

MA 18P 20112300000000000056
NEW

State of Maine



Master Agreement

Effective Date: 11/24/20

Expiration Date: 11/30/23

Master Agreement Description: Mercury Marine Outboard Engines, Parts, Supplies

Buyer Information

William Allen 207-624-7871 ext. NULL WJE.Allen@maine.gov

Issuer Information

Marjorie Morissette 207-624-6565 ext. MARJORIE.MORISSETTE@MAINE.GOV

Requestor Information

Marjorie Morissette 207-624-6565 ext. MARJORIE.MORISSETTE@MAINE.GOV

Agreement Reporting Categories

Authorized Departments

13A MARINE RESOURCES

Vendor Information

Vendor Line #: 1

Vendor ID

VC1000063066

Vendor Name

MERCURY MARINE

Alias/DBA

Vendor Address Information

24751 NETWORK PLACE

CHICAGO, IL 60673-1247

US

Vendor Contact Information

Ross Stewart
866-408-6372 ext.
mmobgovsales@mercmarine.com

Commodity Information

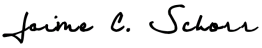
Vendor Line #: 1
Vendor Name: MERCURY MARINE
Commodity Line #: 1
Commodity Code: 12018
Commodity Description: Mercury Marine Outboard Engines, Parts, Supplies
Commodity Specifications: Mercury Marine Outboard Engines, Parts, Supplies
Commodity Extended Description: Mercury Marine Outboard Engines, Parts, Supplies. 27.5% savings over "Base Price" and 34.1% savings over MSRP

Quantity	UOM	Unit Price
0.00000		0.000000
Delivery Days	Free On Board	
15	FOB Dest, Freight Prepaid	
Contract Amount	Service Start Date	Service End Date
0.00	11/24/20	11/30/23
Catalog Name	Discount	
	0.0000 %	
	Discount Start Date	Discount End Date

Please see authorized signatures displayed on the next page

Each signatory below represents that the person has the requisite authority to enter into this Contract.
The parties sign and cause this Contract to be executed.

State of Maine - Department of Administrative and Financial Services

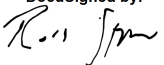
DocuSigned by:
 11/23/2020
6D6437754DD0459

Signature Date

Jaime C. Schorr, Chief Procurement Officer

and

MERCURY MARINE

DocuSigned by:
 12/18/2020
814EC3A4547D4C3...

Signature Date

Ross Stewart, Director of Sales

RIDERS

<input checked="" type="checkbox"/>	The following riders are hereby incorporated into this Contract and made part of it by reference: (check all that apply)
<input checked="" type="checkbox"/>	Rider A – Scope of Work and/or Specifications
<input checked="" type="checkbox"/>	Rider B – Terms and Conditions
<input type="checkbox"/>	Rider C - Exceptions
<input checked="" type="checkbox"/>	Bid Cover Page and Debarment Form
<input checked="" type="checkbox"/>	Procurement Justification Form, NOI 1120201040
<input checked="" type="checkbox"/>	Price sheet (attach excel spreadsheet to post on website)
<input type="checkbox"/>	Other – Included at Department's Discretion

RIDER A
Scope of Work and/or Specifications
MA 201123-056

Commodity: Mercury Marine Outboard Engines, Parts, Supplies

Master Agreement Competitive Bid RFQ: NOI 1120201040

Contract Period: Through November 30, 2023.

Prices: Mercury Marine provides DMR the opportunity to purchase direct from Mercury at a 27.5% savings over “Base Price” and 34.1% savings over MSRP. The State shall not bear any responsibility for the goods in question until the State takes possession of them at the destination point of delivery.

Using Departments: The only authorized using department of this Master Agreement is Marine Resources

Shipping Points: The items covered by this MA may be requested for and expect to be shipped to any State of Maine owned facility.

Delivery: The vendor is responsible for the delivery of material in first class condition at the point of delivery, and in accordance with good commercial practice.

**RIDER B
TERMS AND CONDITIONS**

- 1. DEFINITIONS:** The following definitions are applicable to these standard terms and conditions:
 - a. The term “Buyer” or “State” shall refer to the Government of the State of Maine or a person representing the Government of the State of Maine.
 - b. The term “Department” or “DAFS” shall refer to the State of Maine Department of Administrative and Financial Services.
 - c. The term “Bureau” or “BGS” shall refer to the State of Maine Bureau of General Services.
 - d. The term “Division” shall refer to the State of Maine Division of Purchases.
 - e. The term “Contractor”, “Vendor”, or “Provider” shall refer to the organization that is providing goods and/or services through the contract to which these standard terms and conditions have been attached and incorporated.
 - f. The term “Contract” or “Agreement” shall refer to the contract document to which these standard terms and conditions apply, taking the format of a Buyer Purchase Order (BPO) or Master Agreement (MA) or other contractual document that is mutually agreed upon between the State and the Contractor.
- 2. WARRANTY:** The Contractor warrants the following:
 - a. That all goods and services to be supplied by it under this Contract are fit and sufficient for the purpose intended, and
 - b. That all goods and services covered by this Contract will conform to the specifications, drawing samples, symbols or other description specified by the Division, and
 - c. That such articles are merchantable, good quality, and free from defects whether patent or latent in material and workmanship, and
 - d. That all workmanship, materials, and articles to be provided are of the best grade and quality, and
 - e. That it has good and clear title to all articles to be supplied by it and the same are free and clear from all liens, encumbrances and security interest.

Neither the final certificate of payment nor any provision herein, nor partial nor entire use of the articles provided shall constitute an acceptance of work not done in accordance with this agreement or relieve the Contractor liability in respect of any warranties or responsibility for faulty material or workmanship. The Contractor shall remedy any defects in the work and pay any damage to other work resulting therefrom, which shall appear within one year from the date of final acceptance of the work provided hereunder. The Division of Purchases shall give written notice of observed defects with reasonable promptness.

3. TAXES: Contractor agrees that, unless otherwise indicated in the order, the prices herein do not include federal, state, or local sales or use tax from which an exemption is available for purposes of this order. Contractor agrees to accept and use tax exemption certificates when supplied by the Division as applicable. In case it shall ever be determined that any tax included in the prices herein was not required to be paid by Contractor, Contractor agrees to notify the Division and to make prompt application for the refund thereof, to take all proper steps to procure the same and when received to pay the same to the Division.

4. PACKING AND SHIPMENT: Deliveries shall be made as specified without charge for boxing, carting, or storage, unless otherwise specified. Articles shall be suitably packed to secure lowest transportation cost and to conform to the requirements of common carriers and any applicable specifications. Order numbers and symbols must be plainly marked on all invoices,

packages, bills of lading, and shipping orders. Bill of lading should accompany each invoice. Count or weight shall be final and conclusive on shipments not accompanied by packing lists.

5. DELIVERY: Delivery should be strictly in accordance with delivery schedule. If Contractor's deliveries fail to meet such schedule, the Division, without limiting its other remedies, may direct expedited routing and the difference between the expedited routing and the order routing costs shall be paid by the Contractor. Articles fabricated beyond the Division's releases are at Contractor's risk. Contractor shall not make material commitments or production arrangements in excess of the amount or in advance of the time necessary to meet delivery schedule, and, unless otherwise specified herein, no deliveries shall be made in advance of the Division's delivery schedule. Neither party shall be liable for excess costs of deliveries or defaults due to the causes beyond its control and without its fault or negligence, provided, however, that when the Contractor has reason to believe that the deliveries will not be made as scheduled, written notice setting forth the cause of the anticipated delay will be given immediately to the Division. If the Contractor's delay or default is caused by the delay or default of a subcontractor, such delay or default shall be excusable only if it arose out of causes beyond the control of both Contractor and subcontractor and without fault of negligence or either of them and the articles or services to be furnished were not obtainable from other sources in sufficient time to permit Contractor to meet the required delivery schedule.

6. FORCE MAJEURE: The State may, at its discretion, excuse the performance of an obligation by a party under this Agreement in the event that performance of that obligation by that party is prevented by an act of God, act of war, riot, fire, explosion, flood or other catastrophe, sabotage, severe shortage of fuel, power or raw materials, change in law, court order, national defense requirement, or strike or labor dispute, provided that any such event and the delay caused thereby is beyond the control of, and could not reasonably be avoided by, that party. The State may, at its discretion, extend the time period for performance of the obligation excused under this section by the period of the excused delay together with a reasonable period to reinstate compliance with the terms of this Agreement.

7. INSPECTION: All articles and work will be subject to final inspection and approval after delivery, notwithstanding prior payment, it being expressly agreed that payment will not constitute final acceptance. The Division of Purchases, at its option, may either reject any article or work not in conformity with the requirements and terms of this order, or re-work the same at Contractor's expense. The Division may reject the entire shipment where it consists of a quantity of similar articles and sample inspection discloses that ten (10%) percent of the articles inspected are defective, unless Contractor agrees to reimburse the Division for the cost of a complete inspection of the articles included in such shipment. Rejected material may be returned at Contractor's risk and expense at the full invoice price plus applicable incoming transportation charges, if any. No replacement of defective articles of work shall be made unless specified by the Division.

8. INVOICE: The original and duplicate invoices covering each and every shipment made against this order showing Contract number, Vendor number, and other essential particulars, must be forwarded promptly to the ordering agency concerned by the Vendor to whom the order is issued. Delays in receiving invoice and also errors and omissions on statements will be considered just cause for withholding settlement without losing discount privileges. All accounts are to be carried in the name of the agency or institution receiving the goods, and not in the name of the Division of Purchases.

9. ALTERATIONS: The Division reserves the right to increase or decrease all or any portion of the work and the articles required by the bidding documents or this agreement, or to eliminate

all or any portion of such work or articles or to change delivery date hereon without invalidating this Agreement. All such alterations shall be in writing. If any such alterations are made, the contract amount or amounts shall be adjusted accordingly. In no event shall Contractor fail or refuse to continue the performance of the work in providing of articles under this Agreement because of the inability of the parties to agree on an adjustment or adjustments.

10. TERMINATION: The Division may terminate the whole or any part of this Agreement in any one of the following circumstances:

- a. The Contractor fails to make delivery of articles, or to perform services within the time or times specified herein, or
- b. If Contractor fails to deliver specified materials or services, or
- c. If Contractor fails to perform any of the provisions of this Agreement, or
- d. If Contractor so fails to make progress as to endanger the performance of this Agreement in accordance with its terms, or
- e. If Contractor is adjudged bankrupt, or if it makes a general assignment for the benefit of its creditors or if a receiver is appointed because of its insolvency, or
- f. Whenever for any reason the State shall determine that such termination is in the best interest of the State to do so.

In the event that the Division terminates this Agreement in whole or in part, pursuant to this paragraph with the exception of 8(f), the Division may procure (articles and services similar to those so terminated) upon such terms and in such manner as the Division deems appropriate, and Contractor shall be liable to the Division for any excess cost of such similar articles or services.

11. NON-APPROPRIATION: Notwithstanding any other provision of this Agreement, if the State does not receive sufficient funds to fund this Agreement and other obligations of the State, if funds are de-appropriated, or if the State does not receive legal authority to expend funds from the Maine State Legislature or Maine courts, then the State is not obligated to make payment under this Agreement.

12. COMPLIANCE WITH APPLICABLE LAWS: Contractor agrees that, in the performance hereof, it will comply with applicable laws, including, but not limited to statutes, rules, regulations or orders of the United States Government or of any state or political subdivision(s) thereof, and the same shall be deemed incorporated herein by reference. Awarding agency requirements and regulations pertaining to copyrights and rights in data. Access by the grantee, the subgrantee, the Federal grantor agency, the Comptroller General of the United States, or any of their duly authorized representatives to any books, documents, papers and records of the Contractor which are directly pertinent to that specific contract for the purpose of making audit, examination, excerpts, and transcriptions. Retention of all required records for three years after grantees or subgrantees make final payments and all other pending matters are closed. Compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h), section 508 of the Clean Water Act, (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15). (Contracts, subcontracts, and subgrants of amounts in excess of \$100,000). Mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with Energy Policy and Conservation Act (Pub. L. 94-163, 89 Stat. 871).

13. INTERPRETATION: This Agreement shall be governed by the laws of the State of Maine as to interpretation and performance.

14. DISPUTES: The Division will decide any and all questions which may arise as to the quality and acceptability of articles provided and installation of such articles, and as to the manner of performance and rate of progress under this Contract. The Division will decide all questions, which may arise as to the interpretation of the terms of this Agreement and the fulfillment of this Agreement on the part of the Contractor.

15. ASSIGNMENT: None of the sums due or to become due nor any of the work to be performed under this order shall be assigned nor shall Contractor subcontract for completed or substantially completed articles called for by this order without the Division's prior written consent. No subcontract or transfer of agreement shall in any case release the Contractor of its obligations and liabilities under this Agreement.

16. STATE HELD HARMLESS: The Contractor agrees to indemnify, defend, and save harmless the State, its officers, agents, and employees from any and all claims and losses accruing or resulting to any and all contractors, subcontractors, material men, laborers and other persons, firm or corporation furnishing or supplying work, services, articles, or supplies in connection with the performance of this Agreement, and from any and all claims and losses accruing or resulting to any person, firm or corporation who may be injured or damaged by the Contractor in the performance of this Agreement.

17. SOLICITATION: The Contractor warrants that it has not employed or written any company or person, other than a bona fide employee working solely for the Contractor to solicit or secure this Agreement, and it has not paid, or agreed to pay any company, or person, other than a bona fide employee working solely for the Contractor any fee, commission, percentage, brokerage fee, gifts, or any other consideration, contingent upon, or resulting from the award for making this Agreement. For breach or violation of this warranty, the Division shall have the absolute right to annul this agreement or, in its discretion, to deduct from the Agreement price or consideration, or otherwise recover the full amount of such fee, commission, percentage, brokerage fee, gifts, or contingent fee.

18. WAIVER: The failure of the Division to insist, in any one or more instances, upon the performance of any of the terms, covenants, or conditions of this order or to exercise any right hereunder, shall not be construed as a waiver or relinquishment of the future performance of any such term, covenant, or condition or the future exercise of such right, but the obligation of Contractor with respect to such future performance shall continue in full force and effect.

19. MATERIAL SAFETY: All manufacturers, importers, suppliers, or distributors of hazardous chemicals doing business in this State must provide a copy of the current Material Safety Data Sheet (MSDS) for any hazardous chemical to their direct purchasers of that chemical.

20. COMPETITION: By accepting this Contract, Contractor agrees that no collusion or other restraint of free competitive bidding, either directly or indirectly, has occurred in connection with this award by the Division of Purchases.

21. INTEGRATION: All terms of this Contract are to be interpreted in such a way as to be consistent at all times with this Standard Terms and Conditions document, and this document shall take precedence over any other terms, conditions, or provisions incorporated into the Contract.

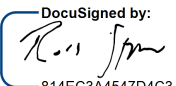
**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
DIVISION OF PROCUREMENT SERVICES**

BID COVER PAGE

Bidder's Organization Name: Mercury marine		
Chief Executive - Name/Title: Chris Drees-President		
Tel: 9209295608	Fax: 9209262308	E-mail: ross.stewart@mercmarine.com
Headquarters Street Address: w6250 Pioneer Rd		
Headquarters City/State/Zip: 54936		
<i>(provide information requested below if different from above)</i>		
Lead Point of Contact for Bid - Name/Title: Ross Stewart		
Tel: 920295608	Fax: 9209262308	E-mail: ross.stewart@mercmarine.com
Street Address: w6250 Pioneer Rd		
City/State/Zip: 54937		

By signing below Bidder affirms:

- Their bid complies with all requirements of this RFQ;
- This bid and the pricing structure contained herein will remain firm for a period of 180 days from the date and time of the bid opening;
- That no personnel currently employed by the Department or any other State agency participated, either directly or indirectly, in any activities relating to the preparation of the Bidder's proposal;
- That no attempt has been made or will be made by the Bidder to induce any other person or firm to submit or not to submit a proposal; and
- The undersigned is authorized to enter into contractual obligations on behalf of the above-named organization.

Name: Ross Stewart	Title: Senior Director of Sales
Authorized Signature:  <small>DocuSigned by: 814EC3A4547D4C3...</small>	Date: 12/18/2020


Debarment, Performance, and Non-Collusion Certification

By signing this document, I certify to the best of my knowledge and belief that the aforementioned organization, its principals, and any subcontractors named in this proposal:

- a. Are not presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from bidding or working on contracts issued by any governmental agency.*
- b. Have not within three years of submitting the proposal for this contract been convicted of or had a civil judgment rendered against them for:*
 - i. fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state or local government transaction or contract.*
 - ii. violating Federal or State antitrust statutes or committing embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;*
 - iii. are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or Local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and*
 - iv. have not within a three (3) year period preceding this proposal had one or more federal, state or local government transactions terminated for cause or default.*
- c. Have not entered into a prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies, equipment, or services and this proposal is in all respects fair and without collusion or fraud. The above-mentioned entities understand and agree that collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.*

- **Failure to provide this certification may result in the disqualification of the Bidder's proposal, at the discretion of the Department.**

To the best of my knowledge all information provided in the enclosed proposal, both programmatic and financial, is complete and accurate at the time of submission.

Name: Ross Stewart	Title: Senior Director of Sales
Authorized Signature:  <small>DocuSigned by: 814EC3A4547D4C3...</small>	Date: 12/18/2020

State of Maine Procurement Justification Form

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services website (Forms page) for additional instructions.

PART I: OVERVIEW

Department Office/Division/Program:		DMR/Bureau of Marine Patrol		
Department Contract Administrator or Grant Coordinator:		Capt. Matt Talbot		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)	\$25,000.00 (est annual)	Advantage CT / RQS #:		
CONTRACT	Proposed Start Date:	December 1, 2020	Proposed End Date:	December 1, 2023
AMENDMENT	Original Start Date:		Effective Date:	
	Previous End Date:		New End Date:	
GRANT	Project Start Date:		Grant Start Date:	
	Project End Date:		Grant End Date:	
Vendor/Provider/Grantee Name, City, State:		Mercury Marine W6250 Pioneer Rd P.O. Box 1939 Fond du Lac, WI 54936-1939		
Brief Description of Goods/Services/Grant:		Mercury Marine Outboard engines, Parts, Supplies		

PART II: JUSTIFICATION FOR VENDOR SELECTION

Mark an "X" before the justification(s) that applies to this request. (Check all that apply.)

	A. Competitive Process		G. Grant
	B. Amendment		H. State Statute/Agency Directed
X	C. Single Source/Unique Vendor		I. Federal Agency Directed
	D. Proprietary/Copyright/Patents		J. Willing and Qualified
	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

PART III: SUPPLEMENTAL INFORMATION

Please respond to ALL of the following:

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

State of Maine Procurement Justification Form

PART III: SUPPLEMENTAL INFORMATION

The Department of Marine Resources - Bureau of Marine Patrol maintains and operates a fleet of patrol vessels along the coast for enforcement of fisheries and boating safety laws and regulations, as well as to conduct search and rescue missions within Maine's coastal waters. A portion of the Bureau's fleet is comprised of small and midrange vessels, 12 to 32-foot boats, which in the spring, summer, and fall months are critical to the Bureau's ability to carry out their statutorily mandated purpose and duties both inshore and on tidal rivers. These vessels are relied upon for not only routine patrol and complaint investigation but serve the role of fast-response boats when officers are responding to boat accidents, search and rescues, and other coastal emergencies. Several of these vessels are in use year-around to supplement the Bureau's fleet of large vessels.

The Bureau currently has vessels equipped with either single or twin Mercury or BRP-Evinrude outboard engines. In June 2020 BRP-Evinrude announced they would no longer manufacture or sell outboard engines. The maintenance, service, repair, and installation of outboard engines on DMR watercraft is conducted by the Bureau's own marine mechanics at a Department owned facility in Rockland. The DMR marine mechanics have the tools and computer diagnostic equipment to service Mercury and BRP-Evinrude outboard motors. They also maintain a relationship with Mercury Marine so they may conduct warranty work and service for Mercury engines.

Three-quarters of the outboard engines currently in service with the Bureau are Mercury outboard engines. Continuing to utilize outboard engines from this vendor allows the Bureau to use and re-use many components, parts, and service supplies interchangeably between vessels. The use of Mercury engines is also supported by the Bureau's current inventory of specialized tools and diagnostic equipment. Purchasing engines or equipment from another manufacturer would require purchasing new specialized tools, diagnostic equipment, training for DMR's mechanics, parts and supplies, as well as having to completely re-rig a vessel if an engine or components required replacement.

As it pertains to marine outboard engines, it is in DMR's best interest to utilize parts and equipment from the same manufacturer whenever possible.

2. Provide a brief justification for the selected vendor to supplement the response in Part II.

Mercury Marine is a reputable commercial marine outboard engine manufacturer offering a full line of marine outboard engines, components, parts, and equipment. Mercury Marine has been in business for 75 years and is well established in the industry. DMR's marine mechanics maintain a government dealer relationship with the vendor that allows the Bureau to purchase engines, components, and parts at a dealer pricing level considerably less than retail costs. This relationship also allows the Bureau's mechanics to perform approved warranty work on Mercury engines.

The Bureau's marine mechanics possess a level of knowledge and experience to properly install, maintain, and repair this vendor's equipment. The mechanics also possess specific tools and computer diagnostic equipment specific to Mercury engines and equipment.

Approximately three quarters of the Bureau's current fleet of outboard powered vessels are equipped with Mercury brand outboard engines.

The vendor-direct level of service and pricing for marine outboard engines, replacement parts, and supplies currently available to the Bureau from the Mercury Government Sales Program historically and routinely exceeds the retail pricing available for these items from commercial Mercury retail dealers.

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

State of Maine Procurement Justification Form

PART III: SUPPLEMENTAL INFORMATION

The cost for Mercury Marine outboard engines, parts and components required to maintain the Bureau's fleet of patrol vessels is being offered at government dealer level pricing direct from the manufacturer. The attached Mercury Marine price list, current as of November 2020, indicates a State Price 27.5% less than the Base Price and 34.1% less than the MSRP for marine outboard engines. Independent Mercury dealers are able to provide the same equipment to the Bureau, but not at the pricing level available directly from the manufacturer.

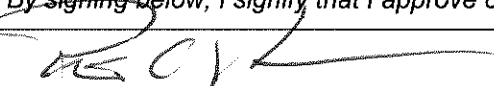
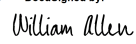
The validity of the pricing available direct from the vendor to the Bureau in comparison to the pricing available from other Mercury dealers has been proven numerous times in the past by comparing quotes. Independent Mercury dealers are now often unwilling to work with the Bureau as they recognize they will not be selected due to the price point available direct from Mercury which often exceeds their own dealer direct pricing.

In consideration of the Government Dealer relationship maintained by DMR; the current inventory of Mercury engines, parts, diagnostic equipment and proprietary tools; and the knowledge and experience of DMR's marine mechanics in servicing this brand of outboard equipment it is in DMR's best financial and operational interest to establish a master agreement with Mercury Marine for continued sales of engines, parts, and supplies.

4. Describe the plan for future competition for the goods or services.

The Department constantly reviews each vessel's maintenance and repair needs and attempts to balance the best up-front cost for equipment with the ability to service and maintain the equipment over the long term. The Department will continue to identify the most competitive and reliable source for marine outboard engines and equipment to maintain the vessel fleet.

PART IV: APPROVALS

Signature of requesting Department's Commissioner (or designee):	By signing below, I signify that I approve of this procurement request. 		
Printed Name:	Patrick Keliher	Date:	12/16/2020
Signature of DAFS Procurement Official:	<small>DocuSigned by:</small>  <small>2D5B8E39F57E44A...</small>		
Printed Name:	William Allen	Date:	11/16/2020

NOI 1120201040 11/16/2020 - 11/22/2020



			MSRP	BASE PRICE	State Price
MODEL DESCRIPTION					27.5%
NEW!	1F02201KK	2.5MH FourStroke	\$1,025	\$930	\$675.00
NEW!	1F03201KK	3.5MH FourStroke	\$1,195	\$1,085	\$787.00
NEW!	1F03211KK	3.5MLH FourStroke	\$1,215	\$1,105	\$802.00
NEW!	1F04201KK	4MH FourStroke	\$1,580	\$1,435	\$1,041.00
NEW!	1F04211KK	4MLH FourStroke	\$1,600	\$1,455	\$1,055.00
NEW!	1FX5201KK	5MH FourStroke	\$1,780	\$1,620	\$1,175.00
NEW!	1F05221KK	5MXLH FourStroke	\$1,790	\$1,625	\$1,179.00
NEW!	1F05216KK	5MLHA Sail Power FourStroke	\$1,805	\$1,640	\$1,189.00
	1FP5201EK	5MH Propane FourStroke	\$1,905	\$1,730	\$1,255.00
	1FP5211EK	5MLH Propane FourStroke	\$1,925	\$1,750	\$1,269.00
	1FP5216EK	5MLHA Propane Sail Power FourStroke	\$1,980	\$1,800	\$1,305.00
	1FP5226EK	5MXLHA Propane Sail Power FourStroke	\$2,000	\$1,820	\$1,320.00
NEW!	1FX6201KK	6MH FourStroke	\$1,985	\$1,805	\$1,309.00
NEW!	1FX6211KK	6MLH FourStroke	\$2,010	\$1,825	\$1,324.00
NEW!	1F08201BK	8MH FourStroke	\$2,365	\$2,150	\$1,559.00
NEW!	1F08211BK	8MLH FourStroke	\$2,395	\$2,175	\$1,577.00
NEW!	1F08301BK	8EH FourStroke	\$2,735	\$2,485	\$1,802.00
NEW!	1F08311BK	8ELH FourStroke	\$2,745	\$2,495	\$1,809.00
NEW!	1F10201BK	9.9MH FourStroke	\$2,680	\$2,435	\$1,766.00
NEW!	1F10211BK	9.9MLH FourStroke	\$2,700	\$2,455	\$1,780.00
NEW!	1F10221BK	9.9MXLH FourStroke	\$2,805	\$2,550	\$1,849.00
NEW!	1F10301BK	9.9EH FourStroke	\$3,040	\$2,765	\$2,005.00
NEW!	1F10312BK	9.9EL FourStroke	\$3,045	\$2,770	\$2,009.00
NEW!	1F10311BK	9.9ELH FourStroke	\$3,060	\$2,780	\$2,016.00
NEW!	1F10251BK	9.9MLH Command Thrust FourStroke	\$2,850	\$2,590	\$1,878.00
NEW!	1F10261BK	9.9MXLH Command Thrust FourStroke	\$2,960	\$2,690	\$1,951.00
NEW!	1F10352BK	9.9EL Command Thrust FourStroke	\$3,120	\$2,835	\$2,056.00
NEW!	1F10351BK	9.9ELH Command Thrust FourStroke	\$3,130	\$2,845	\$2,063.00
NEW!	1F10361BK	9.9EXLH Command Thrust FourStroke	\$3,225	\$2,930	\$2,125.00
	1F10452BK	9.9ELPT Command Thrust ProKicker FourStroke	\$3,500	\$3,180	\$2,306.00
	1F10462BK	9.9EXLPT Command Thrust ProKicker FourStroke	\$3,580	\$3,255	\$2,360.00
	1F10451KK	9.9ELHPT Command Thrust ProKicker FourStroke	\$3,510	\$3,190	\$2,313.00
	1F10461KK	9.9EXLHPT Command Thrust ProKicker FourStroke	\$3,590	\$3,265	\$2,368.00
NEW!	1A10302LK	9.9E EFI FourStroke	\$3,480	\$3,165	\$2,295.00
NEW!	1A10452BK	9.9ELPT ProKicker EFI FourStroke	\$3,720	\$3,380	\$2,451.00
NEW!	1A10462BK	9.9EXLPT ProKicker EFI FourStroke	\$3,850	\$3,500	\$2,538.00
NEW!	1A10451BK	9.9ELHPT ProKicker EFI FourStroke	\$3,750	\$3,410	\$2,473.00
NEW!	1A10461BK	9.9EXLHPT ProKicker EFI FourStroke	\$3,880	\$3,525	\$2,556.00
NEW!	1A15204LK	15MRC FourStroke	\$3,115	\$2,830	\$2,052.00
NEW!	1A15201LK	15MH FourStroke	\$3,140	\$2,855	\$2,070.00
NEW!	1A15211LK	15MLH FourStroke	\$3,170	\$2,880	\$2,088.00
NEW!	1A15302LK	15E FourStroke	\$3,480	\$3,165	\$2,295.00
NEW!	1A15312LK	15EL FourStroke	\$3,515	\$3,195	\$2,317.00
NEW!	1A15301LK	15EH FourStroke	\$3,525	\$3,205	\$2,324.00
NEW!	1A15311LK	15ELH FourStroke	\$3,540	\$3,220	\$2,335.00
NEW!	1A15412LK	15ELPT FourStroke	\$3,790	\$3,445	\$2,498.00
	1A15452BK	15ELPT ProKicker FourStroke	\$4,050	\$3,680	\$2,668.00



MODEL DESCRIPTION		MSRP	BASE PRICE	State Price
				27.5%
1A15462BK	15EXLPT ProKicker FourStroke	\$4,180	\$3,800	\$2,755.00
1A15451BK	15ELHPT ProKicker FourStroke	\$4,080	\$3,710	\$2,690.00
1A15461BK	15EXLHPT ProKicker FourStroke	\$4,210	\$3,825	\$2,774.00
NEW! 1A20204LK	20MRC FourStroke	\$3,625	\$3,295	\$2,389.00
NEW! 1A20201LK	20MH FourStroke	\$3,660	\$3,325	\$2,411.00
NEW! 1A20211LK	20MLH FourStroke	\$3,690	\$3,355	\$2,433.00
NEW! 1A20301LK	20EH FourStroke	\$4,035	\$3,670	\$2,661.00
NEW! 1A20302LK	20E FourStroke	\$4,005	\$3,640	\$2,639.00
NEW! 1A20311LK	20ELH FourStroke	\$4,070	\$3,700	\$2,683.00
NEW! 1A20312LK	20EL FourStroke	\$4,050	\$3,680	\$2,668.00
NEW! 1A20402LK	20EPT FourStroke	\$4,345	\$3,950	\$2,864.00
NEW! 1A20411LK	20ELHPT FourStroke	\$4,435	\$4,030	\$2,922.00
NEW! 1A20412LK	20ELPT FourStroke	\$4,400	\$4,000	\$2,900.00
NEW! 1A25203KK	25MH FourStroke	\$4,165	\$3,785	\$2,745.00
NEW! 1A25213KK	25MLH FourStroke	\$4,185	\$3,805	\$2,759.00
NEW! 1A25301KK	25EH FourStroke	\$4,710	\$4,280	\$3,103.00
NEW! 1A25312KK	25EL FourStroke	\$4,670	\$4,245	\$3,078.00
NEW! 1A25311KK	25ELH FourStroke	\$4,725	\$4,295	\$3,114.00
NEW! 1A25411KK	25ELHPT FourStroke	\$5,210	\$4,735	\$3,433.00
NEW! 1A25413KK	25ELPT FourStroke	\$5,135	\$4,670	\$3,386.00
NEW! 1A3G203KK	30MHGA FourStroke	\$4,945	\$4,495	\$3,259.00
NEW! 1A3G213KK	30MLHGA FourStroke	\$4,960	\$4,510	\$3,270.00
NEW! 1A3G312KK	30ELGA FourStroke	\$5,400	\$4,910	\$3,560.00
NEW! 1A3G311KK	30ELHGA FourStroke	\$5,530	\$5,025	\$3,644.00
NEW! 1A30413KK	30ELPT FourStroke	\$5,860	\$5,325	\$3,861.00
NEW! 1A30411KK	30ELHPT FourStroke	\$5,985	\$5,440	\$3,944.00
1F40202GZ	40MHGA FourStroke	\$5,680	\$5,165	\$3,745.00
1F40212GZ	40MLHGA FourStroke	\$5,700	\$5,180	\$3,756.00
1F40212GU	40MLHGA FourStroke Thumb Screw Clamp Bracket	\$5,720	\$5,200	\$3,770.00
1F40303GZ	40EGA FourStroke	\$5,960	\$5,420	\$3,930.00
1F40313GZ	40ELGA FourStroke	\$6,010	\$5,465	\$3,963.00
NEW! 1F4031TJZ	40ELHGA FourStroke Tiller (with new advanced tiller)	\$6,160	\$5,600	\$4,060.00
1F40403GZ	40EPT FourStroke	\$6,630	\$6,025	\$4,369.00
1F40413GZ	40ELPT FourStroke	\$6,675	\$6,070	\$4,401.00
NEW! 1F4041TJZ	40ELHPT FourStroke Tiller (with new advanced tiller)	\$7,195	\$6,540	\$4,742.00
1F41453GZ	40ELPT Command Thrust (Four-Cylinder) FourStroke	\$7,185	\$6,530	\$4,735.00
1F51413GZ	50ELPT FourStroke	\$7,430	\$6,755	\$4,898.00
NEW! 1F5141TJZ	50ELHPT FourStroke Tiller (with new advanced tiller)	\$7,775	\$7,070	\$5,126.00
1F51453GZ	50ELPT Command Thrust FourStroke	\$7,620	\$6,925	\$5,021.00
NEW! 1F5145TJZ	50ELHPT Command Thrust FourStroke Tiller (with new advanced tiller)	\$8,195	\$7,450	\$5,402.00
1F60413GZ	60ELPT FourStroke	\$7,935	\$7,215	\$5,231.00
NEW! 1F6041TJZ	60ELHPT FourStroke Tiller (with new advanced tiller)	\$8,375	\$7,615	\$5,521.00
1F60351GZ	60ELHGA Command Thrust FourStroke	\$8,010	\$7,280	\$5,278.00
1F60453GZ	60ELPT Command Thrust FourStroke	\$8,010	\$7,280	\$5,278.00
1F60463GZ	60EXLPT Command Thrust FourStroke	\$8,675	\$7,885	\$5,717.00
NEW! 1F6035TJZ	60ELHGA Command Thrust FourStroke Tiller (with new advanced tiller)	\$8,680	\$7,890	\$5,721.00
NEW! 1F6045TJZ	60ELHPT Command Thrust FourStroke Tiller (with new advanced tiller)	\$8,795	\$7,995	\$5,797.00



MODEL	DESCRIPTION	MSRP	BASE PRICE	State Price
				27.5%
1F754132D	75ELPT FourStroke	\$9,785	\$8,895	\$6,449.00
1F904132D	90ELPT FourStroke	\$10,220	\$9,290	\$6,736.00
1F904232D	90EXLPT FourStroke	\$10,260	\$9,325	\$6,761.00
1F904532D	90ELPT Command Thrust FourStroke	\$10,550	\$9,590	\$6,953.00
1F904632D	90EXLPT Command Thrust FourStroke	\$10,590	\$9,625	\$6,979.00
1115F132D	115ELPT FourStroke	\$11,160	\$10,145	\$7,356.00
1115F232D	115EXLPT FourStroke	\$11,195	\$10,175	\$7,377.00
1115F532D	115ELPT Command Thrust FourStroke	\$11,495	\$10,450	\$7,577.00
1115F632D	115EXLPT Command Thrust FourStroke	\$11,530	\$10,480	\$7,598.00
1115F642D	115ECXLPT Command Thrust FourStroke	\$11,530	\$10,480	\$7,598.00
1150F13ED	150L FourStroke	\$14,635	\$13,305	\$9,647.00
1150F23ED	150XL FourStroke	\$14,730	\$13,390	\$9,708.00
1150F24ED	150CXL FourStroke	\$15,300	\$13,910	\$10,085.00
11750005A	175L FourStroke DTS 4.8" 1.85	\$17,930	\$16,300	\$11,818.00
11750006A	175XL FourStroke DTS 4.8" 1.85	\$18,195	\$16,540	\$11,992.00
12000001A	200L FourStroke 4.8" 1.85	\$18,145	\$16,495	\$11,959.00
12000009A	200XL FourStroke 4.8" 1.85	\$18,400	\$16,725	\$12,126.00
12000029A	200CXL FourStroke 4.8" 1.85	\$18,860	\$17,145	\$12,431.00
12000002A	200L FourStroke Cold Fusion White 4.8" 1.85	\$19,255	\$17,505	\$12,692.00
12000010A	200XL FourStroke Cold Fusion White 4.8" 1.85	\$19,510	\$17,735	\$12,858.00
12000030A	200CXL FourStroke Cold Fusion White 4.8" 1.85	\$19,970	\$18,155	\$13,163.00
12000003A	200L FourStroke Warm Fusion White 4.8" 1.85	\$19,255	\$17,505	\$12,692.00
12000011A	200XL FourStroke Warm Fusion White 4.8" 1.85	\$19,510	\$17,735	\$12,858.00
12000031A	200CXL FourStroke Warm Fusion White 4.8" 1.85	\$19,970	\$18,155	\$13,163.00
12000004A	200L FourStroke Pearl Fusion White 4.8" 1.85	\$19,255	\$17,505	\$12,692.00
12000012A	200XL FourStroke Pearl Fusion White 4.8" 1.85	\$19,510	\$17,735	\$12,858.00
12000032A	200CXL FourStroke Pearl Fusion White 4.8" 1.85	\$19,970	\$18,155	\$13,163.00
12000005A	200L FourStroke DTS 4.8" 1.85	\$18,700	\$17,000	\$12,325.00
12000013A	200XL FourStroke DTS 4.8" 1.85	\$18,955	\$17,230	\$12,492.00
12000017A	200CXL FourStroke DTS 4.8" 1.85	\$19,415	\$17,650	\$12,797.00
12000006A	200L FourStroke DTS Cold Fusion White 4.8" 1.85	\$19,810	\$18,010	\$13,058.00
12000014A	200XL FourStroke DTS Cold Fusion White 4.8" 1.85	\$20,065	\$18,240	\$13,224.00
12000018A	200CXL FourStroke DTS Cold Fusion White 4.8" 1.85	\$20,525	\$18,660	\$13,529.00
12000007A	200L FourStroke DTS Warm Fusion White 4.8" 1.85	\$19,810	\$18,010	\$13,058.00
12000015A	200XL FourStroke DTS Warm Fusion White 4.8" 1.85	\$20,065	\$18,240	\$13,224.00
12000019A	200CXL FourStroke DTS Warm Fusion White 4.8" 1.85	\$20,525	\$18,660	\$13,529.00
12000008A	200L FourStroke DTS Pearl Fusion White 4.8" 1.85	\$19,810	\$18,010	\$13,058.00
12000016A	200XL FourStroke DTS Pearl Fusion White 4.8" 1.85	\$20,065	\$18,240	\$13,224.00
12000020A	200CXL FourStroke DTS Pearl Fusion White 4.8" 1.85	\$20,525	\$18,660	\$13,529.00
12250001A	225L FourStroke 4.8" 1.85	\$20,030	\$18,210	\$13,203.00
12250009A	225XL FourStroke 4.8" 1.85	\$20,295	\$18,450	\$13,377.00
12250047A	225CXL FourStroke 4.8" 1.85	\$20,750	\$18,865	\$13,678.00
12250021A	225XXL FourStroke 4.8" 1.85	\$20,555	\$18,685	\$13,547.00
12250002A	225L FourStroke Cold Fusion White 4.8" 1.85	\$21,140	\$19,220	\$13,935.00
12250010A	225XL FourStroke Cold Fusion White 4.8" 1.85	\$21,405	\$19,460	\$14,109.00
12250048A	225CXL FourStroke Cold Fusion White 4.8" 1.85	\$21,865	\$19,875	\$14,410.00
12250022A	225XXL FourStroke Cold Fusion White 4.8" 1.85	\$21,665	\$19,695	\$14,279.00



MODEL	DESCRIPTION	MSRP	BASE PRICE	State Price
				27.5%
12250003A	225L FourStroke Warm Fusion White 4.8" 1.85	\$21,140	\$19,220	\$13,935.00
12250011A	225XL FourStroke Warm Fusion White 4.8" 1.85	\$21,405	\$19,460	\$14,109.00
12250049A	225CXL FourStroke Warm Fusion White 4.8" 1.85	\$21,865	\$19,875	\$14,410.00
12250023A	225XXL FourStroke Warm Fusion White 4.8" 1.85	\$21,665	\$19,695	\$14,279.00
12250004A	225L FourStroke Pearl Fusion White 4.8" 1.85	\$21,140	\$19,220	\$13,935.00
12250012A	225XL FourStroke Pearl Fusion White 4.8" 1.85	\$21,405	\$19,460	\$14,109.00
12250050A	225CXL FourStroke Pearl Fusion White 4.8" 1.85	\$21,865	\$19,875	\$14,410.00
12250024A	225XXL FourStroke Pearl Fusion White 4.8" 1.85	\$21,665	\$19,695	\$14,279.00
12250005A	225L FourStroke DTS 4.8" 1.85	\$20,585	\$18,715	\$13,569.00
12250013A	225XL FourStroke DTS 4.8" 1.85	\$20,850	\$18,955	\$13,743.00
12250017A	225CXL FourStroke DTS 4.8" 1.85	\$21,305	\$19,370	\$14,044.00
12250025A	225XXL FourStroke DTS 4.8" 1.85	\$21,110	\$19,190	\$13,913.00
12250029A	225CXXL FourStroke DTS 4.8" 1.85	\$21,595	\$19,630	\$14,232.00
12250006A	225L FourStroke DTS Cold Fusion White 4.8" 1.85	\$21,700	\$19,725	\$14,301.00
12250014A	225XL FourStroke DTS Cold Fusion White 4.8" 1.85	\$21,960	\$19,965	\$14,475.00
12250018A	225CXL FourStroke DTS Cold Fusion White 4.8" 1.85	\$22,420	\$20,380	\$14,776.00
12250026A	225XXL FourStroke DTS Cold Fusion White 4.8" 1.85	\$22,220	\$20,200	\$14,645.00
12250030A	225CXXL FourStroke DTS Cold Fusion White 4.8" 1.85	\$22,705	\$20,640	\$14,964.00
12250007A	225L FourStroke DTS Warm Fusion White 4.8" 1.85	\$21,700	\$19,725	\$14,301.00
12250015A	225XL FourStroke DTS Warm Fusion White 4.8" 1.85	\$21,960	\$19,965	\$14,475.00
12250019A	225CXL FourStroke DTS Warm Fusion White 4.8" 1.85	\$22,420	\$20,380	\$14,776.00
12250027A	225XXL FourStroke DTS Warm Fusion White 4.8" 1.85	\$22,220	\$20,200	\$14,645.00
12250031A	225CXXL FourStroke DTS Warm Fusion White 4.8" 1.85	\$22,705	\$20,640	\$14,964.00
12250008A	225L FourStroke DTS Pearl Fusion White 4.8" 1.85	\$21,700	\$19,725	\$14,301.00
12250016A	225XL FourStroke DTS Pearl Fusion White 4.8" 1.85	\$21,960	\$19,965	\$14,475.00
12250020A	225CXL FourStroke DTS Pearl Fusion White 4.8" 1.85	\$22,420	\$20,380	\$14,776.00
12250028A	225XXL FourStroke DTS Pearl Fusion White 4.8" 1.85	\$22,220	\$20,200	\$14,645.00
12250032A	225CXXL FourStroke DTS Pearl Fusion White 4.8" 1.85	\$22,705	\$20,640	\$14,964.00
12500001A	250L FourStroke 5.44" 1.75	\$23,210	\$21,100	\$15,298.00
12500009A	250XL FourStroke 5.44" 1.75	\$23,585	\$21,440	\$15,544.00
12500083A	250CXL FourStroke 5.44" 1.75	\$24,050	\$21,865	\$15,853.00
12500021A	250XXL FourStroke 5.44" 1.75	\$23,850	\$21,680	\$15,718.00
12500087A	250CXXL FourStroke 5.44" 1.75	\$24,310	\$22,100	\$16,023.00
12500002A	250L FourStroke Cold Fusion White 5.44" 1.75	\$24,705	\$22,460	\$16,284.00
12500010A	250XL FourStroke Cold Fusion White 5.44" 1.75	\$25,085	\$22,805	\$16,534.00
12500084A	250CXL FourStroke Cold Fusion White 5.44" 1.75	\$25,555	\$23,230	\$16,842.00
12500022A	250XXL FourStroke Cold Fusion White 5.44" 1.75	\$25,350	\$23,045	\$16,708.00
12500088A	250CXXL FourStroke Cold Fusion White 5.44" 1.75	\$25,805	\$23,460	\$17,009.00
12500003A	250L FourStroke Warm Fusion White 5.44" 1.75	\$24,705	\$22,460	\$16,284.00
12500011A	250XL FourStroke Warm Fusion White 5.44" 1.75	\$25,085	\$22,805	\$16,534.00
12500085A	250CXL FourStroke Warm Fusion White 5.44" 1.75	\$25,555	\$23,230	\$16,842.00
12500023A	250XXL FourStroke Warm Fusion White 5.44" 1.75	\$25,350	\$23,045	\$16,708.00
12500089A	250CXXL FourStroke Warm Fusion White 5.44" 1.75	\$25,805	\$23,460	\$17,009.00
12500004A	250L FourStroke Pearl Fusion White 5.44" 1.75	\$24,705	\$22,460	\$16,284.00
12500012A	250XL FourStroke Pearl Fusion White 5.44" 1.75	\$25,085	\$22,805	\$16,534.00
12500086A	250CXL FourStroke Pearl Fusion White 5.44" 1.75	\$25,555	\$23,230	\$16,842.00
12500024A	250XXL FourStroke Pearl Fusion White 5.44" 1.75	\$25,350	\$23,045	\$16,708.00



MODEL	DESCRIPTION	MSRP	BASE PRICE	State Price
				27.5%
12500090A	250CXXL FourStroke Pearl Fusion White 5.44" 1.75	\$25,805	\$23,460	\$17,009.00
12500005A	250L FourStroke DTS 5.44" 1.75	\$23,930	\$21,755	\$15,773.00
12500013A	250XL FourStroke DTS 5.44" 1.75	\$24,310	\$22,100	\$16,023.00
12500017A	250CXL FourStroke DTS 5.44" 1.75	\$24,780	\$22,525	\$16,331.00
12500025A	250XXL FourStroke DTS 5.44" 1.75	\$24,570	\$22,335	\$16,193.00
12500029A	250CXXL FourStroke DTS 5.44" 1.75	\$25,030	\$22,755	\$16,498.00
12500006A	250L FourStroke DTS Cold Fusion White 5.44" 1.75	\$25,430	\$23,120	\$16,762.00
12500014A	250XL FourStroke DTS Cold Fusion White 5.44" 1.75	\$25,805	\$23,460	\$17,009.00
12500018A	250CXL FourStroke DTS Cold Fusion White 5.44" 1.75	\$26,275	\$23,885	\$17,317.00
12500026A	250XXL FourStroke DTS Cold Fusion White 5.44" 1.75	\$26,070	\$23,700	\$17,183.00
12500030A	250CXXL FourStroke DTS Cold Fusion White 5.44" 1.75	\$26,530	\$24,120	\$17,487.00
12500007A	250L FourStroke DTS Warm Fusion White 5.44" 1.75	\$25,430	\$23,120	\$16,762.00
12500015A	250XL FourStroke DTS Warm Fusion White 5.44" 1.75	\$25,805	\$23,460	\$17,009.00
12500019A	250CXL FourStroke DTS Warm Fusion White 5.44" 1.75	\$26,275	\$23,885	\$17,317.00
12500027A	250XXL FourStroke DTS Warm Fusion White 5.44" 1.75	\$26,070	\$23,700	\$17,183.00
12500031A	250CXXL FourStroke DTS Warm Fusion White 5.44" 1.75	\$26,530	\$24,120	\$17,487.00
12500008A	250L FourStroke DTS Pearl Fusion White 5.44" 1.75	\$25,430	\$23,120	\$16,762.00
12500016A	250XL FourStroke DTS Pearl Fusion White 5.44" 1.75	\$25,805	\$23,460	\$17,009.00
12500020A	250CXL FourStroke DTS Pearl Fusion White 5.44" 1.75	\$26,275	\$23,885	\$17,317.00
12500028A	250XXL FourStroke DTS Pearl Fusion White 5.44" 1.75	\$26,070	\$23,700	\$17,183.00
12500032A	250CXXL FourStroke DTS Pearl Fusion White 5.44" 1.75	\$26,530	\$24,120	\$17,487.00
13000002A	300L FourStroke 5.44" 1.75	\$25,235	\$22,940	\$16,632.00
13000010A	300XL FourStroke 5.44" 1.75	\$25,495	\$23,175	\$16,802.00
13000111A	300CXL FourStroke 5.44" 1.75	\$25,955	\$23,595	\$17,107.00
13000003A	300L FourStroke Cold Fusion White 5.44" 1.75	\$26,735	\$24,305	\$17,622.00
13000011A	300XL FourStroke Cold Fusion White 5.44" 1.75	\$26,995	\$24,540	\$17,792.00
13000112A	300CXL FourStroke Cold Fusion White 5.44" 1.75	\$27,450	\$24,955	\$18,093.00
13000004A	300L FourStroke Warm Fusion White 5.44" 1.75	\$26,735	\$24,305	\$17,622.00
13000012A	300XL FourStroke Warm Fusion White 5.44" 1.75	\$26,995	\$24,540	\$17,792.00
13000113A	300CXL FourStroke Warm Fusion White 5.44" 1.75	\$27,450	\$24,955	\$18,093.00
13000005A	300L FourStroke Pearl Fusion White 5.44" 1.75	\$26,735	\$24,305	\$17,622.00
13000013A	300XL FourStroke Pearl Fusion White 5.44" 1.75	\$26,995	\$24,540	\$17,792.00
13000114A	300CXL FourStroke Pearl Fusion White 5.44" 1.75	\$27,450	\$24,955	\$18,093.00
13000006A	300L FourStroke DTS 5.44" 1.75	\$26,100	\$23,725	\$17,201.00
13000014A	300XL FourStroke DTS 5.44" 1.75	\$26,350	\$23,955	\$17,368.00
13000018A	300CXL FourStroke DTS 5.44" 1.75	\$26,815	\$24,375	\$17,672.00
13000007A	300L FourStroke DTS Cold Fusion White 5.44" 1.75	\$27,600	\$25,090	\$18,191.00
13000015A	300XL FourStroke DTS Cold Fusion White 5.44" 1.75	\$27,850	\$25,320	\$18,357.00
13000019A	300CXL FourStroke DTS Cold Fusion White 5.44" 1.75	\$28,315	\$25,740	\$18,662.00
13000008A	300L FourStroke DTS Warm Fusion White 5.44" 1.75	\$27,600	\$25,090	\$18,191.00
13000016A	300XL FourStroke DTS Warm Fusion White 5.44" 1.75	\$27,850	\$25,320	\$18,357.00
13000020A	300CXL FourStroke DTS Warm Fusion White 5.44" 1.75	\$28,315	\$25,740	\$18,662.00
13000009A	300L FourStroke DTS Pearl Fusion White 5.44" 1.75	\$27,600	\$25,090	\$18,191.00
13000017A	300XL FourStroke DTS Pearl Fusion White 5.44" 1.75	\$27,850	\$25,320	\$18,357.00
13000021A	300CXL FourStroke DTS Pearl Fusion White 5.44" 1.75	\$28,315	\$25,740	\$18,662.00
Verado				
12500047A	250L Verado 5.44" 1.85 Cambered Skeg ¹	\$25,455	\$23,140	\$16,777.00



MODEL	DESCRIPTION	MSRP	BASE PRICE	State Price
				27.5%
12500051A	250XL Verado 5.44" 1.85 Cambered Skeg ¹	\$25,715	\$23,375	\$16,947.00
12500059A	250CXL Verado 5.44" 1.85 Cambered Skeg ¹	\$26,175	\$23,795	\$17,252.00
12500067A	250XXL Verado 5.44" 1.85 Cambered Skeg ¹	\$25,975	\$23,615	\$17,121.00
12500075A	250CXXL Verado 5.44" 1.85 Cambered Skeg ¹	\$26,440	\$24,035	\$17,426.00
12500048A	250L Verado Cold Fusion White 5.44" 1.85 Cambered Skeg ¹	\$26,955	\$24,505	\$17,767.00
12500052A	250XL Verado Cold Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,215	\$24,740	\$17,937.00
12500060A	250CXL Verado Cold Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,675	\$25,160	\$18,241.00
12500068A	250XXL Verado Cold Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,475	\$24,975	\$18,107.00
12500076A	250CXXL Verado Cold Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,935	\$25,395	\$18,412.00
12500049A	250L Verado Warm Fusion White 5.44" 1.85 Cambered Skeg ¹	\$26,955	\$24,505	\$17,767.00
12500053A	250XL Verado Warm Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,215	\$24,740	\$17,937.00
12500061A	250CXL Verado Warm Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,675	\$25,160	\$18,241.00
12500069A	250XXL Verado Warm Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,475	\$24,975	\$18,107.00
12500077A	250CXXL Verado Warm Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,935	\$25,395	\$18,412.00
12500050A	250L Verado Pearl Fusion White 5.44" 1.85 Cambered Skeg ¹	\$26,955	\$24,505	\$17,767.00
12500054A	250XL Verado Pearl Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,215	\$24,740	\$17,937.00
12500062A	250CXL Verado Pearl Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,675	\$25,160	\$18,241.00
12500070A	250XXL Verado Pearl Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,475	\$24,975	\$18,107.00
12500078A	250CXXL Verado Pearl Fusion White 5.44" 1.85 Cambered Skeg ¹	\$27,935	\$25,395	\$18,412.00
13000036A	300L Verado 5.44" 1.85 Cambered Skeg ¹	\$27,515	\$25,015	\$18,136.00
13000044A	300CL Verado 5.44" 1.85 Cambered Skeg ¹	\$27,975	\$25,430	\$18,437.00
13000052A	300XL Verado 5.44" 1.85 Cambered Skeg ¹	\$27,775	\$25,250	\$18,307.00
13000060A	300CXL Verado 5.44" 1.85 Cambered Skeg ¹	\$28,235	\$25,670	\$18,611.00
13000068A	300XXL Verado 5.44" 1.85 Cambered Skeg ¹	\$28,030	\$25,480	\$18,473.00
13000076A	300CXXL Verado 5.44" 1.85 Cambered Skeg ¹	\$28,495	\$25,905	\$18,782.00
13000037A	300L Verado Cold Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,015	\$26,375	\$19,122.00
13000045A	300CL Verado Cold Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,475	\$26,795	\$19,427.00
13000053A	300XL Verado Cold Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,275	\$26,615	\$19,296.00
13000061A	300CXL Verado Cold Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,740	\$27,035	\$19,601.00
13000069A	300XXL Verado Cold Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,530	\$26,845	\$19,463.00
13000077A	300CXXL Verado Cold Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,995	\$27,270	\$19,771.00
13000038A	300L Verado Warm Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,015	\$26,375	\$19,122.00
13000046A	300CL Verado Warm Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,475	\$26,795	\$19,427.00
13000054A	300XL Verado Warm Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,275	\$26,615	\$19,296.00
13000062A	300CXL Verado Warm Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,740	\$27,035	\$19,601.00
13000070A	300XXL Verado Warm Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,530	\$26,845	\$19,463.00
13000078A	300CXXL Verado Warm Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,995	\$27,270	\$19,771.00
13000039A	300L Verado Pearl Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,015	\$26,375	\$19,122.00
13000047A	300CL Verado Pearl Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,475	\$26,795	\$19,427.00
13000055A	300XL Verado Pearl Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,275	\$26,615	\$19,296.00
13000063A	300CXL Verado Pearl Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,740	\$27,035	\$19,601.00
13000071A	300XXL Verado Pearl Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,530	\$26,845	\$19,463.00
13000079A	300CXXL Verado Pearl Fusion White 5.44" 1.85 Cambered Skeg ¹	\$29,995	\$27,270	\$19,771.00
13000096A	300L Verado 5.44" 1.75 Cambered Skeg ¹	\$27,515	\$25,015	\$18,136.00
13000099A	300CL Verado 5.44" 1.75 Cambered Skeg ¹	\$27,975	\$25,430	\$18,437.00
13000101A	300XL Verado 5.44" 1.75 Cambered Skeg ¹	\$27,775	\$25,250	\$18,307.00
13000104A	300CXL Verado 5.44" 1.75 Cambered Skeg ¹	\$28,235	\$25,670	\$18,611.00



MODEL	DESCRIPTION	MSRP	BASE PRICE	State Price
				27.5%
13000107A	300XXL Verado 5.44" 1.75 Cambered Skeg ¹	\$28,030	\$25,480	\$18,473.00
13000109A	300CXXL Verado 5.44" 1.75 Cambered Skeg ¹	\$28,495	\$25,905	\$18,782.00
13000097A	300L Verado Cold Fusion White 5.44" 1.75 Cambered Skeg ¹	\$29,015	\$26,375	\$19,122.00
13000102A	300XL Verado Cold Fusion White 5.44" 1.75 Cambered Skeg ¹	\$29,275	\$26,615	\$19,296.00
13000105A	300CXL Verado Cold Fusion White 5.44" 1.75 Cambered Skeg ¹	\$29,740	\$27,035	\$19,601.00
1350V131D	350L Verado 5.44" 1.75 HD ^{1,3}	\$30,300	\$27,545	\$19,971.00
1350V141D	350CL Verado 5.44" 1.75 HD ^{1,3}	\$31,105	\$28,275	\$20,500.00
1350V231D	350XL Verado 5.44" 1.75 HD ^{1,3}	\$30,300	\$27,545	\$19,971.00
1350V241D	350CXL Verado 5.44" 1.75 HD ^{1,3}	\$30,840	\$28,035	\$20,326.00
1350V331D	350XXL Verado 5.44" 1.75 HD ^{1,3}	\$30,510	\$27,735	\$20,108.00
1350V341D	350CXXL Verado 5.44" 1.75 HD ^{1,3}	\$31,025	\$28,205	\$20,449.00
1350V131C	350L Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$31,785	\$28,895	\$20,949.00
1350V141C	350CL Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$32,590	\$29,625	\$21,479.00
1350V231C	350XL Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$31,785	\$28,895	\$20,949.00
1350V241C	350CXL Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$32,325	\$29,385	\$21,305.00
1350V331C	350XXL Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$31,995	\$29,085	\$21,087.00
1350V341C	350CXXL Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$32,510	\$29,555	\$21,428.00
1350V131Y	350L Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$31,785	\$28,895	\$20,949.00
1350V141Y	350CL Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$32,590	\$29,625	\$21,479.00
1350V231Y	350XL Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$31,785	\$28,895	\$20,949.00
1350V241Y	350CXL Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$32,325	\$29,385	\$21,305.00
1350V331Y	350XXL Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$31,995	\$29,085	\$21,087.00
1350V341Y	350CXXL Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$32,510	\$29,555	\$21,428.00
1350V131P	350L Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$31,785	\$28,895	\$20,949.00
1350V141P	350CL Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$32,590	\$29,625	\$21,479.00
1350V231P	350XL Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$31,785	\$28,895	\$20,949.00
1350V241P	350CXL Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$32,325	\$29,385	\$21,305.00
1350V331P	350XXL Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$31,995	\$29,085	\$21,087.00
1350V341P	350CXXL Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$32,510	\$29,555	\$21,428.00
14000013A	400L Verado 5.44" 1.75 HD ^{1,3}	\$34,135	\$31,030	\$22,497.00
14000014A	400CL Verado 5.44" 1.75 HD ^{1,3}	\$34,935	\$31,760	\$23,026.00
14000015A	400XL Verado 5.44" 1.75 HD ^{1,3}	\$34,135	\$31,030	\$22,497.00
14000016A	400CXL Verado 5.44" 1.75 HD ^{1,3}	\$34,670	\$31,520	\$22,852.00
14000017A	400XXL Verado 5.44" 1.75 HD ^{1,3}	\$34,340	\$31,220	\$22,635.00
14000018A	400CXXL Verado 5.44" 1.75 HD ^{1,3}	\$34,860	\$31,690	\$22,976.00
14000025A	400L Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$35,620	\$32,380	\$23,476.00
14000026A	400CL Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$36,420	\$33,110	\$24,005.00
14000027A	400XL Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$35,620	\$32,380	\$23,476.00
14000028A	400CXL Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$36,155	\$32,870	\$23,831.00
14000029A	400XXL Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$35,825	\$32,570	\$23,614.00
14000030A	400CXXL Verado Cold Fusion White 5.44" 1.75 HD ^{1,3}	\$36,345	\$33,040	\$23,954.00
14000037A	400L Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$35,620	\$32,380	\$23,476.00
14000038A	400CL Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$36,420	\$33,110	\$24,005.00
14000039A	400XL Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$35,620	\$32,380	\$23,476.00
14000040A	400CXL Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$36,155	\$32,870	\$23,831.00
14000041A	400XXL Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$35,825	\$32,570	\$23,614.00
14000042A	400CXXL Verado Warm Fusion White 5.44" 1.75 HD ^{1,3}	\$36,345	\$33,040	\$23,954.00



MODEL	DESCRIPTION	MSRP	BASE PRICE	State Price
				27.5%
14000049A	400L Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$35,620	\$32,380	\$23,476.00
14000050A	400CL Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$36,420	\$33,110	\$24,005.00
14000051A	400XL Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$35,620	\$32,380	\$23,476.00
14000052A	400CXL Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$36,155	\$32,870	\$23,831.00
14000053A	400XXL Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$35,825	\$32,570	\$23,614.00
14000054A	400CXXL Verado Pearl Fusion White 5.44" 1.75 HD ^{1,3}	\$36,345	\$33,040	\$23,954.00
12500055A	250XL Verado JPO 5.44" 1.85 Cambered Skeg ^{1,2}	\$25,715	\$23,375	\$16,947.00
12500063A	250CXL Verado JPO 5.44" 1.85 Cambered Skeg ^{1,2}	\$26,175	\$23,795	\$17,252.00
12500071A	250XXL Verado JPO 5.44" 1.85 Cambered Skeg ^{1,2}	\$25,975	\$23,615	\$17,121.00
12500079A	250CXXL Verado JPO 5.44" 1.85 Cambered Skeg ^{1,2}	\$26,440	\$24,035	\$17,426.00
12500056A	250XL Verado JPO Cold Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,215	\$24,740	\$17,937.00
12500064A	250CXL Verado JPO Cold Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,675	\$25,160	\$18,241.00
12500072A	250XXL Verado JPO Cold Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,475	\$24,975	\$18,107.00
12500080A	250CXXL Verado JPO Cold Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,935	\$25,395	\$18,412.00
12500057A	250XL Verado JPO Warm Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,215	\$24,740	\$17,937.00
12500065A	250CXL Verado JPO Warm Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,675	\$25,160	\$18,241.00
12500073A	250XXL Verado JPO Warm Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,475	\$24,975	\$18,107.00
12500081A	250CXXL Verado JPO Warm Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,935	\$25,395	\$18,412.00
12500058A	250XL Verado JPO Pearl Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,215	\$24,740	\$17,937.00
12500066A	250CXL Verado JPO Pearl Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,675	\$25,160	\$18,241.00
12500074A	250XXL Verado JPO Pearl Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,475	\$24,975	\$18,107.00
12500082A	250CXXL Verado JPO Pearl Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,935	\$25,395	\$18,412.00
13000040A	300L Verado JPO 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,515	\$25,015	\$18,136.00
13000048A	300CL Verado JPO 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,975	\$25,430	\$18,437.00
13000056A	300XL Verado JPO 5.44" 1.85 Cambered Skeg ^{1,2}	\$27,775	\$25,250	\$18,307.00
13000064A	300CXL Verado JPO 5.44" 1.85 Cambered Skeg ^{1,2}	\$28,235	\$25,670	\$18,611.00
13000072A	300XXL Verado JPO 5.44" 1.85 Cambered Skeg ^{1,2}	\$28,030	\$25,480	\$18,473.00
13000080A	300CXXL Verado JPO 5.44" 1.85 Cambered Skeg ^{1,2}	\$28,495	\$25,905	\$18,782.00
13000041A	300L Verado JPO Cold Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,015	\$26,375	\$19,122.00
13000049A	300CL Verado JPO Cold Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,475	\$26,795	\$19,427.00
13000057A	300XL Verado JPO Cold Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,275	\$26,615	\$19,296.00
13000065A	300CXL Verado JPO Cold Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,740	\$27,035	\$19,601.00
13000073A	300XXL Verado JPO Cold Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,530	\$26,845	\$19,463.00
13000081A	300CXXL Verado JPO Cold Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,995	\$27,270	\$19,771.00
13000042A	300L Verado JPO Warm Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,015	\$26,375	\$19,122.00
13000050A	300CL Verado JPO Warm Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,475	\$26,795	\$19,427.00
13000058A	300XL Verado JPO Warm Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,275	\$26,615	\$19,296.00
13000066A	300CXL Verado JPO Warm Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,740	\$27,035	\$19,601.00
13000074A	300XXL Verado JPO Warm Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,530	\$26,845	\$19,463.00
13000082A	300CXXL Verado JPO Warm Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,995	\$27,270	\$19,771.00
13000043A	300L Verado JPO Pearl Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,015	\$26,375	\$19,122.00
13000051A	300CL Verado JPO Pearl Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,475	\$26,795	\$19,427.00
13000059A	300XL Verado JPO Pearl Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,275	\$26,615	\$19,296.00
13000067A	300CXL Verado JPO Pearl Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,740	\$27,035	\$19,601.00
13000075A	300XXL Verado JPO Pearl Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,530	\$26,845	\$19,463.00
13000083A	300CXXL Verado JPO Pearl Fusion White 5.44" 1.85 Cambered Skeg ^{1,2}	\$29,995	\$27,270	\$19,771.00
13000098A	300L Verado JPO 5.44" 1.75 Cambered Skeg ^{1,2}	\$27,515	\$25,015	\$18,136.00



MODEL	DESCRIPTION	MSRP	BASE PRICE	State Price
				27.5%
13000100A	300CL Verado JPO 5.44" 1.75 Cambered Skeg ^{1, 2}	\$27,975	\$25,430	\$18,437.00
13000103A	300XL Verado JPO 5.44" 1.75 Cambered Skeg ^{1, 2}	\$27,775	\$25,250	\$18,307.00
13000106A	300CXL Verado JPO 5.44" 1.75 Cambered Skeg ^{1, 2}	\$28,235	\$25,670	\$18,611.00
13000108A	300XXL Verado JPO 5.44" 1.75 Cambered Skeg ^{1, 2}	\$28,030	\$25,480	\$18,473.00
13000110A	300CXXL Verado JPO 5.44" 1.75 Cambered Skeg ^{1, 2}	\$28,495	\$25,905	\$18,782.00
1358V131D	350L Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$30,300	\$27,545	\$19,971.00
1358V141D	350CL Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$31,105	\$28,275	\$20,500.00
1358V231D	350XL Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$30,300	\$27,545	\$19,971.00
1358V241D	350CXL Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$30,840	\$28,035	\$20,326.00
1358V331D	350XXL Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$30,510	\$27,735	\$20,108.00
1358V341D	350CXXL Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$31,025	\$28,205	\$20,449.00
1358V131C	350L Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$31,785	\$28,895	\$20,949.00
1358V141C	350CL Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$32,590	\$29,625	\$21,479.00
1358V231C	350XL Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$31,785	\$28,895	\$20,949.00
1358V241C	350CXL Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$32,325	\$29,385	\$21,305.00
1358V331C	350XXL Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$31,995	\$29,085	\$21,087.00
1358V341C	350CXXL Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$32,510	\$29,555	\$21,428.00
1358V131Y	350L Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$31,785	\$28,895	\$20,949.00
1358V141Y	350CL Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$32,590	\$29,625	\$21,479.00
1358V231Y	350XL Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$31,785	\$28,895	\$20,949.00
1358V241Y	350CXL Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$32,325	\$29,385	\$21,305.00
1358V331Y	350XXL Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$31,995	\$29,085	\$21,087.00
1358V341Y	350CXXL Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$32,510	\$29,555	\$21,428.00
1358V131P	350L Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$31,785	\$28,895	\$20,949.00
1358V141P	350CL Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$32,590	\$29,625	\$21,479.00
1358V231P	350XL Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$31,785	\$28,895	\$20,949.00
1358V241P	350CXL Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$32,325	\$29,385	\$21,305.00
1358V331P	350XXL Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$31,995	\$29,085	\$21,087.00
1358V341P	350CXXL Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$32,510	\$29,555	\$21,428.00
14000019A	400L Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$34,135	\$31,030	\$22,497.00
14000020A	400CL Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$34,935	\$31,760	\$23,026.00
14000021A	400XL Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$34,135	\$31,030	\$22,497.00
14000022A	400CXL Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$34,670	\$31,520	\$22,852.00
14000023A	400XXL Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$34,340	\$31,220	\$22,635.00
14000024A	400CXXL Verado JPO 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$34,860	\$31,690	\$22,976.00
14000031A	400L Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$35,620	\$32,380	\$23,476.00
14000032A	400CL Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$36,420	\$33,110	\$24,005.00
14000033A	400XL Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$35,620	\$32,380	\$23,476.00
14000034A	400CXL Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$36,155	\$32,870	\$23,831.00
14000035A	400XXL Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$35,825	\$32,570	\$23,614.00
14000036A	400CXXL Verado JPO Cold Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$36,345	\$33,040	\$23,954.00
14000043A	400L Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$35,620	\$32,380	\$23,476.00
14000044A	400CL Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$36,420	\$33,110	\$24,005.00
14000045A	400XL Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$35,620	\$32,380	\$23,476.00
14000046A	400CXL Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$36,155	\$32,870	\$23,831.00
14000047A	400XXL Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$35,825	\$32,570	\$23,614.00
14000048A	400CXXL Verado JPO Warm Fusion White 5.44" 1.75 HD Cambered Skeg ^{1, 2, 3}	\$36,345	\$33,040	\$23,954.00



MODEL	DESCRIPTION	MSRP	BASE PRICE	State Price
				27.5%
14000055A	400L Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1,2,3}	\$35,620	\$32,380	\$23,476.00
14000056A	400CL Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1,2,3}	\$36,420	\$33,110	\$24,005.00
14000057A	400XL Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1,2,3}	\$35,620	\$32,380	\$23,476.00
14000058A	400CXL Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1,2,3}	\$36,155	\$32,870	\$23,831.00
14000059A	400XXL Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1,2,3}	\$35,825	\$32,570	\$23,614.00
14000060A	400CXXL Verado JPO Pearl Fusion White 5.44" 1.75 HD Cambered Skeg ^{1,2,3}	\$36,345	\$33,040	\$23,954.00
Pro XS				
1117F131D	115ELPT Pro XS	\$11,765	\$10,695	\$7,754.00
1117F231D	115EXLPT Pro XS	\$11,800	\$10,725	\$7,776.00
1117F531D	115ELPT Pro XS Command Thrust	\$12,100	\$11,000	\$7,975.00
1117F631D	115EXLPT Pro XS Command Thrust	\$12,135	\$11,030	\$7,997.00
1152F131D	150L Pro XS	\$15,210	\$13,825	\$10,024.00
1152F231D	150XL Pro XS	\$15,300	\$13,910	\$10,085.00
11750001A	175L Pro XS 4.8" 1.85	\$17,775	\$16,160	\$11,716.00
11750002A	175XL Pro XS 4.8" 1.85	\$18,035	\$16,395	\$11,887.00
12000027A	200L Pro XS TorqueMaster 1.75	\$19,415	\$17,650	\$12,797.00
12000039A	200L Pro XS 4.8" 1.85	\$19,415	\$17,650	\$12,797.00
12000028A	200XL Pro XS 5.44" 1.75	\$19,675	\$17,885	\$12,967.00
12000035A	200L Pro XS DTS TorqueMaster 1.75	\$19,970	\$18,155	\$13,163.00
12000037A	200XL Pro XS DTS 5.44" 1.75	\$20,230	\$18,390	\$13,333.00
12250033A	225L Pro XS TorqueMaster 1.75	\$21,625	\$19,660	\$14,254.00
12250034A	225XL Pro XS 5.44" 1.75	\$21,885	\$19,895	\$14,424.00
12250053A	225L Pro XS DTS TorqueMaster 1.75	\$22,180	\$20,165	\$14,620.00
12250055A	225XL Pro XS DTS 5.44" 1.75	\$22,440	\$20,400	\$14,790.00
12500033A	250L Pro XS TorqueMaster 1.75	\$22,955	\$20,870	\$15,131.00
12500034A	250XL Pro XS 5.44" 1.75	\$23,800	\$21,635	\$15,686.00
12500094A	250L Pro XS DTS TorqueMaster 1.75	\$23,685	\$21,530	\$15,610.00
12500096A	250XL Pro XS DTS 5.44" 1.75	\$24,520	\$22,290	\$16,161.00
13000022A	300L Pro XS TorqueMaster 1.75	\$26,725	\$24,295	\$17,614.00
13000023A	300XL Pro XS 5.44" 1.75	\$26,985	\$24,530	\$17,785.00
13000177A	300L Pro XS DTS TorqueMaster 1.75	\$27,590	\$25,080	\$18,183.00
13000179A	300XL Pro XS DTS 5.44" 1.75	\$27,840	\$25,310	\$18,350.00
13000181A	300CXL Pro XS DTS 5.44" 1.75	\$27,730	\$25,210	\$18,278.00
NEW! 1A3G271KK	JET 25MLHGA FourStroke ⁵	\$5,930	\$5,390	\$3,908.00
NEW! 1A3G371KK	JET 25ELHGA FourStroke ⁵	\$6,305	\$5,730	\$4,155.00
1F50473GZ	JET 35ELPT FourStroke ⁵	\$6,985	\$6,350	\$4,604.00
1F60473GZ	JET 40ELPT FourStroke ⁵	\$7,700	\$7,000	\$5,075.00
NEW! 1F6047TJZ	JET 40ELHPT FourStroke Tiller ⁵ (with new advanced tiller)	\$8,505	\$7,730	\$5,605.00
1F6547J2D	JET 65ELPT FourStroke ^{4, 6}	\$10,930	\$9,935	\$7,203.00
1F8047J2D	JET 80ELPT FourStroke ^{4, 6}	\$12,375	\$11,250	\$8,157.00
SeaPro				
1A15207BK	15MH SeaPro	\$3,175	\$2,885	\$2,092.00
1A15217BK	15MLH SeaPro	\$3,200	\$2,910	\$2,110.00
NEW! 1F4135TEZ	40ELHGA SeaPro Command Thrust Tiller (with new advanced tiller)	\$8,120	\$7,380	\$5,351.00
NEW! 1F4136TEZ	40EXLHGA SeaPro Command Thrust Tiller (with new advanced tiller)	\$8,230	\$7,480	\$5,423.00
1F414571Z	40ELPT SeaPro Command Thrust	\$7,430	\$6,755	\$4,898.00
NEW! 1F4145TEZ	40ELHPT SeaPro Command Thrust Tiller (with new advanced tiller)	\$8,190	\$7,445	\$5,398.00



		MSRP	BASE PRICE	State Price
MODEL	DESCRIPTION			27.5%
	1F414671Z 40EXLPT SeaPro Command Thrust	\$7,545	\$6,860	\$4,974.00
NEW!	1F4146TEZ 40EXLHPT SeaPro Command Thrust Tiller (with new advanced tiller)	\$8,305	\$7,550	\$5,474.00
NEW!	1F6035TEZ 60ELHGA SeaPro Command Thrust Tiller (with new advanced tiller)	\$8,940	\$8,125	\$5,891.00
NEW!	1F6036TEZ 60EXLHGA SeaPro Command Thrust Tiller (with new advanced tiller)	\$9,055	\$8,230	\$5,967.00
	1F604571Z 60ELPT SeaPro Command Thrust	\$8,250	\$7,500	\$5,438.00
NEW!	1F6045TEZ 60ELHPT SeaPro Command Thrust Tiller (with new advanced tiller)	\$9,020	\$8,200	\$5,945.00
	1F604671Z 60EXLPT SeaPro Command Thrust	\$8,930	\$8,120	\$5,887.00
NEW!	1F6046TEZ 60EXLHPT SeaPro Command Thrust Tiller (with new advanced tiller)	\$9,715	\$8,830	\$6,402.00
	1F764571D 75ELPT SeaPro Command Thrust	\$10,455	\$9,505	\$6,892.00
NEW!	1F7645TED 75ELHPT SeaPro Command Thrust Tiller (with new advanced tiller)	\$11,365	\$10,330	\$7,490.00
	1F914571D 90ELPT SeaPro Command Thrust	\$10,890	\$9,900	\$7,178.00
NEW!	1F9145TED 90ELHPT SeaPro Command Thrust Tiller (with new advanced tiller)	\$11,805	\$10,730	\$7,780.00
	1F914671D 90EXLPT SeaPro Command Thrust	\$10,935	\$9,940	\$7,207.00
NEW!	1F9146TED 90EXLHPT SeaPro Command Thrust Tiller (with new advanced tiller)	\$11,845	\$10,770	\$7,809.00
	1116F571D 115ELPT SeaPro Command Thrust	\$11,835	\$10,760	\$7,801.00
NEW!	1116F5TED 115ELHPT SeaPro Command Thrust Tiller (with new advanced tiller)	\$12,770	\$11,610	\$8,418.00
	1116F671D 115EXLPT SeaPro Command Thrust	\$11,870	\$10,790	\$7,823.00
NEW!	1116F6TED 115EXLHPT SeaPro Command Thrust Tiller (with new advanced tiller)	\$12,805	\$11,640	\$8,439.00
	1116F681D 115ECXLPT SeaPro Command Thrust	\$11,870	\$10,790	\$7,823.00
	1151F171D 150L SeaPro	\$14,995	\$13,630	\$9,882.00
	1151F271D 150XL SeaPro	\$15,085	\$13,715	\$9,944.00
	1151F281D 150CXL SeaPro	\$15,660	\$14,235	\$10,321.00
	12000021A 200L SeaPro 5.44" 1.85	\$18,520	\$16,835	\$12,206.00
	12000023A 200XL SeaPro 5.44" 1.85	\$18,775	\$17,070	\$12,376.00
	12000025A 200CXL SeaPro 5.44" 1.85	\$19,240	\$17,490	\$12,681.00
	12000022A 200L SeaPro DTS 5.44" 1.85	\$19,075	\$17,340	\$12,572.00
	12000024A 200XL SeaPro DTS 5.44" 1.85	\$19,335	\$17,575	\$12,742.00
	12000026A 200CXL SeaPro DTS 5.44" 1.85	\$19,795	\$17,995	\$13,047.00
	12250035A 225L SeaPro 5.44" 1.75	\$21,410	\$19,465	\$14,113.00
	12250037A 225CL SeaPro 5.44" 1.75	\$21,870	\$19,880	\$14,413.00
	12250039A 225XL SeaPro 5.44" 1.75	\$21,665	\$19,695	\$14,279.00
	12250041A 225CXL SeaPro 5.44" 1.75	\$22,130	\$20,120	\$14,587.00
	12250043A 225XXL SeaPro 5.44" 1.75	\$21,925	\$19,930	\$14,450.00
	12250045A 225CXXL SeaPro 5.44" 1.75	\$22,385	\$20,350	\$14,754.00
	12250036A 225L SeaPro DTS 5.44" 1.75	\$21,965	\$19,970	\$14,479.00
	12250038A 225CL SeaPro DTS 5.44" 1.75	\$22,425	\$20,385	\$14,780.00
	12250040A 225XL SeaPro DTS 5.44" 1.75	\$22,220	\$20,200	\$14,645.00
	12250042A 225CXL SeaPro DTS 5.44" 1.75	\$22,690	\$20,625	\$14,954.00
	12250044A 225XXL SeaPro DTS 5.44" 1.75	\$22,480	\$20,435	\$14,816.00
	12250046A 225CXXL SeaPro DTS 5.44" 1.75	\$22,940	\$20,855	\$15,120.00
	12500035A 250L SeaPro 5.44" 1.75	\$23,745	\$21,585	\$15,650.00
	12500037A 250CL SeaPro 5.44" 1.75	\$24,210	\$22,010	\$15,958.00
	12500039A 250XL SeaPro 5.44" 1.75	\$24,000	\$21,820	\$15,820.00
	12500041A 250CXL SeaPro 5.44" 1.75	\$24,465	\$22,240	\$16,124.00
	12500043A 250XXL SeaPro 5.44" 1.75	\$24,265	\$22,060	\$15,994.00
	12500045A 250CXXL SeaPro 5.44" 1.75	\$24,730	\$22,480	\$16,298.00
	12500036A 250L SeaPro DTS 5.44" 1.75	\$24,465	\$22,240	\$16,124.00



MODEL	DESCRIPTION	MSRP	BASE PRICE	State Price
				27.5%
12500038A	250CL SeaPro DTS 5.44" 1.75	\$24,930	\$22,665	\$16,433.00
12500040A	250XL SeaPro DTS 5.44" 1.75	\$24,730	\$22,480	\$16,298.00
12500042A	250CXL SeaPro DTS 5.44" 1.75	\$25,185	\$22,895	\$16,599.00
12500044A	250XXL SeaPro DTS 5.44" 1.75	\$24,985	\$22,715	\$16,469.00
12500046A	250CXXL SeaPro DTS 5.44" 1.75	\$25,450	\$23,135	\$16,773.00
13000024A	300L SeaPro 5.44" 1.75	\$25,525	\$23,205	\$16,824.00
13000026A	300CL SeaPro 5.44" 1.75	\$25,995	\$23,630	\$17,132.00
13000028A	300XL SeaPro 5.44" 1.75	\$25,785	\$23,440	\$16,994.00
13000030A	300CXL SeaPro 5.44" 1.75	\$26,245	\$23,860	\$17,299.00
13000032A	300XXL SeaPro 5.44" 1.75	\$26,050	\$23,680	\$17,168.00
13000034A	300CXXL SeaPro 5.44" 1.75	\$26,510	\$24,100	\$17,473.00
13000025A	300L SeaPro DTS 5.44" 1.75	\$26,390	\$23,990	\$17,393.00
13000027A	300CL SeaPro DTS 5.44" 1.75	\$26,850	\$24,410	\$17,698.00
13000029A	300XL SeaPro DTS 5.44" 1.75	\$26,650	\$24,225	\$17,564.00
13000031A	300CXL SeaPro DTS 5.44" 1.75	\$27,110	\$24,645	\$17,868.00
13000033A	300XXL SeaPro DTS 5.44" 1.75	\$26,905	\$24,460	\$17,734.00
13000035A	300CXXL SeaPro DTS 5.44" 1.75	\$27,370	\$24,880	\$18,038.00
13000084A	300L SeaPro AMS 5.44" 1.75 ¹	\$26,935	\$24,485	\$17,752.00
13000086A	300CL SeaPro AMS 5.44" 1.75 ¹	\$27,395	\$24,905	\$18,057.00
13000088A	300XL SeaPro AMS 5.44" 1.75 ¹	\$27,200	\$24,725	\$17,926.00
13000090A	300CXL SeaPro AMS 5.44" 1.75 ¹	\$27,660	\$25,145	\$18,231.00
13000092A	300XXL SeaPro AMS 5.44" 1.75 ¹	\$27,455	\$24,960	\$18,096.00
13000094A	300CXXL SeaPro AMS 5.44" 1.75 ¹	\$27,920	\$25,380	\$18,401.00
13000085A	`	\$26,935	\$24,485	\$17,752.00
13000087A	300CL SeaPro AMS JPO 5.44" 1.75 ^{1,2}	\$27,395	\$24,905	\$18,057.00
13000089A	300XL SeaPro AMS JPO 5.44" 1.75 ^{1,2}	\$27,200	\$24,725	\$17,926.00
13000091A	300CXL SeaPro AMS JPO 5.44" 1.75 ^{1,2}	\$27,660	\$25,145	\$18,231.00
13000093A	300XXL SeaPro AMS JPO 5.44" 1.75 ^{1,2}	\$27,455	\$24,960	\$18,096.00
13000095A	300CXXL SeaPro AMS JPO 5.44" 1.75 ^{1,2}	\$27,920	\$25,380	\$18,401.00
NEW! 19DS48KHH	3.0L Diesel 4.8" 2.08 XL RH	\$33,205	\$30,185	\$21,885.00
NEW! 19DS48LHH	3.0L Diesel 4.8" 2.08 CXL LH	\$33,265	\$30,240	\$21,924.00