



1.4 Wausau Equipment Company LLC Pricing Summary

HGACBuy AR03-25

December 2024

Wausau Equipment Company LLC is pleased to offer our models that support airport runway snow and ice removal to the agencies using the HGACBuy contract as their means of purchasing the equipment.

Our pricing will be 25% off the MSRP for the equipment and 1% off MSRP for our OEM parts.

There will be occasions when the requirement will be configured differently than what is on our price sheets or the configurations must be determined at the time of quote due to specific customer requirements. These requests will be priced P.O.R. (price on request) at the same 25% off the MSRP.

Other items requiring additional information before quoting that will be P.O.R. will include:

- Chassis (truck)
- Extended warranties – typically cost plus 32%, our hourly labor rate at this time is \$189
- Training – typically \$1000 per day plus travel, lodging, and meals
- Installation and destination
- Manufacturer freight

Models available:

- Snogo ProBlast 2000H snow blower
- Snogo ProBlast 3000H snow blower
- Wausau Snodozer DF-3500 snow blower
- Tyler Ice 2000 gallon de-icer
- Tyler Ice 4000 gallon de-icer
- Tyler Ice 5000 gallon de-icer

Our website, <https://wausauequipment.com/>, has an easy to find Airport Equipment menu tab that will provide you with the brochure and detailed specifications of the models. Anytime you wish to gain more information do not hesitate in contacting Mike Minicucci, Motorized Division Sales Manager, 514-258-3085, mike.minicucci@grouperpmtech.com or Rikos Kasim, Director of Engineering for Airport Products, 262-278-9986, rkasim@wausauequipment.com.

Wausau is a member of Alamo Group Inc, <https://www.alamo-group.com/>.

Wausau Equipment Company LLC

December 2024

Program: HGACBuy AR03-25

USA pricing reflects a 25% discount off MSRP on equipment

USA pricing for OEM parts is 1% off MSRP (P.O.R.)

Description	MSRP	25% Discount	Net Price	Category
Snogo ProBlast 2000H (WK series snow blower)	\$244,083	\$61,020	\$183,062	A-D
Up to 2000 TPH				
Standard equipment includes:				
Volvo 218 HP Tier IV F engine				
102" Cutting Width				
Three (3) Serrated Augers				
Chain driven in an oil bath				
Turret and Telescopic Loading Chute				
Block Heater Cold Weather Starting Aid				
Air Cleaner and Restriction Indicator				
Residential Muffler				
High Engine Temp & Low oil Pressure Automatic Shut-Down System				
Multiplex Umbilical Cord w/ disconnect at engine				
Fuel Water Separator				
Control Box				

Snogo ProBlast 3000H (MP Series Snow Blower)	\$301,465	\$75,366	\$226,098	A-D
Up to 3000 TPH				
Standard equipment includes:				
Cummins, 300 HP Tier IV F engine				
114" Cutting Width				
Three (3) Serrated Augers				
Three (3) Serrated Augers				
Turret and Telescopic Loading Chute				
Block Heater Cold Weather Starting Aid				
Air Cleaner and Restriction Indicator				
Residential Muffler				
High Engine Temp & Low oil Pressure Automatic Shut-Down System				
Multiplex Umbilical Cord w/ disconnect at engine				
Fuel Water Separator				
Control Box				

Wausau Snodozer DF-3500 Self propelled snow blower	\$1,347,617	\$336,904	\$1,010,713	A-D
Up to 7500 TPH				
Standard equipment includes:				
360hp engine for chassis				
up to 600 hp for auxiliary engine				
62 000 GVW with planetary axles				
250 gallon fuel tank chassis				
two stage full mechanica blower				
112 inch cutting width				
52 inch impeller				
52 inch auger				
18 inch impeller depth				

Description	MSRP	25% Discount	Net Price	Category
Tyler Ice (2,000 gallon) reservoir/tank only	\$504,684	\$126,171	\$378,513	A-D
Chassis (truck)	P.O.R.		P.O.R.	
A new model year Western Star chassis, or comparable unit, is not included in the above price. The chassis will be configured at the time of quoting and will be quoted as 25% off MSRP				
Below are the specifications of this reservoir/tank only included in above price				
Detroit DD15, 475 HP diesel engine				

Description	MSRP	25% Discount	Net Price	Category
Allison 4500 RDS automatic transmission				
22,000 lbs. front axle with FEPTO provision				
70,000 lbs. rear tandem axle				
Front frame extension				
80 gallon/302 liter aluminum fuel tank LH				
Michelin XZY-3 425/65R22.5 front tires				
Bridgestone M870 315/80R22.5 rear tires				
Wausau/Tyler Ice Model AD4000SS-75S truck mounted De-Icer				
4000 gallon stainless steel tank				
Tank level sensor with electronic display readout on control panel				
50' spray swath with hydraulic folding aluminum spray arms				
One button automatic deploy/stow for spray arms				
(30) 3-way turret style medium spray nozzles installed on 30" centers				
Includes, #18 nozzle, #35 nozzle and streamer nozzle				

Wausau Control System including the following operations:				
Automatic Application Rate				
GPS Ground Speed Sensor				
Opening/closing of nozzles				
Spray arm movement				
Overall height adjustment				
Left wing fold in/out				
Right wing fold in/out				
Left wing tip fold in/out				
Right wing tip fold in/out				
Left spray arm raise/lower				
Right spray arm raise/lower				
600 gallon centrifugal liquid pump.				

Pump station to include the following functions:				
Spraying				
Spraying w/sparging				
Load w/o utilizing centrifugal pump				
Load utilizing centrifugal pump				
Unload w/o utilizing centrifugal pump				
Unload utilizing centrifugal pump				
Transfer of liquids between remote locations				

Lighting to include:				
Strobe light on top front of tank				
Strobe light on each end of spray arms				
Lights in rear bumper to meet FVMSS #108				
LED marker lights installed on spray arms				
Back-up Camera with display integrated in control console.				
Stainless Steel tan items painted Wausau Yellow				
Labor to Install				

Add to Base Price for these Additional Options	MSRP	25% Discount	Net Price	Category
75' Steel Spray Arms In Lieu of 50' arms	\$56,927	\$14,232	\$42,695	A-D
100' Spray Arms In Lieu of 50' arms	\$71,839	\$17,960	\$53,879	A-D
Mid-Ship Flushers	\$10,000	\$2,500	\$7,500	A-D
Low Temperature Hydraulic Oil for extreme cold weather	\$3,667	\$917	\$2,750	A-D
Right Hand Extended Tank Fill Kit	\$7,993	\$1,998	\$5,995	A-D
94cc Transmission mount hydraulic pump with PTO In Lieu of 100cc front mount hydraulic pump	\$5,767	\$1,442	\$4,325	A-D

Description	MSRP	25% Discount	Net Price	Category
Tyler Ice (4,000 gallon)	\$604,058	\$151,015	\$453,044	A-D
Chassis (truck)	P.O.R.		P.O.R.	

Description	MSRP	25% Discount	Net Price	Category
A new model year Western Star chassis, or comparable unit, is not included in the above price. The chassis will be configured at the time of quoting and will be quoted as 25% off MSRP				
Below are the specifications of this reservoir/tank only included in above price				
Detroit DD15, 475 HP diesel engine				
Allison 4500 RDS automatic transmission				
22,000 lbs. front axle with FEPTO provision				
70,000 lbs. rear tandem axle				
Front frame extension				
80 gallon/302 liter aluminum fuel tank LH				
Michelin XZY-3 425/65R22.5 front tires				
Bridgestone M870 315/80R22.5 rear tires				
Wausau/Tyler Ice Model AD4000SS-75S truck mounted De-Icer				
4000 gallon stainless steel tank				
Tank level sensor with electronic display readout on control panel				
50' spray swath with hydraulic folding aluminum spray arms				
One button automatic deploy/stow for spray arms				
(30) 3-way turret style medium spray nozzles installed on 30" centers				
Includes, #18 nozzle, #35 nozzle and streamer nozzle				

Wausau Control System including the following operations:				
Automatic Application Rate				
GPS Ground Speed Sensor				
Opening/closing of nozzles				
Spray arm movement				
Overall height adjustment				
Left wing fold in/out				
Right wing fold in/out				
Left wing tip fold in/out				
Right wing tip fold in/out				
Left spray arm raise/lower				
Right spray arm raise/lower				
600 gallon centrifugal liquid pump				

Pump station to include the following functions:				
Spraying				
Spraying w/sparging				
Load w/o utilizing centrifugal pump				
Load utilizing centrifugal pump				
Unload w/o utilizing centrifugal pump				
Unload utilizing centrifugal pump				
Transfer of liquids between remote locations				

Lighting to include:				
Strobe light on top front of tank				
Strobe light on each end of spray arms				
Lights in rear bumper to meet FVMSS #108				
LED marker lights installed on spray arms				
Back-up Camera with display integrated in control console				
Stainless Steel tan items painted Wausau Yellow				
Labor to Install				

Add to Base Price for these Additional Options	MSRP	25% Discount	Net Price	Category
75' Steel Spray Arms In Lieu of 50' aluminum arms	\$57,286	\$14,322	\$42,695	A-D
100' Steel Spray Arms In Lieu of 50' Aluminum arms	\$71,838	\$17,960	\$53,879	A-D
One (1) additional Back-Up camera	\$3,333	\$833	\$2,500	A-D
Mid-Ship Flushers	\$10,002	\$2,501	\$7,500	A-D
Low Temperature Hydraulic Oil for extreme cold weather	\$3,666	\$917	\$2,750	A-D
Right Hand Extended Tank Fill Kit	\$7,993	\$1,998	\$5,995	A-D

Description	MSRP	25% Discount	Net Price	Category
94cc Transmission mount hydraulic pump with PTO In Lieu of 100cc front mount hydraulic pump	\$5,767	\$1,442	\$4,325	A-D

Description	MSRP	25% Discount	Net Price	Category
Tyler Ice (5,000 gallon)	\$696,705	\$174,176	\$522,529	A-D
Chassis (truck)	P.O.R.		P.O.R.	
A new model year Western Star chassis, or comparable unit, is not included in the above price. The chassis will be configured at the time of quoting and will be quoted as 25% off MSRP				
Below are the specifications of this reservoir/tank only included in above price				
Detroit DD15, 475 HP diesel engine				
Allison 4500 RDS automatic transmission				
22,000 lbs. front axle with FEPTO provision				
70,000 lbs. rear tandem axle				
Front frame extension				
80 gallon/302 liter aluminum fuel tank LH				
Michelin XZY-3 425/65R22.5 front tires				
Bridgestone M870 315/80R22.5 rear tires				
Wausau/Tyler Ice Model AD4000SS-75S truck mounted De-Icer				
4000 gallon stainless steel tank				
Tank level sensor with electronic display readout on control panel				
75' spray swath with hydraulic folding steel spray arms				
One button automatic deploy/stow for spray arms				
(30) 3-way turret style medium spray nozzles installed on 30" centers				
Includes, #18 nozzle, #35 nozzle and streamer nozzle				

Wausau Control System including the following operations:				
Automatic Application Rate				
GPS Ground Speed Sensor				
Opening/closing of nozzles				
Spray arm movement				
Overall height adjustment				
Left wing fold in/out				
Right wing fold in/out				
Left wing tip fold in/out				
Right wing tip fold in/out				
Left spray arm raise/lower				
Right spray arm raise/lower				
600 gallon centrifugal liquid pump				

Pump station to include the following functions:				
Spraying				
Spraying w/sparging				
Load w/o utilizing centrifugal pump				
Load utilizing centrifugal pump				
Unload w/o utilizing centrifugal pump				
Unload utilizing centrifugal pump				
Transfer of liquids between remote locations				

Lighting to include:				
Strobe light on top front of tank				
Strobe light on each end of spray arms				
Lights in rear bumper to meet FVMSS #108				
LED marker lights installed on spray arms				
Back-up Camera with display integrated in control console				
Stainless Steel tan items painted Wausau Yellow				
Labor to Install				

Description	MSRP	25% Discount	Net Price	Category
Add to Base Price for these Additional Options	MSRP	25% Discount	Net Price	Category
100' Spray Arms In Lieu of 75' arms add	\$71,837	\$17,959	\$53,879	A-D
Add One (1) additional Back-Up camera	\$3,333	\$833	\$2,500	A-D
Add Mid-Ship Flushers	\$10,000	\$2,500	\$7,500	A-D
Add Low Temperature Hydraulic Oil for extreme cold weather	\$3,666	\$917	\$2,750	A-D
Add Right Hand Extended Tank Fill Kit	\$7,993	\$1,998	\$5,995	A-D
Add 94cc Transmission mount hydraulic pump with PTO In Lieu of 100cc front mount hydraulic pump	\$5,766	\$1,442	\$4,325	A-D

Description	MSRP	Discount	Net Price	Category
Original Equipment Manufacturer (OEM) Parts	P.O.R.	1%	P.O.R.	F
Extended Warranties typically cost plus 32%, labor rate \$189			P.O.R.	E
Training typically \$1000 per day plus travel, lodging, meals			P.O.R.	G