



## **1.4 Tenco Inc Pricing Summary**

### **HGACBuy AR03-25**

### **December 2024**

Tenco Inc 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:

- RPM Tech snow blowers
- RPM Tech cold air blowers
- RPM Tech tow-behind sweepers
- RPM Tech track units

Our website, <https://grouperpmtech.com/en>, 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](mailto:mike.minicucci@grouperpmtech.com) or Rikos Kasim, Director of Engineering for Airport Products, 262-278-9986, [rkasim@wausauequipment.com](mailto:rkasim@wausauequipment.com).

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

Tenco Inc  
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.)

SNOW BLOWER MODELS	EQUIPMENT	MSRP	25% Discount	Net Price	Category
RPM220 Loader-mounted snow blower	CAT C7 300 hp Tier IV Final with telescopic chute	\$ 241,967	\$ 60,492	\$ 181,475	A-D
RPM215 Loader-mounted snow blower	CAT 121 hp TIER IV Stage 5 with telescopic chute	\$ 173,145	\$ 43,286	\$ 129,859	A-D
RPM217 Loader-mounted snow blower	CAT C4 Tier IV 175 hp with telescopic chute	\$ 218,731	\$ 54,683	\$ 164,048	A-D
RPM36R Loader mounted snow blower	CAT C7.1 300 Tier IV Stage 5 with telescopic chute	\$ 287,880	\$ 71,970	\$ 215,910	A-D
RPM40R Loader-mounted snow blower	CAT C9 375 hp TIER IV with telescopic chute	\$ 412,513	\$ 103,128	\$ 309,385	A-D
RPM48R Loader-mounted snow blower	CAT C14 440 hp (Tier 4 Final) with truck loading chute	\$ 595,468	\$ 148,867	\$ 446,601	A-D
RPM52R Loader-mounted snow blower	CAT C15 580 hp Tier IV Final - side cast chute	\$ 729,157	\$ 182,290	\$ 546,867	A-D
P3500 Rotary fan type snow blower	CAT C13 520 hp Tier IV	P.O.R.		P.O.R.	A-D
HS300 Rotary fan type snow blower	CAT C7 300 hp Tier IV Final	\$ 336,424	\$ 84,107	\$ 252,317	A-D
AF1 EVO Cold Air Blower (Airport Series)	CAT C13 445 hp Tier IV Final	\$ 874,418	\$ 218,604	\$ 655,814	A
SW324D T4 Tow behind sweeper	CAT C7 300 hp Tier IV	\$ 446,111	\$ 111,528	\$ 334,583	B
SW425HF T4 Tow behind sweeper	CAT C7 300 hp Tier IV	\$ 462,090	\$ 115,523	\$ 346,567	B

CAMELEON Municipal Track Unit	EQUIPMENT	MSRP	25% Discount	Net Price	Category
CAMELEON - SERIES 3		\$ 249,629	\$ 62,407	\$ 187,222	A

CAMELEON - SERIES 3	OPTIONS	MSRP	25% Discount	Net Price	Category
U0170150	Plow KL6000 CÔTÉ	\$ 9,115	\$ 2,279	\$ 6,836	D
U0170150-1	Plow KL6000 TILT CÔTÉ	\$ 11,519	\$ 2,880	\$ 8,639	D
U0170140-3	RPM 2011 Spreader( granby 725)	\$ 9,279	\$ 2,320	\$ 6,959	D
U0170160	Spreader COLPRON including trailer attach	P.O.R.		P.O.R.	D
U0170130-1	S HOULE hydrostatic snow blower SD250 5000PSI	\$ 46,658	\$ 11,665	\$ 34,993	D
U0170130-3	S HOULE hydrostatic snow blower SD250 3000PSI	\$ 36,391	\$ 9,098	\$ 27,293	D
	Engine Extended Warranty 3 years/3500 hours	P.O.R.		P.O.R.	E
	Engine Extended Warranty 3 years/5000 hours	P.O.R.		P.O.R.	E
	Engine Extended Warranty 4 years / 3 500 hours	P.O.R.		P.O.R.	E
	Engine Extended Warranty 4 years / 5 000 hours	P.O.R.		P.O.R.	E

CAMELEON SERIES 3 - PART NUMBER	OTHER OPTIONS	MSRP	25% Discount	Net Price	Category
U0134030	Skid steer attach	\$ 7,385	\$ 1,846	\$ 5,539	D
U0109009	OPTION Attach with extension for trailer	\$ 930	\$ 232	\$ 698	D
U0170330	Option high flow hydraulic 32GPM / 5000 PSI	\$ 12,138	\$ 3,034	\$ 9,104	D
U170331	Option High flow hydraulic 25GPM / 3000 PSI	\$ 10,740	\$ 2,685	\$ 8,055	D

Tenco Inc  
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.)

SNOW BLOWER AVAILABLE OPTIONS BY MODEL	DESCRIPTION	RPM 220	RPM215	RPM217	36/40R	P3500 HS300	MSRP	25% Discount	Net Price	Category
Augers	Bolted ice breaker	Y	Y	Y	Y	N/A	\$ 1,472	\$ 368	\$ 1,104	D
Impeller casing	Drum carbide plating (60Rc)	Y	N/A	Y	Y	Y	P.O.R.		P.O.R.	D
Chute	Chute carbide plating (60Rc)	Y	N/A	Y	Y	N/A	P.O.R.		P.O.R.	D
Impeller casing	TRIMAY	Y	Y	Y	Y	N/A	P.O.R.		P.O.R.	D
Chute	TRIMAY	Y	N/A	N/A	Y	N/A	P.O.R.		P.O.R.	D
Chute	Tilt – for new equipment only	Y	N/A	Y	Y	N/A	\$ 9,132	\$ 2,283	\$ 6,849	D
Steering STD STOCK	Including cylinders and hoses RIGHT SIDE ONLY	Y 110"	N/A	N/A	Y 110"	P.O.R.	\$ 5,447	\$ 1,362	\$ 4,085	D
Radiator/CAC	Thermostatic fan	Y	N/A	Y	Y	N/A	\$ 4,358	\$ 1,090	\$ 3,268	D
Radiator/CAC	Fan with variable flow Flexxair	Y	N/A	Y	Y	N/A	\$ 6,927	\$ 1,731	\$ 5,196	D
Skid shoes	Carbide	Standard, no additional cost	N/A	Y	Standard, no additional cost	Standard, no additional cost	\$ 539	\$ 135	\$ 404	D
Scraper blades	Carbide	Y	N/A	Y	Y	N/A	\$ 2,395	\$ 598	\$ 1,797	D
Engine	Block heater	Standard, no additional cost	Standard, no additional cost	Standard, no additional cost	Standard, no additional cost	Standard, no additional cost	No Charge		No Charge	D
Engine	Low coolant sensor	Y	Y	Y	Y	Y	\$ 771	\$ 193	\$ 578	D
Fuel system diesel (T.E. -25C)	RACOR heated water separator Diesel filter spin-on type	Y	N/A	Y	Y	Y	\$ 1,452	\$ 363	\$ 1,089	D
Electric	Work lights	Y	N/A	Y	Y	Y	\$ 925	\$ 232	\$ 693	D
Electric	Chute lights	Y	N/A	Y	Y	N/A	\$ 671	\$ 168	\$ 503	D
Electric	Wireless emergency stop	Y	Y	Y	Y	Y	\$ 1,232	\$ 308	\$ 924	D
Electric	Wireless remote control	Y	Y	Y	Y	Y	\$ 5,087	\$ 1,272	\$ 3,815	D
Liquid (-25C)	Arctic oil (hydraulic, engine, gear box)	Y	N/A	Y	Y	Y	\$ 1,532	\$ 383	\$ 1,149	D
Non standard female coupler	i.e. W.B., ACS	Y	Y	Y	Y	Y	\$ 9,255	\$ 2,313	\$ 6,942	D
Standard Female coupler	Caterpillar, John deere , Volvo Hi-Vis, JRB	Y	Y	Y	Y	Y	\$ 6,169	\$ 1,542	\$ 4,627	D
Harness	Maintenance harness	Standard, no additional cost	Y	Y	Y	Y	\$ 280	\$ 70	\$ 210	D

TOW BEHIND SWEEPER OPTIONS PART NUMBERS	DESCRIPTION	MSRP	25% Discount	Net Price	Category
882300041	Fifth Wheel adaptor	\$ 3,213	\$ 803	\$ 2,410	D
882300039	Bi directional wheel kit	\$ 8,504	\$ 2,126	\$ 6,378	D
882280017	Spare Bi directional wheel	\$ 893	\$ 223	\$ 670	D
882300038	Short Goose neck	\$ 2,651	\$ 663	\$ 1,988	D
882300040	Long Goose Neck	\$ 3,971	\$ 993	\$ 2,978	D
7-5060359	Saftey Chains	\$ 425	\$ 107	\$ 318	D
7-8761693	Standard Broom Kit 90 cartridges 94 spacers	\$ 7,793	\$ 1,949	\$ 5,844	D
887300005	HD Broom kit 140 cartridges 45 spacers	\$ 10,878	\$ 2,720	\$ 8,158	D
7-8760359	Spare Broom core 10.75 inches( no britles included)	\$ 10,562	\$ 2,641	\$ 7,921	D
7-8761966	Broom snow deflector	\$ 722	\$ 180	\$ 542	D
887300010	Hydraulic Broom snow deflector	\$ 2,488	\$ 621	\$ 1,867	D
7-5060353	Reduction gear box 450 RPM	\$ 757	\$ 190	\$ 567	D
887300009	Broom support carrier/Trolley	\$ 2,108	\$ 527	\$ 1,581	D
887300011	Broom vibration kit	\$ 3,275	\$ 819	\$ 2,456	D
7-8762286	Spare sweeper wheel	\$ 1,132	\$ 283	\$ 849	D
882300030	Axle with air brakes	\$ 12,990	\$ 3,247	\$ 9,743	D
124300032	Cold weather starting package SW324D	\$ 1,257	\$ 314	\$ 943	D
124300034	Cold weather starting package SW425HF	\$ 657	\$ 165	\$ 492	D
882280019	Spare rear wheel	\$ 1,546	\$ 387	\$ 1,159	D
7-8961542	15 feet extension cord 120 Volts	\$ 104	\$ 26	\$ 78	D
882300012	Set of Wheel chock	\$ 147	\$ 37	\$ 110	D
906300039	Water Circulator	\$ 293	\$ 74	\$ 219	D
912220105	Supplemetary Screen and Control SW324D	\$ 4,500	\$ 1,125	\$ 3,375	D
912220118	Supplemetary Screen and Control SW425HF	\$ 4,500	\$ 1,125	\$ 3,375	D
912300057	Wireless remote control	\$ 1,830	\$ 457	\$ 1,373	D
912280383	Remote Maintenance cable	\$ 697	\$ 174	\$ 523	D
PAINT	SPECIAL PAINT CODE	P.O.R.		P.O.R.	D

ADD TO BASE PRICE FOR THESE ADDITIONAL OPTIONS	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