

**MINNESOTA  
PRICING SCHEDULE**  
(Typed responses required)

<b>Vendor Name:</b>	<b>Lano Equipment Inc, Anoka</b>
<b>Contact Person:</b>	<b>Scott Fahey</b>
<b>Street Address:</b>	<b>6140 Hwy 10 NW</b>
<b>P.O. Box:</b>	
<b>City, State, Zip</b>	<b>Anoka, MN 55303</b>
<b>Phone #:</b>	<b>612-223-0510</b>
<b>Toll Free #:</b>	<b>888-448-5266</b>
<b>Fax #:</b>	<b>763-422-3949</b>
<b>Email Address:</b>	<b><a href="mailto:scott_f@lanoequip.com">scott_f@lanoequip.com</a></b>

SPEC #	REQUESTED INFORMATION	ANSWER
1.0	<b>TRACTOR CATALOG SECTION PRICE LIST TITLE:</b> <b>Kubota BX, B, LL, L &amp;M Series</b>	
	<b>DATE AND ID# OF PRICE LIST:</b> <b>Varies</b>	
	<b>PERCENTAGE DISCOUNT TO BE APPLIED TO PRICE LIST:</b> <b>15% on Base Tractor</b>	
1.1	Price for manuals, (service, parts, repair, and operations)	<b>\$50</b>
1.2	Price for set of fluid and air filters	<b>\$160</b>
2.0	<b><u>PERFORMANCE/EXTENDED WARRANTY OPTIONS</u></b> Offer performance/warranty options. Numbers starting with 2.1, 2.2, etc. (Specify years, miles or hours extended term covers.)	
2.1	_____	\$ _____
2.2	_____	\$ _____
3.0	<b><u>INSTALLATION - PER HOUR</u></b> Installation services may be requested on an "as needed" basis. See Special Terms and Conditions	<b>\$98</b>
4.0	<b><u>NEW EQUIPMENT RENTAL PROGRAM</u></b> If rental programs are available on the new equipment offered, with the option to purchase, list the hourly/weekly/monthly rental rate. Indicate the percent of rental fee paid by the purchaser that will be applied to the purchase price. See Solicitation Special Terms & Conditions.	
	Hourly Rental Rate: _____	
	Weekly Rental Rate: \$ _____	
	Monthly Rental Rate: \$ _____	
	Percent (%) of Rental Fee applied to purchase price: \$ _____	
	If the new rental equipment is purchased and finance charges are applicable for the actual rental term only, state the actual interest rate here: _____	
5.0	<b><u>VENDOR OWNED RENTAL RETURN OR DEMO EQUIPMENT PROGRAM</u></b> See Special Terms and Conditions. DEDUCT cost per Used Hour from the original Contract Price	<b>\$15/hr</b>
6.0	<b><u>PERCENTAGE DISCOUNT OFF LIST PRICE FOR RELATED PARTS &amp; ACCESSORIES</u></b> See Special Terms and Conditions	<b>10%</b>
7.0	<b><u>DELIVERY STARTING POINT -</u></b> _____ <b>City, State, Zip</b> See Special Terms and Conditions - No flat rate allowed	<b>55303</b> <b>\$2.50 mile / \$100 minimum</b>