Go Bracket (X400/X500 HDGTs, X700s)	1	\$ 119.84	24.00	\$ 28.76	\$ 91.08	\$ 91.08
Dealer Attachments Total			\$ 530.71		\$ 127.37	\$ 403.34	\$ 403.34
Value Added Services Total			\$ 0.00			\$ 0.00	\$ 0.00
Total Selling Price			\$ 13,459.71		\$ 3,230.33	\$ 10,229.38	\$ 10,229.38

JOHN DEERE ROPS Hard Cab

Selling Equipment

Quote Id: 23627458

Customer Name: SAUCON VALLEY SCHOOL DISTRICT

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

 Deere & Company
 2000 John Deere Run
 Cary, NC 27513
 FED ID: 36-2382580; DUNS#: 60-7690989

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

 Deer Country Farm and Lawn
 6670 Ruppssville Road
 Allentown, PA 18106
 610-398-2553
 allentowninfo@deercountry.net

Equipment Notes:
Hours:
Stock Number:
Selling Price *
Contract: PA Ag and Grounds Keeping Type Power Equip
 4400020085 (PG 61 CG 22)

\$ 5,326.86
Price Effective Date: February 7, 2021

* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
9356M	ROPS Hard Cab	1	\$ 5,220.00	24.00	\$ 1,252.80	\$ 3,967.20	\$ 3,967.20
Standard Options - Per Unit							
001A	US and Canada	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
Standard Options Total			\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00
Dealer Attachments/Non-Contract/Open Market							
BM25062	Mirror kit (X710,X730,X734, X738,X739,X750,X754, X758)	1	\$ 116.63	24.00	\$ 27.99	\$ 88.64	\$ 88.64
BM25063	Strobe light kit (X710,X730, X734,X738,X739,X750, X754,X758)	1	\$ 167.99	24.00	\$ 40.32	\$ 127.67	\$ 127.67
BM25081	Interior rear-view mirror kit (X710, X730, X734, X738, X739, X750, X754, X758)	1	\$ 117.70	24.00	\$ 28.25	\$ 89.45	\$ 89.45
BM25082	Work light kit (X710,X730, X734,X738,X739,X750, X754,X758)	1	\$ 235.40	24.00	\$ 56.50	\$ 178.90	\$ 178.90
BM25094	Heater quick connect kit (X710,X730,X734,X738, X739,X750,X754,X758)	1	\$ 188.31	24.00	\$ 45.19	\$ 143.12	\$ 143.12
BM25064	Switch-panel fuse block kit (X710,X730,X734,X738, X739,X750,X754,X758)	1	\$ 324.21	24.00	\$ 77.81	\$ 246.40	\$ 246.40
BM25061	Rear wiper kit (X710,X730, X734,X738,X739,X750, X754,X758)	1	\$ 159.43	24.00	\$ 38.26	\$ 121.17	\$ 121.17
BM25033	Heater, Tuck-Away	1	\$ 479.36	24.00	\$ 115.05	\$ 364.31	\$ 364.31
Dealer Attachments Total			\$ 1,789.03		\$ 429.37	\$ 1,359.66	\$ 1,359.66
Total Selling Price			\$ 7,009.03		\$ 1,682.17	\$ 5,326.86	\$ 5,326.86

Selling Equipment

Quote Id: 23627458 **Customer Name:** SAUCON VALLEY SCHOOL DISTRICT

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580; DUNS#: 60-7690989

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

Deer Country Farm and Lawn
6670 Ruppssville Road
Allentown, PA 18106
610-398-2553
allentowninfo@deercountry.net

JOHN DEERE 54 in. Quick-Hitch Front Blade

Equipment Notes:

Hours:

Stock Number:

Selling Price *

Contract: PA Ag and Grounds Keeping Type Power Equip
4400020085 (PG 61 CG 22)

\$ 1,152.32

Price Effective Date: February 7, 2021

* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
1492M	54 in. Quick-Hitch Front Blade	1	\$ 550.00	24.00	\$ 132.00	\$ 418.00	\$ 418.00
Standard Options - Per Unit							
0202	United States	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
0409	English operator's manual and decal kit	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
6818	Less Hydraulic Angling	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
6968	Less Front Quick-Hitch	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
Standard Options Total			\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00
Dealer Attachments/Non-Contract/Open Market							
BM26236	Front quick hitch and hydraulic lift (X400/X500 HDGTs, X700s, X940s)	1	\$ 739.37	24.00	\$ 177.45	\$ 561.92	\$ 561.92
BM25609	Hydraulic angling (X400/X500 HDGTs, X700s, X940s)	1	\$ 226.84	24.00	\$ 54.44	\$ 172.40	\$ 172.40
Dealer Attachments Total			\$ 966.21		\$ 231.89	\$ 734.32	\$ 734.32
Total Selling Price			\$ 1,516.21		\$ 363.89	\$ 1,152.32	\$ 1,152.32

JOHN DEERE 52 in. Quick-Hitch Rotary Broom

Selling Equipment

Quote Id: 23627458

Customer Name: SAUCON VALLEY SCHOOL DISTRICT

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

 Deere & Company
 2000 John Deere Run
 Cary, NC 27513
 FED ID: 36-2382580; DUNS#: 60-7690989

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

 Deer Country Farm and Lawn
 6670 Ruppssville Road
 Allentown, PA 18106
 610-398-2553
 allentowninfo@deercountry.net

Equipment Notes:
Hours:
Stock Number:
Selling Price *
Contract: PA Ag and Grounds Keeping Type Power Equip
 4400020085 (PG 61 CG 22)

\$ 2,308.87
Price Effective Date: February 7, 2021

* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
3880M	52 in. Quick-Hitch Rotary Broom	1	\$ 2,335.00	24.00	\$ 560.40	\$ 1,774.60	\$ 1,774.60
Standard Options - Per Unit							
1010	Less Front Quick-Hitch	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
2010	Less Hydraulic Angling	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
3010	Less 2000 RPM Front PTO	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
4010	Less Implement Drive Shaft	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
Standard Options Total			\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00
Dealer Attachments/Non-Contract/Open Market							
BM25305	2000-rpm front PTO (X500 HDGT and 4-wheel drive X700s)	1	\$ 402.31	24.00	\$ 96.55	\$ 305.76	\$ 305.76
BM25775	Broom implement drive shaft (X400/X500 HDGT and X700s)	1	\$ 300.67	24.00	\$ 72.16	\$ 228.51	\$ 228.51
Dealer Attachments Total			\$ 702.98		\$ 168.72	\$ 534.27	\$ 534.27
Total Selling Price			\$ 3,037.98		\$ 729.12	\$ 2,308.86	\$ 2,308.87

JOHN DEERE 47 In. Quick-Hitch Two-Stage Snow Blower

Equipment Notes:
Hours:
Stock Number:
Selling Price *
Contract: PA Ag and Grounds Keeping Type Power Equip
 4400020085 (PG 61 CG 22)

\$ 1,965.36
Price Effective Date: February 7, 2021

* Price per item - includes Fees and Non-contract items

Selling Equipment

Quote Id: 23627458

Customer Name: SAUCON VALLEY SCHOOL DISTRICT

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

 Deere & Company
 2000 John Deere Run
 Cary, NC 27513
 FED ID: 36-2382580; DUNS#: 60-7690989

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

 Deer Country Farm and Lawn
 6670 Ruppssville Road
 Allentown, PA 18106
 610-398-2553
 allentowninfo@deercountry.net

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
1474M	47 In. Quick-Hitch Two-Stage Snow Blower	1	\$ 2,265.00	24.00	\$ 543.60	\$ 1,721.40	\$ 1,721.40
Standard Options - Per Unit							
2010	Less Front Quick-Hitch	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
3010	Less Power Take Off	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
4010	Less Implement Drive and Upstop	1	\$ 0.00	24.00	\$ 0.00	\$ 0.00	\$ 0.00
Standard Options Total			\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00
Dealer Attachments/Non-Contract/Open Market							
BM25772	Implement drive and upstop (X400/X500 HDGT and X700s)	1	\$ 321.00	24.00	\$ 77.04	\$ 243.96	\$ 243.96
Dealer Attachments Total			\$ 321.00		\$ 77.04	\$ 243.96	\$ 243.96
Total Selling Price			\$ 2,586.00		\$ 620.64	\$ 1,965.36	\$ 1,965.36



HILLYARD / MID-ATLANTIC
 40 Ash Cir
 Warminster PA 18974-4800

Phone: 888 994 7272
 Fax: 866 265 0582

Quotation

Ship-to Party Address

Saucon Valley School District
 Accounts Payable
 2097 Polk Valley Rd
 Hellertown PA 18055-2400
 Customer Phone: 888-994-7272

www.hillyard.com

Information

Quotation No. 100665169
 Valid from 01/27/2021 to 03/13/2021
Document Date 01/27/2021
Customer No. 246216
Customer P.O. B5 Burnisher 01-27-2
Account Manager Tom McKeivitt
Phone 888-994-7272
Extension

Entered By: THMC

Page 1 of 1

Quotation Details

Item	Material Description	Quantity	Unit Price	Amount
0010	'SUMMER HRS/FRI CLOSED @ NOON Costars # 005-057 TNTB5510 B5 BATTERY WALK BEHIND BURNISHER 20IN B5 Walk-Behind Battery Burnisher 510 mm/20", 25A 85-265V AC 50/60Hz 1Ph On-Board for 185AH and 225AH, Automated Down Pressure, Dust Control System, Active - HEPA Filtration to 99.97% @ .3 microns	1 EA	10,788.09	10,788.09
0020	TNTSELF5 SELF PROPEL FOR B5	1 EA		
0040	TNT9009620 BATTERY WATERING SYSTEM HYDROLINK	1 EA		
			Gross Price	10,788.09
Tax and Freight charges are subject to change.				
DO NOT PAY FROM THIS QUOTATION!				