



Washington State
**DEPARTMENT OF
ENTERPRISE SERVICES**

**COOPERATIVE PURCHASING AGREEMENT
WASHINGTON/OREGON COOPERATIVE**

No. 28523

FOR

FORKLIFTS

CATEGORY(IES)

CATEGORY 1: ELECTRIC MOTOR RIDING FORKLIFTS

CATEGORY 2: HEAVY DUTY ELECTRIC MOTOR RIDING FORKLIFTS

CATEGORY 3: ELECTRIC MOTOR NARROW AISLE FORKLIFTS

CATEGORY 4: ELECTRIC MOTOR NARROW AISLE WALKIE FORKLIFTS

CATEGORY 5: ELECTRIC MOTOR HAND FORKLIFTS

CATEGORY 6: INTERNAL COMBUSTION CUSHION TIRE FORKLIFTS

CATEGORY 7: HEAVY DUTY INTERNAL COMBUSTION CUSHION TIRE FORKLIFTS

CATEGORY 8: INTERNAL COMBUSTION PNEUMATIC TIRE FORKLIFTS

CATEGORY 9: HEAVY DUTY INTERNAL COMBUSTION PNEUMATIC TIRE FORKLIFTS

CATEGORY 10: ROUGH TERRAIN FORKLIFTS

CATEGORY 11: TELEHANDLER FORKLIFTS

For Use by Eligible Purchasers

By and Between

**STATE OF WASHINGTON
DEPARTMENT OF ENTERPRISE SERVICES**

and

PAPE MATERIAL HANDING, INC.

Dated August 1, 2025

**COOPERATIVE PURCHASING AGREEMENT
WASHINGTON/OREGON COOPERATIVE**

No. 28523

FOR

FORKLIFTS

WASHINGTON AND OREGON

This Cooperative Purchasing Agreement (Cooperative Purchasing Agreement or “Contract”) is made and entered into by and between the State of Washington acting by and through the Department of Enterprise Services, a Washington State governmental agency (“Enterprise Services”) and Pape Material Handling, Inc., an Oregon Corporation (“Contractor”) and is dated and effective as of August 1, 2025.

RECITALS

- A. Pursuant to Legislative authorization, Enterprise Services, on behalf of the State of Washington, is authorized to develop, solicit, and establish enterprise procurement solutions, including statewide contracts, for goods and/or services to support Washington state agencies (“Contract”). See RCW 39.26.050(1). The Washington State Legislature also has authorized Enterprise Services to make these contracts available, pursuant to an agreement in which Enterprise Services ensures full cost recovery, to other local or federal government agencies or entities, public benefit nonprofit organizations, and any tribes located in the State of Washington. See RCW 39.26.050(1) & (2).
- B. The Washington State Legislature also has authorized Enterprise Services to participate in, sponsor, conduct, or administer cooperative purchasing agreements. See RCW 39.26.050(1). Accordingly, pursuant to Washington’s Procurement Code for Goods/Services, RCW 39.26, and the Interlocal Cooperation Act, RCW 39.34, Enterprise Services and the State of Oregon have entered into an *Interstate Cooperative Agreement for Joint Participation In Each State’s Purchasing Program*. See *WA/OR Interstate Cooperative Agreement No. DASPS-56815-14* (dated January 1, 2015). The *WA/OR Interstate Cooperative Agreement* enables specified eligible purchasers to utilize certain of each state’s designated competitively solicited Contracts. The *WA/OR Interstate Cooperative Agreement* creates the opportunity for procurement efficiencies and cost savings as well as increasing potential use and marketplace incentives for vendors to contract with the states.
- C. Enterprise Services, on behalf of the State of Washington, in collaboration with the State of Oregon, as part of a competitive governmental procurement, issued Competitive Solicitation No. 28523 dated December 27, 2024. to establish Cooperative Purchasing Agreements for Forklifts to enable eligible purchasers to procure Forklifts from the qualified awarded Contractors in a cost effective, efficient manner using the terms and conditions of the Cooperative Purchasing Agreement.
- D. Enterprise Services evaluated all responses to the Competitive Solicitation and identified Contractor as an apparent successful bidder.

- E. Enterprise Services has determined that entering into this Cooperative Purchasing Agreement will meet the identified needs and be in the best interest of the State of Washington.
- F. The purpose of this Cooperative Purchasing Agreement is to enable eligible purchasers to purchase the Goods and/or Services as set forth herein.

A G R E E M E N T

NOW THEREFORE, in consideration of the mutual promises, covenants, and conditions set forth herein, the parties hereto hereby agree as follows:

1. **TERM.** The term of this Cooperative Purchasing Agreement is Twenty-Four (24) months, commencing August 1, 2025 and ending July 31, 2027; *Provided*, however, that if Contractor is not in default and if, by April 1st, 2027, in Enterprise Services' reasonable judgment, Contractor satisfactorily has met the performance-based goals for contract extension, Enterprise Services may extend the term of this Cooperative Purchasing Agreement, by written amendment, for up to forty-eight (48) additional months . Such extension amendment shall be on the same terms and conditions as set forth in this Cooperative Purchasing Agreement. To earn the performance-based term extension, Contractor must achieve the following performance-based metrics:

PERFORMANCE METRIC	PERFORMANCE REQUIREMENT FOR EXTENSION
Order Response Times:	Contractor responds to both order requests and purchase orders within 5 (five) business days, with no less than an 80% on time rate over the contract term.
Delay Notifications:	Contractor timely informs Purchasers of any delivery delays and provides new estimated delivery dates within 2 (two) business days, with no less than an 80% on time rate over the contract term.
Lead Time:	Contractor timely delivers products to purchasers within 180 days of order receipt, with no less than an 80% on time rate over the contract term.
Insurance Endorsements:	Contractor timely provides to Enterprise Services at the designated address, without exception, annual insurance endorsements for the insurance coverages required by this Contract. <i>See Exhibit C – Insurance Requirements</i> at § 4.
Vendor Management Fee:	Contractor timely remits to Enterprise Service, with no less than a 75% on time rate over the contract term, the applicable Vendor Management Fee (VMF). <i>Note:</i> Contractor must pay the VMF within thirty (30) calendar days of invoice from Enterprise Services. If Contractor is delinquent in timely paying the VMF for three (3) or more quarters within the first nine (9) quarters of the Contract term, Contractor shall not be eligible for a performance-based extension.

PERFORMANCE METRIC	PERFORMANCE REQUIREMENT FOR EXTENSION
Contract Sales Reports:	Contractor timely provides to Enterprise Services, with no less than a 75% on time rate over the contract term, the required Contract quarterly sales reports. <i>Note:</i> Contractor must provide the quarterly sales reports to Enterprise Services within thirty (30) calendar days of the quarter's end. If Contractor is delinquent in providing the quarterly sales reports for three (3) or more quarters within the first nine (9) quarters of the Contract term, Contractor shall not be eligible for a performance-based extension.

2. ELIGIBLE PURCHASERS. This Cooperative Purchasing Agreement may be utilized by any of the following types of entities (each an eligible "Purchaser"):

- 2.1. WASHINGTON STATE AGENCIES. All Washington state agencies, departments, offices, divisions, boards, and commissions.
- 2.2. WASHINGTON STATE INSTITUTIONS OF HIGHER EDUCATION. Any the following institutions of higher education (colleges) in Washington:
 - State universities – i.e., University of Washington & Washington State University;
 - Regional universities – i.e., Central Washington University, Eastern Washington University, & Western Washington University
 - Evergreen State College;
 - Community colleges; and
 - Technical colleges.
- 2.3. ORCPP MEMBERS. Oregon Cooperative Purchasing Program (ORCPP) Members, which include the following Oregon entities:
 - Cities, counties, school districts, and special districts;
 - Qualified rehabilitation facilities and residential programs in contract with the Oregon Department of Human Services;
 - Quasi-state agencies and independent state agencies with their own procurement authority;
 - Public bodies created as governmental entities but not considered a unit of local or municipal government;
 - Oregon constitutional offices;
 - Specified Public Benefit Nonprofit Corporations; and
 - American Indian tribes or agencies.

ORCPP Members do not include Oregon state agencies subject to the Oregon Department of Administrative Services' procurement authority.
- 2.4. CONTRACT USAGE AGREEMENT PARTIES. Any of the following types of entities that have executed a Contract Usage Agreement with Enterprise Services:

- Political subdivisions (e.g., counties, cities, school districts, public utility districts) in the State of Washington;
- Federal governmental agencies or entities;
- Public-benefit nonprofit corporations (i.e., public benefit nonprofit corporations as defined by RCW 24.03A.245 who receive federal, state, or local funding); and
- Federally-recognized Indian Tribes located in the State of Washington.

3. SCOPE – INCLUDED GOODS AND/OR SERVICES & PRICES.

CONTRACT SCOPE. Pursuant to this Cooperative Purchasing Agreement, Contractor is authorized to sell and provide only those Goods and/or Services set forth in *Exhibit A – Included Goods/Services* for the prices set forth in *Exhibit B – Prices for Goods/Services*. Contractor shall not represent to any Purchaser under this Cooperative Purchasing Agreement that Contractor has contractual authority to sell or provide any goods and/or services beyond those set forth in *Exhibit A – Included Goods/Services*.

- (a) Goods. For purposes of this Cooperative Purchasing Agreement, “Goods” means all equipment, materials, supplies, ancillary parts, accessories, components and other items purchased by Purchaser pursuant to this Cooperative Purchasing Agreement and as identified in the Purchase Order.
- (b) Services. For purposes of this Cooperative Purchasing Agreement, “Services” means all services of any nature ordered by Purchaser pursuant to this Cooperative Purchasing Agreement and as identified in the Purchase Order.
- (c) Specifications. Where applicable, specifications for Goods and/or Services are detailed in this Cooperative Purchasing Agreement and the Purchase Order. Unless otherwise specified in the Purchase Order, all Goods and/or Services provided shall be new and unused of the latest model or design.

3.2. ABILITY TO MODIFY SCOPE OF COOPERATIVE PURCHASING AGREEMENT. Subject to mutual agreement between the parties, Enterprise Services reserves the right to modify the Goods and/or Services included in this Cooperative Purchasing Agreement; *Provided*, however, that any such modification shall be effective only upon thirty (30) calendar days advance written notice; and *Provided further*, that any such modification must be within the scope of the Competitive Solicitation for this Cooperative Purchasing Agreement.

3.3. PRODUCT UPDATES. Contractor may request, to alter goods on Exhibit B - Prices for Goods/Services for any product updates or changes, if such changes fall within the scope of the contract. Added products must meet the product requirements of the initial solicitation and prices must be no more than 10% higher than the highest submitted bid prices. All Product List Update requests will be reviewed by Enterprise Services and must be approved by Enterprise Services before changes can take effect. For clarity, these updates will be made without a formal amendment to the contract and mutually agreeable changes will be effective on the date of the updated Exhibit B - Prices for Goods/Services. Enterprise Services may request additional information prior to approval and Contractor shall submit the requested information in a timely manner.

- 3.4. If a product is discontinued during the contract period, Contractor is required to notify DES 30 days before the discontinuance becomes effective. Contractor must offer an option to offer a replacement forklift of equal or greater value at the same contract price. The customer may, at their sole discretion, accept the replacement forklift offered by the Contractor. Acceptance of the replacement product will be effective through a formal amendment.
- 3.5. ECONOMIC ADJUSTMENT. Beginning twelve (12) months after the effective date of this Cooperative Purchasing Agreement and for every annual anniversary thereafter, the prices set forth in *Exhibit B – Prices for Goods/Services* shall be adjusted based upon the percent changes (whether up or down) in the United States Department of Labor, Bureau of Labor and Statistics (BLS) indices described below for the most recent year. Economic adjustment shall lag one (1) calendar quarter past the Cooperative Purchasing Agreement commencement date to allow for publication of BLS data. All calculations for the index shall be based upon the latest version of data published as of June 1st each year. Prices shall be adjusted on July 1st. If an index is recoded (i.e., the recoded index is a direct substitute for the prior index according to the BLS), this Cooperative Purchasing Agreement will use the recoded index, as applicable. If an index becomes unavailable, Enterprise Services shall substitute a proxy index. If there is not a direct substitute, the next higher aggregate index available shall be used. The economic adjustment shall be calculated as follows:

Index To Be Used: For Forklifts and Options: PCU3339233392
Material Handling Equipment Manufacture; For Transportation
Costs WPU3012 Truck Transportation of Freight

New Price = Old Price x (Current Period Index/Base Period Index).

- 3.6. PRICE CEILING. Although Contractor may offer lower prices to Purchasers, during the term of this Cooperative Purchasing Agreement, Contractor guarantees to provide the Goods and/or Services at no greater than the prices set forth in *Exhibit B – Prices for Goods/Services* (subject to economic or other adjustment as set forth herein).
- 3.7. CONTRACT INFORMATION. Enterprise Services shall maintain and provide to eligible Purchasers information regarding this Cooperative Purchasing Agreement, including scope, pricing, and lowest responsive, responsible bidder designation. In addition, Enterprise Services identifies awarded contractors who qualify as Washington Small Businesses, Certified Veteran-Owned Businesses, or that, pursuant to the Cooperative Purchasing Agreement provide goods/services that meet specified state procurement priorities as set forth in the Competitive Solicitation.
- 4. CONTRACTOR REPRESENTATIONS AND WARRANTIES.** Contractor makes each of the following representations and warranties as of the effective date of this Cooperative Purchasing Agreement and at the time any order is placed pursuant to this Cooperative Purchasing Agreement. If, at the time of any such order, Contractor cannot make such representations and warranties, Contractor shall not process any orders and shall, within three (3) business days notify Enterprise Services, in writing, of such breach.
- 4.1. QUALIFIED TO DO BUSINESS. Contractor represents and warrants that Contractor is (a) in good standing; (b) qualified to do business in the State of Washington; and (c) registered with the Washington State Department of Revenue and the Washington Secretary of State.
- 4.2. TAXES. Contractor represents and warrants that Contractor is current, in full compliance, and has paid all applicable taxes owed to the State of Washington.

- 4.3. LICENSES; CERTIFICATIONS; AUTHORIZATIONS; & APPROVALS. Contractor represents and warrants that Contractor possesses and shall keep current during the term of this Cooperative Purchasing Agreement all required licenses, certifications, permits, authorizations, and approvals necessary for Contractor's proper performance of this Cooperative Purchasing Agreement.
- 4.4. SUSPENSION & DEBARMENT. Contractor represents and warrants as previously certified in Contractor's Bidder's Certification, that neither Contractor nor its principals or affiliates presently are nor have ever been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in any governmental contract by any governmental department or agency within the United States.
- 4.5. CIVIL RIGHTS. Contractor represents and warrants that Contractor complies with all applicable requirements regarding civil rights. Such requirements prohibit discrimination against individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity, or national origin.
- 4.6. WASHINGTON STATE WAGE THEFT PREVENTION . Contractor represents and warrants as previously certified in Contractor's Bidder's Certification, that during the term of this Cooperative Purchasing Agreement and the three (3) year period immediately preceding the award of the Cooperative Purchasing Agreement, Contractor has not been determined, by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction, to be in willful violation of any provision of Washington state wage laws set forth in RCW 49.46, 49.48, or 49.52.
- 4.7. WASHINGTON STATE WORKERS' RIGHTS (EXECUTIVE ORDER 18-03) Contractor represents and warrants, as previously certified in Contractor's Bidder's Certification, that Contractor does NOT require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. Contractor further represents and warrants that, during the term of this Cooperative Purchasing Agreement, Contractor shall not, as a condition of employment, require its employees to sign or agree to mandatory individual arbitration clauses or class or collective action waivers.
- 4.8. WASHINGTON STATE PAY EQUALITY FOR 'SIMILARLY EMPLOYED' INDIVIDUALS. Contractor represents and warrants, as previously certified in Contractor's Bidder's Certification, that, among Contractor's employees, 'similarly employed' individuals are compensated as equals. For purposes of this provision, employees are similarly employed if the individuals work for the same employer, the performance of the job requires comparable skill, effort, and responsibility, and the jobs are performed under similar working conditions. Job titles alone are not determinative of whether employees are similarly employed. Contractor may allow differentials in compensation for Contractor's workers based in good faith on any of the following: a seniority system; a merit system; a system that measures earnings by quantity or quality of production; a bona fide job-related factor or factors; or a bona fide regional difference in compensation levels. A bona fide job-related factor or factors may include, but is not limited to, education, training, or experience that is: consistent with business necessity; not based on or derived from a gender-based differential; and accounts for the entire differential. A bona fide regional difference in compensation level must be consistent with business necessity; not based on or derived from a gender-based differential; and account for the entire differential. Notwithstanding any provision to the contrary, upon breach of

warranty and Contractor's failure to provide satisfactory evidence of compliance within thirty (30) days, Enterprise Services may suspend or terminate this Cooperative Purchasing Agreement and any Purchaser hereunder similarly may suspend or terminate its use of the Cooperative Purchasing Agreement and/or any agreement entered into pursuant to this Cooperative Purchasing Agreement.

- 4.9. Veteran-Owned Business as defined and set forth in Contractor's Bidder's Certification.
- 4.10. PUBLIC CONTRACTS AND PROCUREMENT FRAUD. Contractor represents and warrants that, within the three (3) year period prior to this Cooperative Purchasing Agreement, neither Contractor nor its principals or affiliates: (a) have been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, local, or tribal) contract or purchase order under a public contract; (b) have been in violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements or receiving stolen property; (c) have been indicted for or otherwise criminally or civilly charged by a government entity (federal, state, local, or tribal) with commission of any of the offense enumerated in subsection (b) of this provision; or (d) had one or more public contracts (federal, state, local, or tribal) terminated for cause or default.
- 4.11. PROCUREMENT ETHICS & PROHIBITION ON GIFTS. Contractor represents and warrants that Contractor complies fully with all applicable procurement ethics restrictions including, but not limited to, restrictions against Contractor providing gifts or anything of economic value, directly or indirectly, to Enterprise Services and Purchasers' employees.
- 4.12. WASHINGTON'S ELECTRONIC BUSINESS SOLUTION (WEBS). Contractor represents and warrants that Contractor is registered in Washington's Electronic Business Solution (WEBS), Washington's contract registration system and that, all of Contractor's information therein is current and accurate and that throughout the term of this Cooperative Purchasing Agreement, Contractor shall maintain an accurate profile in WEBS.
- 4.13. WASHINGTON'S STATEWIDE PAYEE DESK. Contractor represents and warrants that Contractor is registered with Washington's Statewide Payee Desk, which registration is a condition to payment.
- 4.14. CONTRACT PROMOTION; ADVERTISING AND ENDORSEMENT. Contractor represents and warrants that Contractor shall use commercially reasonable efforts both to promote and market the use of this Cooperative Purchasing Agreement with eligible Purchasers and to ensure that those entities that utilize this Cooperative Purchasing Agreement are eligible Purchasers. Contractor understands and acknowledges that neither Enterprise Services nor Purchasers are endorsing Contractor's Goods and/or Services or suggesting that such Goods and/or Services are the best or only solution to their needs. Accordingly, Contractor further represents and warrants that Contractor shall make no reference to Enterprise Services, any Purchaser, or the State of Washington in any promotional material without the prior written consent of Enterprise Services.
- 4.15. CONTINGENT FEES. Contractor represents and warrants that no person or selling agent has been employed or retained to solicit or secure this Cooperative Purchasing Agreement upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, excepting bona fide employees or bona fide established agents as defined in the Federal Acquisition Regulations.

- 4.16. FINANCIALLY SOLVENT. Contractor represents and warrants that Contractor has not commenced bankruptcy proceedings and that there are no judgment, liens, or encumbrances of any kind affecting title to any Goods and/or Services that are the subject of this Cooperative Purchasing Agreement.
- 4.17. OPERATIONAL CAPABILITY. Contractor represents and warrants, as previously certified in Contractor's Bidder's Certification, that Contractor has the operational and financial capability to perform the Cooperative Purchasing Agreement.
- 4.18. CONTRACT TRANSITION. Contractor represents and warrants that, in the event this Cooperative Purchasing Agreement or a similar contract, is transitioned to another contractor (e.g., Contract expiration or termination), Contractor shall use commercially reasonable efforts to assist Enterprise Services (including the Purchasers hereunder) for a period of sixty (60) calendar days to effectuate a smooth transition to another contractor to minimize disruption of service and/or costs to the State of Washington and such Purchasers; *Provided*, however, that, if costs are incurred, Contractor shall be compensated for such costs consistent with the terms and conditions pertaining to this Cooperative Purchasing Agreement for the sixty (60) day period immediately before such transition.
- 4.19. COOPERATIVE PURCHASING AGREEMENT. Contractor represents and warrants, as previously certified in Contractor's Bidder's Certification, that Contractor is able to and shall service all Eligible Purchasers, as specified herein, in the States of Washington & Oregon.
- 4.20. RE-REFINED/RECYCLED MOTOR OIL. Contractor represents and warrants, as previously certified in Contractor's Bidder's Certification, that, in performing motor oil maintenance services (oil change or adding oil), bidder utilizes motor oils that contain a minimum of twenty-five percent (25%) re-refined (recycled) motor oil.
- 4.21. VOLUME PURCHASING DISCOUNT. Contractor represents and warrants, that Contractor will provide a discount of 3% for any order of three (3) or more units.

5. QUALITY; WARRANTY; REMEDIES.

- 5.1. GOODS WARRANTY. Contractor warrants that, for a period of twelve (12) months from the date when the Goods are put into use, or eighteen (18) months after delivery of the Goods, whichever is later ("Goods Warranty Period"), the Goods: (a) are free from defects in design, material, and workmanship; (b) are fit and safe for the intended purposes and appropriate for the specified application(s) (if any); (c) are consistent with recognized industry quality standards; (d) comply with the requirements, specifications, drawings, standards, and descriptions included in this Contract; and (e) are produced and delivered in full compliance with applicable law ("Goods Warranty"). Contractor further warrants that it has good and marketable title to the Goods and shall keep Purchaser's property free of liens. If Purchaser receives notice of a lien caused by Contractor, Purchaser may withhold any payment otherwise due Contractor until Contractor submits proof, in a form satisfactory to Purchaser, that all lienable claims have been fully paid or waived.
- 5.2. GOODS REMEDY. If Goods do not comply with the Goods Warranty or any defects develop during the Goods Warranty Period under normal use, at Purchaser's election, Contractor promptly shall remedy the defect by removing, repairing, correcting, or replacing, and/or reinstalling any defective Goods. Contractor's Goods Warranty support shall include, at

Contractor's sole expense, all technical support, parts, materials and equipment, and labor, including freight and "in/out" costs required to address the defect. If, in Purchaser's judgment, repair or replacement is inadequate, or fails of its essential purpose, Contractor shall refund the full amount of any payments that have been made. The rights and remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees and costs.

- 5.3. SERVICES WARRANTY. Contractor warrants that: (a) Services shall be performed in a timely, efficient, and professional manner; (b) all Contractor personnel assigned to perform Services shall have the necessary skill and training; and (c) Services shall be performed in a manner consistent with the standard of care in the industry ("Services Warranty"). The Services Warranty shall survive for a period of twelve (12) months after the date when Services are completed ("Services Warranty Period").
- 5.4. SERVICES REMEDY. If Services do not comply with the Services Warranty or are in any manner found to be nonconforming during the Services Warranty Period, Contractor promptly shall remedy the non-conformance, or at Purchaser's election, Contractor shall re-perform or correct the nonconforming Services at no additional cost to Purchaser or refund the amounts paid for the Services.
- 5.5. IT WARRANTY. Contractor warrants, that all hardware, software, and firmware associated with Goods or Services ("IT Goods" and "IT Services", respectively) shall not: (a) contain any viruses, malicious code, Trojan horse, worm, time bomb, self-help code, back door, or other software code or routine designed to: (i) damage, destroy, or alter any software or hardware; (ii) reveal, damage, destroy, or alter any data; (iii) disable any computer program automatically; or (iv) permit unauthorized access to any software or hardware; (b) contain any third party software (including software that may be considered free software or open source software) that (i) may require any software to be published, accessed, or otherwise made available without the consent of Purchaser, or (ii) may require distribution, copying, or modification of any software free of charge; and (c) infringe on any patent, copyright, trademark, or other proprietary or intellectual property right of any third party or misappropriate any trade secret of any third party ("IT Warranty"). The IT Warranty shall expire twelve (12) months after the date IT Goods are delivered or IT Services are complete, as applicable.
- 5.6. IT REMEDY. If IT Goods or IT Services do not comply with the IT Warranty, or if any defect or non-conformance develops during the IT Warranty Period, Contractor, at Purchaser's election, promptly shall: (a) remedy the defect by removing, repairing, correcting or replacing, and/or reinstalling any defective IT Goods; (b) re-perform or correct the non-conforming IT Services at no additional cost to Purchaser; or (c) refund the amounts paid for IT Services and IT Goods.
- 5.7. FAILURE TO REMEDY. If Contractor does not remedy a defect or nonconformity within ten (10) calendar days after receipt of written notice from Purchaser, or if an emergency exists rendering it impossible or impractical for Purchaser to have Contractor provide a remedy, Purchaser may, without prejudice to any other rights or remedies available to it, make or cause to be made required modifications, adjustments, or repairs, or may replace Goods, Services, IT Goods, or It Services, in which case Contractor shall reimburse Purchaser for its

actual costs or, at Purchaser's option, Purchaser shall offset the costs incurred from amounts owing to Contractor.

- 5.8. TECHNICAL SUPPORT. During any applicable warranty period, Contractor shall provide all warranty service and telephone support, including after-hour technical support, at its own cost. Contractor shall maintain a technical support hotline to address breakdowns and safety incidents.

6. SAFETY; SECURITY; CONTRACTOR REQUIREMENTS WHILE ON PURCHASER'S PREMISES. Contractor's failure to comply with any of the requirements in this Section shall be cause for termination.

- 6.1. REGULATORY REQUIREMENTS/SAFETY. Goods and/or Services supplied by Contractor shall meet all applicable health, safety, and other federal, state, local, and/or tribal regulatory requirements applicable to the Goods and/or Services.
- 6.2. MATERIAL SAFETY DATA SHEETS. As applicable, Contractor shall provide Purchaser with all appropriate current Material Safety Data Sheets ("MSDS") at the time of delivery of each shipment of Goods which requires such compliance and/or and for materials used by Contractor while performing Services pursuant to this Contract.
- 6.3. CLEAN-UP. If Contractor, its agents, employees, or subcontractors perform onsite Services, Contractor, at its cost, shall remove all excess materials, equipment, packaging, and garbage within the scope of its performance of Services and leave that portion of the premises in which the work was performed in a clean condition. Should Contractor fail to clean up a Site after completion of work, Purchaser shall have the right to remove the materials and set off the cost of clean up against amounts owed to Contractor.
- 6.4. ACCIDENT AND INJURY REPORTING. If Contractor, its agents, employees, or subcontractors are present at Purchaser's premises, Contractor promptly shall report in writing all injuries, accidents, property damage, near-miss incidents, or any claims regarding damages or injury involving Contractor, its agents, employees, or subcontractors occurring at such premises. Contractor agrees to cooperate and assist Purchaser in any investigation of incidents.
- 6.5. ON SITE REQUIREMENTS. As applicable, while on Purchaser's premises or while interacting with Purchaser and/or Enterprise Services' personnel, Contractor, its agents, employees, or subcontractors shall comply, in all respects, with Purchaser's physical, fire, access, safety, health and security requirements and not interfere with Purchaser's operations. Contractor represents and warrants that Contractor, its agents, employees, or subcontractors who access Purchaser's premises shall be adequately trained and at all times comply with Purchaser's requirements.
- 6.6. IT SECURITY POLICIES. Contractor, its agents, employees, or subcontractors shall comply with all Washington State IT security policies and standards which shall be made available to Contractor upon request.

7. SUBCONTRACTORS.

- 7.1. CONTRACTOR RESPONSIBILITY. Notwithstanding any provision to the contrary, in the event Contractor elects to utilize subcontractors to perform this Cooperative Purchasing Agreement, Contractor shall: (a) incorporate Contractor's responsibilities under this Cooperative Purchasing Agreement into its subcontracts; (b) be fully responsible for the performance of any such subcontractors (regardless of tier) and ensure that subcontractors

comply with each and every Contractor obligation set forth in this Cooperative Purchasing Agreement; (c) be the sole point of contact for Enterprise Services and any Purchasers regarding all contractual matters; (d) ensure that such subcontractors are registered in WEBS; and (e) defend, indemnify, and hold Enterprise Services and Purchasers harmless in case of negligence, other tortious fault, or intentional misconduct by any such subcontractors (regardless of tier). Prior to utilizing any subcontractor to perform this Cooperative Purchasing Agreement, Contractor shall provide written notice to Enterprise Services' contract administrator. Such notice shall confirm that the subcontractor is registered in WEBS and provide the necessary information for Enterprise Services' contract administrator to include such subcontractor(s) in Washington's Purchasing Contract Management System (PCMS).

- 7.2. REPORTING. If Contractor is required to report to Purchaser and/or Enterprise Services, such report(s) shall include subcontractor data, by subcontractor, for any data that Contractor is required to report as well as a consolidated 'rollup' report combining Contractor and subcontractor data.
- 7.3. SUBCONTRACTOR REPRESENTATIONS AND CERTIFICATIONS. Any Contractor representations or certifications set forth in this Cooperative Purchasing Agreement shall apply to subcontractors (at any tier) and Contractor shall not utilize any subcontractors (at any tier) who cannot provide such representations or certifications, excepting the certification to be registered with Washington's Statewide Payee Desk, unless Purchaser shall pay such subcontractor directly.

8. USING THE COOPERATIVE PURCHASING AGREEMENT – PURCHASES.

- 8.1. ORDERING REQUIREMENTS. Eligible Purchasers shall order Goods and/or Services from this Cooperative Purchasing Agreement, consistent with the terms hereof and by using any ordering mechanism agreeable both to Contractor and Purchaser but including, at a minimum, a purchase order. When practicable, Contractor and Purchaser also shall use telephone orders, email orders, web-based orders, and similar procurement methods (collectively "Purchaser Order"). All Purchase Orders must reference the Contract number. The terms of this Cooperative Purchasing Agreement shall apply to any Purchase Order and, in the event of any conflict, the terms of this Cooperative Purchasing Agreement shall prevail. Notwithstanding any provision to the contrary, in no event shall any 'click-agreement,' software or web-based application terms and conditions, or any other agreement modify the terms and conditions of this Cooperative Purchasing Agreement.
- 8.2. DELIVERY REQUIREMENTS. Contractor must ensure that the Goods and/or Services are delivered or provided as required by this Cooperative Purchasing Agreement, the Purchase Order used by Purchaser, and as otherwise mutually agreed in writing between Purchaser and Contractor. The following apply to all deliveries:
 - (a) Contractor shall make all deliveries to the applicable delivery location specified in the Purchase Order. Such deliveries shall occur during Purchaser's normal work hours and within the time period mutually agreed in writing between Purchaser and Contractor.
 - (b) Contractor shall ship all Goods and/or Services purchased pursuant to this Contract, freight charges prepaid by Contractor, FOB Purchaser's specified destination with all transportation and handling charges included.

Contractor shall bear all risk of loss, damage, or destruction of the Goods and/or Services ordered hereunder that occurs prior to delivery, except loss or damage attributable to Purchaser's fault or negligence.

- (c) All packing lists, packages, instruction manuals, correspondence, shipping notices, shipping containers, and other written materials associated with this Contract shall be identified by the Contract number set forth on the cover of this Contract and the applicable Purchaser's Purchase Order number. Packing lists shall be enclosed with each shipment and clearly identify all contents and any backorders.
- (d) Contractor will to deliver all orders within 180 days of the order receipt, and offer purchasers an option to cancel orders with a full refund and no penalties if the products are delayed beyond that time frame.

- 8.3. RECEIPT AND INSPECTION OF GOODS AND/OR SERVICES. Goods and/or Services purchased under this Cooperative Purchasing Agreement are subject to Purchaser's reasonable inspection, testing, and approval at Purchaser's destination. Purchaser reserves the right to reject and refuse acceptance of Goods and/or Services that are not in accordance with this Cooperative Purchasing Agreement and Purchaser's Purchase Order. If there are any apparent defects in the Goods and/or Services at the time of delivery, Purchaser promptly shall notify Contractor. At Purchaser's option, and without limiting any other rights, Purchaser may require Contractor to repair or replace, at Contractor's expense, any or all of the damaged Goods and/or Services or, at Purchaser's option, Purchaser may note any such damage on the receiving report, decline acceptance, and deduct the cost of rejected Goods and/or Services from final payment. Payment for any Goods and/or Services under such Purchase Order shall not be deemed acceptance.

9. INVOICING & PAYMENT.

- 9.1. CONTRACTOR INVOICE. Contractor shall submit properly itemized invoices to Purchaser's designated invoicing contact for Goods and/or Services delivered under this Cooperative Purchasing Agreement. Such invoices shall itemize the following:
- (a) Contract No. 28523;
 - (b) Contractor name, address, telephone number, and email address for billing issues (i.e., Contractor Customer Service Representative);
 - (c) Contractor's Federal Tax Identification Number;
 - (d) Date(s) of delivery;
 - (e) Applicable Goods and/or Services;
 - (f) Invoice amount; and
 - (g) Payment terms, including any available prompt payment discounts.

Contractor's invoices for payment shall reflect accurate Cooperative Purchasing Agreement prices. Invoices will not be processed for payment until receipt of a complete invoice as specified herein.

- 9.2. PAYMENT. Payment is the sole responsibility of, and shall be made by, the Purchaser. Purchaser's obligation to pay invoices is subject to receipt of a timely and accurate invoice and conforming Goods and/or Services. Unless Contractor has provided a prompt payment discount set forth in *Exhibit B – Prices for Goods/Services*, Purchaser's payment is due within

thirty (30) calendar days of invoice. Purchaser retains the right of setoff for any amount due or owing to Purchaser. Purchaser may make payments electronically (e.g., ACH payments). Contractor shall provide information necessary to facilitate electronic payments. If Purchaser fails to make timely payment(s), Contractor may invoice Purchaser in the amount of one percent (1%) per month on the amount overdue or a minimum of \$1. Payment shall not be considered late if a check or warrant is mailed within the time specified.

- 9.3. **OVERPAYMENTS.** Contractor promptly shall refund to Purchaser the full amount of any erroneous payment or overpayment. Such refunds shall occur within thirty (30) calendar days of written notice to Contractor; *Provided*, however, that Purchaser shall have the right to elect to have either direct payments or written credit memos issued. If Contractor fails to make timely refunds of overpayment(s) (either directly or by credit memo), Contractor shall pay Purchaser interest at the rate of one percent (1%) per month on the amount overdue thirty (30) calendar days after notice to Contractor.
- 9.4. **ADVANCE PAYMENT PROHIBITED.** Except as authorized by law, Contractor shall not request or receive advance payment for any Goods and/or Services furnished by Contractor pursuant to this Cooperative Purchasing Agreement.
- 9.5. **NO ADDITIONAL CHARGES.** Unless otherwise specified herein, Contractor shall not include or impose any additional charges including, but not limited to, charges for shipping, handling, insurance, or payment processing.
- 9.6. **TAXES/FEES.** Contractor promptly shall pay all applicable taxes on its operations and activities pertaining to this Contract. Failure to do so shall constitute breach of this Contract. Unless otherwise agreed, Purchaser shall pay applicable sales tax imposed by the State of Washington on purchased Goods and/or Services. Contractor's invoices shall separately state (a) taxable and non-taxable charges and (b) sales/use tax due by jurisdiction. In regard to federal excise taxes, Contractor shall include federal excise taxes only if, after thirty (30) calendar days written notice to Purchaser, Purchase has not provided Contractor with a valid exemption certificate from such federal excise taxes.

10. CONTRACT MANAGEMENT.

- 10.1. **CONTRACT ADMINISTRATION & NOTICES.** Except for legal notices, the parties hereby designate the following contract administrators as the respective single points of contact for purposes of this Cooperative Purchasing Agreement. Enterprise Services' contract administrator shall provide contract oversight. Contractor's contract administrator shall be Contractor's principal contact for business activities under this Cooperative Purchasing Agreement. The parties may change contract administrators by written notice as set forth below.

Any notices required or desired shall be in writing and sent by U.S. mail, postage prepaid, or sent via email, and shall be sent to the respective addressee at the respective address or email address set forth below or to such other address or email address as the parties may specify in writing:

Enterprise Services

Attn: Alec La Brayere
Washington Dept. of Enterprise Services
PO Box 41411
Olympia, WA 98504-1411

Contractor

Attn: Carly Mauldin
Pape Material Handling, Inc.
9892 40th Ave S
Seattle, WA 98118

Tel: (360) 489-4484

Email: DESContractsTeamMaple@des.wa.gov

Tel: (206-760-4334)

Email: cmauldin@papemh.com

Notices shall be deemed effective upon the earlier of receipt, if mailed, or, if emailed, upon transmission to the designated email address of said addressee.

- 10.2. CONTRACTOR CUSTOMER SERVICE REPRESENTATIVE. Contractor shall designate a customer service representative (and inform Enterprise Services of the same) who shall be responsible for addressing Purchaser issues pertaining to this Cooperative Purchasing Agreement.
- 10.3. LEGAL NOTICES. Any legal notices required or desired shall be in writing and sent by U.S. mail, postage prepaid, or sent via email, and shall be sent to the respective addressee at the respective address or email address set forth below or to such other address or email address as the parties may specify in writing:

Enterprise Services

Attn: Legal Services Manager
Washington Dept. of Enterprise Services
PO Box 41411
Olympia, WA 98504-1411
Email: greg.tolbert@des.wa.gov

Contractor

Attn: Andy Boissoneau
Pape Material Handling, Inc.
9892 40th Ave S
Seattle, WA 98118
Email: aboissonneau@papemh.com

Notices shall be deemed effective upon the earlier of receipt if mailed, or, if emailed, upon transmission to the designated email address of said addressee.

11. CONTRACTOR SALES REPORTING; VENDOR MANAGEMENT FEE; & CONTRACTOR REPORTS.

- 11.1. CONTRACT SALES REPORTING. Contractor shall report total Contract sales quarterly for this Cooperative Purchasing Agreement to Enterprise Services, as set forth below.
- (a) Contract Sales Reporting System. Contractor shall report quarterly Contract sales in Enterprise Services' Contract Sales Reporting System. Enterprise Services shall provide Contractor with a login password and a vendor number. The password and vendor number shall be provided to the Sales Reporting Representative(s) listed on Contractor's Bidder Profile.
 - (b) Data. Each sales report must identify every authorized Purchaser by name as it is known to Enterprise Services and its total combined sales amount invoiced during the reporting period (i.e., sales of an entire agency or political subdivision, not its individual subsections). The "Miscellaneous" option may be used only with prior approval by Enterprise Services. Upon request, Contractor shall provide contact information for all authorized Purchasers specified herein during the term of the Contract. If there are no Contract sales during the reporting period, Contractor must report zero sales.

- (c) Due dates for Contract Sales Reporting. Quarterly Contract Sales Reports must be submitted electronically by the following deadlines for all Contract sales invoiced during the applicable calendar quarter:

QUARTER	FOR SALES MADE IN CALENDAR QUARTER	CONTRACT SALES REPORT	
		DUE BY	PAST DUE
1	January 1 – March 31	April 30	May 1
2	April 1 – June 30	July 31	August 1
3	July 1 – September 30	October 31	November 1
4	October 1 – December 31	January 31	February 1

- 11.2. VENDOR MANAGEMENT FEE. Contractor shall pay to Enterprise Services a vendor management fee (“VMF”) of 1.25 percent on the purchase price for all Cooperative Purchasing Agreement sales (the purchase price is the total invoice price less applicable sales tax) under this Cooperative Purchasing Agreement.

- (a) The sum owed by Contractor to Enterprise Services as a result of the VMF is calculated as follows:

Amount owed to Enterprise Services = Total Contract
sales invoiced (not including sales tax) x .0125.

- (b) The VMF must be rolled into Contractor’s current pricing. The VMF must not be shown as a separate line item on any invoice unless specifically requested and approved by Enterprise Services.
- (c) Enterprise Services shall invoice Contractor quarterly based on Contract sales reported by Contractor. Contractor is not to remit payment until Contractor receives an invoice from Enterprise Services. Payments must be received within thirty (30) calendar days of the invoice issue date from Enterprise Services. Contractor’s VMF payment to Enterprise Services must reference the invoice number.
- (d) Contractor’s VMF payment to Enterprise Services must reference this Contract number, the year and quarter for which the VMF is being remitted, and Contractor’s name as set forth in this Contract, if not already included on the face of the check.
- (e) Contractor’s failure to report accurate total net Contract sales, to submit a timely Contract sales report, or to remit timely payment of the VMF to Enterprise Services, shall be cause for Enterprise Services, at its discretion, to suspend Contractor or terminate this Contract or exercise remedies provided by law. Without limiting any other available remedies, the parties agree that Contractor’s failure to remit to Enterprise Services timely payment of the VMF shall obligate Contractor to pay to Enterprise Services, to offset the administrative and transaction costs incurred by the State to identify, process, and collect such sums, the sum of \$200.00 or twenty-five percent (25%) of the outstanding amount, whichever is greater, or the maximum allowed by law, if less.

- (f) Enterprise Services reserves the right, upon thirty (30) calendar days advance written notice, to increase, reduce, or eliminate the VMF for subsequent purchases, and reserves the right to renegotiate Contract pricing with Contractor when any subsequent adjustment of the VMF might justify a change in pricing.

11.3. ANNUAL CONTRACT SALES REPORT. Contractor shall provide to Enterprise Services a detailed annual Contract sales report. Such report shall include, at a minimum, the following:

- The Goods and/or Services sold (including, as applicable, item number or other identifier);
- Per unit quantities sold;
- Items and volumes purchased by Purchaser;
- Shipment/delivery locations by Purchaser; and
- Contract price.

This report must be provided in an electronic format that can be read by Microsoft (MS) Excel. Such report is due within thirty (30) calendar days of the annual anniversary of the effective date of this Contract.

12. RECORDS RETENTION & AUDITS.

12.1. RECORDS RETENTION. Contractor shall maintain books, records, documents, and other evidence pertaining to this Cooperative Purchasing Agreement and orders placed by Purchasers under it to the extent and in such detail as shall adequately reflect contract performance and administration of purchases, payments, taxes, and fees. Contractor shall retain such records for a period of six (6) years following expiration or termination of this Cooperative Purchasing Agreement or final payment for any order placed by a Purchaser against this Cooperative Purchasing Agreement, whichever is later; *Provided*, however, that if any litigation, claim, or audit is commenced prior to the expiration of this period, such period shall extend until all such litigation, claims, or audits have been resolved.

12.2. AUDIT. Enterprise Services reserves the right to audit, or have a designated third-party audit, applicable records to ensure that Contractor properly has invoiced Purchasers and that Contractor has paid all applicable vendor management fees to Enterprise Services. Accordingly, Contractor shall permit Enterprise Services, any Purchaser, and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Cooperative Purchasing Agreement or Purchase Orders placed by a Purchaser under this Cooperative Purchasing Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of six (6) years following expiration or termination of this Cooperative Purchasing Agreement or final payment for any order placed by a Purchaser against this Cooperative Purchasing Agreement, whichever is later; *Provided*, however, that if any litigation, claim, or audit is commenced prior to the expiration of this period, such period shall extend until all such litigation, claims, or audits have been resolved.

12.3. OVERPAYMENT OF PURCHASES OR UNDERPAYMENT OF FEES. Without limiting any other remedy available to any Purchaser, Contractor shall (a) reimburse Purchasers for any overpayments inconsistent with the terms of this Cooperative Purchasing Agreement or Purchase Orders placed thereunder, at a rate of 125% of any such overpayments, found as a result of the examination of Contractor's records; and (b) reimburse Enterprise Services for any

underpayment of vendor management fees, at a rate of 125% of such fees found as a result of the examination of Contractor's records (e.g., if Contractor underpays the Vendor Management Fee by \$500, Contractor would be required to pay to Enterprise Services \$500 x 1.25 = \$625); *Provided*, however, that, in the event Contractor timely discovers and corrects any Purchaser overpayment or Contractor underpayment of vendor management fees and does so prior to the initiation of any audit, Contractor shall be entitled to reimburse Purchaser or pay to Enterprise Services the actual amount of such Purchaser overpayment or such underpayment of vendor management fees.

13. INSURANCE.

- 13.1. **REQUIRED INSURANCE.** Contractor, at its expense, shall maintain in full force and effect the insurance coverages set forth in *Exhibit C – Insurance Requirements*. All costs for insurance, including any payments of deductible amounts, shall be considered incidental to and included in the prices for Goods and/or Services and no additional payment shall be made to Contractor.
- 13.2. **WORKERS COMPENSATION.** Contractor shall comply with applicable workers compensation statutes and regulations (e.g., RCW Title 51, Industrial Insurance). If Contractor fails to provide industrial insurance coverage or fails to pay premiums or penalties on behalf of its employees as may be required by law, Enterprise Services may terminate this Cooperative Purchasing Agreement. This provision does not waive any of the Washington State Department of Labor and Industries (L&I) rights to collect from Contractor. If Contractor performs Services on Purchaser's behalf in the State of Washington, and only to the extent of claims against Contractor by Purchaser under the Indemnity obligations in this Cooperative Purchasing Agreement, Contractor expressly waives any immunity it may be granted under the Washington State Industrial Insurance Act, Title 51 RCW. Contractor's indemnification obligation shall not be limited in any way by any limitation on the amount or type of damages, compensation, or benefits payable to or for any third party under workers' compensation acts, disability benefit acts, or other employee benefit acts. The parties expressly acknowledge and certify that the waiver of immunity under Title 51 RCW was mutually negotiated and agreed upon.

14. CLAIMS.

- 14.1. **ASSUMPTION OF RISKS; CLAIMS BETWEEN THE PARTIES.** Contractor assumes sole responsibility and all risks of personal injury or property damage to itself and its employees and agents in connection with its operations under this Cooperative Purchasing Agreement. Enterprise Services has made no representations regarding any factor affecting Contractor's risks. Contractor shall pay for all damage to any Purchaser's property resulting directly or indirectly from Contractor's acts or omissions under this Contract.
- 14.2. **THIRD-PARTY CLAIMS; GENERAL INDEMNITY.** To the fullest extent permitted by law, Contractor shall defend, indemnify, and hold Enterprise Services and any Purchaser and their employees and agents harmless from and against all claims, demands, judgments, assessments, damages, penalties, fines, costs, liabilities, or losses including, without limitation, sums paid in settlement of claims, attorneys' fees, consultant fees, and expert fees (collectively "Claims") to the extent arising out of Contractor's or its successors', agents', or subcontractors' negligence, other tortious fault, or intentional misconduct under this Cooperative Purchasing Agreement. The parties agree that if there are any limitations of Contractor's liability,

including a limitation of liability clause for anyone for whom the Contractor is responsible, such limitations of liability shall not apply to injuries to persons (including death), damages to property, data breach, and/or intellectual property infringement. Contractor shall take all steps needed to keep Purchaser's property free of liens arising from Contractor's activities, and promptly obtain or bond the release of any such liens that may be filed.

- 14.3. **INTELLECTUAL PROPERTY INDEMNITY.** To the fullest extent permitted by law, Contractor shall defend, indemnify, and hold Enterprise Services and any Purchaser and their employees and agents harmless from against any and all Claims resulting from allegations of infringement of any patents, copyrights, trade secret, or similar intellectual property rights covering the Goods and/or Services provided, or the use of the Goods and/or Services under this Cooperative Purchasing Agreement. If Purchaser's use of Goods and/or Services provided by Contractor is enjoined based on an intellectual property infringement Claim, Contractor shall, at its own expense, either procure for Purchaser the right to continue using the Goods and/or Services or, after consulting with Purchaser and obtaining Purchaser's consent, replace or modify the Goods and/or Services with substantially similar and functionally equivalent non-infringing Goods and/or Services.

- 15. DISPUTE RESOLUTION.** The parties shall cooperate to resolve any dispute pertaining to this Cooperative Purchasing Agreement efficiently, as timely as practicable, and at the lowest possible level with authority to resolve such dispute. If, however, a dispute persists and cannot be resolved, it may be escalated within each organization. In such situation, upon notice by either party, each party, within five (5) business days shall reduce its description of the dispute to writing and deliver it to the other party. The receiving party then shall have three (3) business days to review and respond in writing. In the event that the parties cannot then agree on a resolution of the dispute, the parties shall schedule a conference between the respective senior managers of each organization to attempt to resolve the dispute. In the event the parties cannot agree, either party may resort to court to resolve the dispute.

16. TERMINATION; EXPIRATION; SUSPENSION; & REMEDIES.

- 16.1. **TERMINATION.** This Cooperative Purchasing Agreement may be terminated: (a) upon the mutual written agreement of the parties; (b) by the non-breaching party where the breach is not cured within thirty (30) calendar days after written notice of breach is delivered to the breaching party, unless a different time for cure is otherwise stated in this Cooperative Purchasing Agreement; and (c) as otherwise expressly provided for in this Cooperative Purchasing Agreement. This Cooperative Purchasing Agreement shall terminate automatically and without further action if a party becomes insolvent or is placed in receivership, reorganization, liquidation, or bankruptcy. In addition to any other available remedies, the non-breaching party may terminate this Cooperative Purchasing Agreement as provided in subsection (b) above without further liability by written notice to the breaching party. A termination for breach shall not affect rights or obligations accrued or owed before the effective date of the termination notice.
- 16.2. **TERMINATION FOR NONAPPROPRIATION OR REDUCTION OF FUNDS OR CHANGES IN LAW.** Enterprise Services may suspend or terminate this Cooperative Purchasing Agreement and Purchasers may suspend or terminate applicable Purchase Orders, in whole or in part, at the sole discretion of Enterprise Services or, as applicable, Purchaser, if Enterprise Services or, as applicable, Purchaser reasonably determines that: (a) a change in Federal or State legislation or applicable laws materially affects the ability of either party to perform under the terms of

this Cooperative Purchasing Agreement or applicable Purchase Order; or (b) that a change in available funds affects Purchaser's ability to pay under the applicable Purchase Order. A change of available funds as used in this section includes, but is not limited to a change in Federal or State funding, whether as a result of a legislative act or by order of the President or the Governor. If a written notice is delivered under this provision, Purchaser shall reimburse Contractor for Goods properly ordered and/or Services properly performed until the effective date of said notice. Except as stated in this provision, in the event of termination for nonappropriation or reduction of funds or changes in law, Purchaser shall have no obligation or liability to Contractor.

- 16.3. TERMINATION FOR PUBLIC CONVENIENCE. Enterprise Services, for public convenience, may terminate this Cooperative Purchasing Agreement; *Provided*, however, that such termination for public convenience must, in Enterprise Services' judgment, be in the best interest of the State of Washington; and *Provided further*, that such termination for public convenience shall only be effective upon sixty (60) calendar days prior written notice; and *Provided further*, that such termination for public convenience shall not relieve any Purchaser from payment for Goods/Services already ordered as of the effective date of such notice. Except as stated in this provision, in the event of such termination for public convenience, neither Enterprise Services nor any Purchaser shall have any obligation or liability to Contractor.
- 16.4. PURCHASER OBLIGATIONS – EXPIRATION. Upon expiration of this Cooperative Purchasing Agreement, Purchaser shall accept and take delivery of all outstanding and not yet fulfilled Purchase Orders and pay Contractor the price as set out in the Cooperative Purchasing Agreement. Notwithstanding any provision to the contrary, in no event shall a Purchaser's Purchase Order pursuant to this Cooperative Purchasing Agreement that is executed prior to expiration of this Cooperative Purchasing Agreement allow for Contractor to provide Goods and/or Services more than twelve (12) months beyond the expiration date of the Cooperative Purchasing Agreement.
- 16.5. CONTRACTOR OBLIGATIONS – EXPIRATION OR TERMINATION. Upon expiration or termination of this Cooperative Purchasing Agreement, Contractor shall: (a) continue to fulfill its warranty obligations with respect to any Goods and/or Services sold hereunder and all provisions of the Contract that, by their nature, would continue beyond the expiration, termination, or cancellation of the Cooperative Purchasing Agreement shall so continue and survive; and (b) promptly return to Purchaser all keys, badges, and other materials supplied by Purchaser for the performance of any Purchase Order entered into pursuant to this Cooperative Purchasing Agreement.
- 16.6. DEFAULT. Any of the following events shall constitute cause for Enterprise Services to declare Contractor in default of this Cooperative Purchasing Agreement:
 - (a) Contractor fails to perform or comply with any of the terms or conditions of this Cooperative Purchasing Agreement;
 - (b) Contractor fails to timely report quarterly contract sales;
 - (c) Contractor fails to timely pay the vendor management fees when due;
 - (d) Contractor fails to maintain the insurance overages specified herein or timely provide to Enterprise Services the Certificate of Insurance and updates thereto specified herein; or
 - (e) Contractor breaches any representation or warranty provided herein.

- 16.7. **SUSPENSION & TERMINATION FOR DEFAULT.** Enterprise Services may suspend Contractor's operations under this Cooperative Purchasing Agreement immediately by written cure notice of any default. Suspension shall continue until the default is remedied to Enterprise Services' reasonable satisfaction; *Provided*, however, that, if after thirty (30) calendar days from such a suspension notice, Contractor remains in default, Enterprise Services may terminate Contractor's rights under this Cooperative Purchasing Agreement. All of Contractor's obligations to Enterprise Services and Purchasers survive termination of Contractor's rights under this Cooperative Purchasing Agreement, until such obligations have been fulfilled.
- 16.8. **REMEDIES FOR DEFAULT.**
- (a) Enterprise Services' rights to suspend and terminate Contractor's rights under this Cooperative Purchasing Agreement are in addition to all other available remedies.
 - (b) In the event of termination for default, Enterprise Services may exercise any remedy provided by law including, without limitation, the right to procure for all Purchasers replacement Goods and/or Services. In such event, Contractor shall be liable to Enterprise Services for damages as authorized by law including, but not limited to, any price difference between the Cooperative Purchasing Agreement price and the replacement or cover price as well as any administrative and/or transaction costs directly related to such replacement procurement – e.g., the cost of the competitive procurement.
- 16.9. **LIMITATION ON DAMAGES.** Notwithstanding any provision to the contrary, the parties agree that in no event shall any party or Purchaser be liable to the other for exemplary or punitive damages; *Provided*, however, that nothing contained in this Section shall in any way exclude or limit: (a) a party's liability for all damages arising out of that party's intentional acts or omissions; (b) the operation of any Goods or Services warranty provided in this Cooperative Purchasing Agreement; or (c) damages subject to the Intellectual Property Indemnity section of this Cooperative Purchasing Agreement. Any limitation of either party's obligations under this Cooperative Purchasing Agreement, by delivery slips or other documentation is void.
- 16.10. **SUSPENSION/TERMINATION PROCEDURE.** Regardless of basis, in the event of suspension or termination (in full or in part), the parties shall cooperate to ensure an orderly and efficient suspension or termination. Accordingly, Contractor shall deliver to Purchasers all Goods and/or Services that are complete (or with approval from Enterprise Services, substantially complete) and Purchasers shall inspect, accept, and pay for the same in accordance with this Cooperative Purchasing Agreement and the applicable Purchase Order. Unless directed by Enterprise Services to the contrary, Contractor shall not process any orders after notice of suspension or termination inconsistent therewith.
- 16.11. **PURCHASE ORDER TERMINATION.** Purchaser Orders between Eligible Purchasers and Contractor may be terminated as follows: (a) upon the mutual written agreement of the parties to the Purchase Order; (b) by the non-breaching party where the breach of the Purchase order is not cured within thirty (30) calendar days after written notice of breach is delivered to the breaching party, unless a different time for cure is otherwise stated in the applicable Purchase Order; and (c) as otherwise expressly provided for in the applicable Purchase Order. Purchase Orders shall terminate automatically and without further action if a party becomes insolvent or is placed in receivership, reorganization, liquidation, or bankruptcy. In addition to any

other available remedies, the non-breaching party may terminate the Purchase Order as provided in subsection (b) above without further liability by written notice to the breaching party. A termination for breach shall not affect rights or obligations accrued or owed before the effective date of the termination notice.

17. PUBLIC INFORMATION & PUBLIC RECORDS DISCLOSURE REQUESTS.

- 17.1. WASHINGTON'S PUBLIC RECORDS ACT. Unless statutorily exempt from public disclosure, this Cooperative Purchasing Agreement and all related records are subject to public disclosure as required by Washington's Public Records Act, RCW 42.56.
- 17.2. CONTRACTOR OBLIGATION. Contractor shall identify and mark the precise portion(s) of the relevant page(s) of any records provided to Enterprise Services that Contractor believes are statutorily exempt from disclosure and identify the precise statutory basis for exemption from disclosure. In addition, if, in Contractor's judgment, certain portions of such records are not statutorily exempt from disclosure but are sensitive because particular portions of Contractor's records (NOT including pricing) include highly confidential, proprietary, or trade secret information (or the equivalent) that Contractor protects through the regular use of confidentiality or similar agreements and routine enforcements through court enforcement actions, Contractor shall identify and mark the precise portion(s) of the relevant page(s) of any records that include such sensitive information.
- 17.3. ENTERPRISE SERVICES' OBLIGATION. In the event that Enterprise Services receives a public records disclosure request pertaining to records that Contractor has submitted and marked either as (a) statutorily exempt from disclosure; or (b) sensitive, Enterprise Services, prior to disclosure, shall do the following: Enterprise Services' Public Records Officer shall review any records marked by Contractor as statutorily exempt from disclosure. In those situations, where the designation comports with the stated statutory exemption from disclosure, Enterprise Services shall redact or withhold the record(s) as appropriate. For records marked 'sensitive' or for records where Enterprise Services determines that no statutory exemption to disclosure applies or is unable to determine whether the stated statutory exemption to disclosure properly applies, Enterprise Services shall notify Contractor, at the address provided in the Contract, of the public records disclosure request and identify the date that Enterprise Services intends to release the record(s) (including records marked 'sensitive' or exempt from disclosure) to the requester unless Contractor, at Contractor's sole expense, timely obtains a court order enjoining Enterprise Services from such disclosure. In the event Contractor fails to timely file a motion for a court order enjoining such disclosure, Enterprise Services shall release the requested record(s) on the date specified. Contractor's failure properly to identify exempted or sensitive information or timely respond after notice of request for public disclosure has been given shall be deemed a waiver by Contractor of any claim that such records are exempt or protected from public disclosure.

18. GENERAL PROVISIONS.

- 18.1. TIME IS OF THE ESSENCE. Time is of the essence for each and every provision of this Cooperative Purchasing Agreement.
- 18.2. COMPLIANCE WITH LAW. Contractor shall comply with all applicable law. Contractor shall obtain all necessary permits and approvals and give all stipulations, certifications, and representations that may be required for it to perform this Cooperative Purchasing Agreement.

18.3. NONDISCRIMINATION.

- (a) Nondiscrimination Requirement. During the term of this Cooperative Purchasing Agreement, Contractor, including any subcontractor, shall not discriminate on the bases enumerated at RCW 49.60.530(3). In addition, Contractor, including any subcontractor, shall give written notice of this nondiscrimination requirement to any labor organizations with which Contractor, or subcontractor, has a collective bargaining or other agreement.
- (b) Obligation to Cooperate. Contractor, including any subcontractor, shall cooperate and comply with any Washington state agency investigation regarding any allegation that Contractor, including any subcontractor, has engaged in discrimination prohibited by this Cooperative Purchasing Agreement pursuant to RCW 49.60.530(3).
- (c) Default. Notwithstanding any provision to the contrary, Enterprise Services may suspend Contractor, including any subcontractor, upon notice of a failure to participate and cooperate with any state agency investigation into alleged discrimination prohibited by this Cooperative Purchasing Agreement, pursuant to RCW 49.60.530(3). Any such suspension will remain in place until Enterprise Services receives notification that Contractor, including any subcontractor, is cooperating with the investigating state agency. In the event Contractor, or subcontractor, is determined to have engaged in discrimination identified at RCW 49.60.530(3), Enterprise Services may terminate this Cooperative Purchasing Agreement in whole or in part, and Contractor, subcontractor, or both, may be referred for debarment as provided in RCW 39.26.200. Contractor or subcontractor may be given a reasonable time in which to cure this noncompliance, including implementing conditions consistent with any court-ordered injunctive relief or settlement agreement.
- (d) Remedies for Breach. Notwithstanding any provision to the contrary, in the event of termination or suspension for engaging in discrimination, Contractor, subcontractor, or both, shall be liable for damages as authorized by law including, but not limited to, any cost difference between the original Cooperative Purchasing Agreement and the replacement or cover contract and all administrative costs directly related to the replacement contract, which damages are distinct from any penalties imposed under Chapter 49.60, RCW. Enterprise Services and/or Purchasers shall have the right to deduct from any monies due to Contractor or subcontractor, or that thereafter become due, an amount for damages Contractor or subcontractor will owe Enterprise Services and/or Purchasers for default under this provision.

18.4. ENTIRE AGREEMENT. This Cooperative Purchasing Agreement constitutes the entire agreement and understanding of the parties with respect to the subject matter and supersedes all prior negotiations, representations, and understandings between them. There are no representations or understandings of any kind not set forth herein.

- 18.5. AMENDMENT OR MODIFICATION. Except as set forth herein, this Cooperative Purchasing Agreement may not be amended or modified except in writing and signed by a duly authorized representative of each party.
- 18.6. AUTHORITY. Each party to this Cooperative Purchasing Agreement, and each individual signing on behalf of each party, hereby represents and warrants to the other that it has full power and authority to enter into this Cooperative Purchasing Agreement and that its execution, delivery, and performance of this Cooperative Purchasing Agreement has been fully authorized and approved, and that no further approvals or consents are required to bind such party.
- 18.7. NO AGENCY. The parties agree that no agency, partnership, or joint venture of any kind shall be or is intended to be created by or under this Cooperative Purchasing Agreement. Neither party is an agent of the other party nor authorized to obligate it.
- 18.8. INDEPENDENT CONTRACTOR. The parties intend that an independent contractor relationship is created by this Cooperative Purchasing Agreement. Contractor and its employees or agents performing under this Cooperative Purchasing Agreement are not employees or agents of Enterprise Services. Contractor shall not have authorization, express or implied, to bind Enterprise Services to any agreement, liability, or understanding, except as expressly set forth herein. Contractor and its employees and agents are not entitled to unemployment insurance or worker's compensation benefits through Enterprise Services or the State of Washington and Enterprise Services and the State of Washington will not pay for or otherwise provide such coverage for Contractor and its employees and agents.
- 18.9. ASSIGNMENT. Contractor may not assign its rights under this Cooperative Purchasing Agreement without Enterprise Services' prior written consent and Enterprise Services may consider any attempted assignment without such consent to be void; *Provided*, however, that, if Contractor (a) provides written notice to Enterprise Services within thirty (30) calendar days of such event and (b) timely executes Enterprise Services' Assignment, Assumption, and Consent Agreement, Contractor may assign its rights under this Cooperative Purchasing Agreement in full to any parent, subsidiary, or affiliate of Contractor that controls or is controlled by or under common control with Contractor, is merged or consolidated with Contractor, or purchases a majority or controlling interest in the ownership or assets of Contractor. Unless otherwise agreed, Contractor guarantees prompt performance of all obligations under this Cooperative Purchasing Agreement notwithstanding any prior assignment of its rights.
- 18.10. BINDING EFFECT; SUCCESSORS & ASSIGNS. This Cooperative Purchasing Agreement shall be binding upon and shall inure to the benefit of the parties hereto and their respective successors and assigns.
- 18.11. ASSIGNMENT OF ANTITRUST RIGHTS REGARDING PURCHASED GOODS AND/OR SERVICES. Contractor irrevocably assigns to Enterprise Services, on behalf of the State of Washington, any claim for relief or cause of action which Contractor now has or which may accrue to Contractor in the future by reason of any violation of state or federal antitrust laws in connection with any Goods and/or Services provided in Washington for the purpose of carrying out Contractor's obligations under this Cooperative Purchasing Agreement, including, at Enterprise Services' option, the right to control any such litigation on such claim for relief or cause of action.
- 18.12. FEDERAL FUNDS. To the extent that any Purchaser uses federal funds to purchase Goods and/or Services pursuant to this Cooperative Purchasing Agreement, such Purchaser shall specify,

with its Purchase Order, any applicable requirement or certification that must be satisfied by Contractor at the time the Purchase Order is placed or upon delivery of such Goods and/or Services to Purchaser.

- 18.13. **SEVERABILITY.** If any provision of this Cooperative Purchasing Agreement is held to be invalid or unenforceable, such provision shall not affect or invalidate the remainder of this Cooperative Purchasing Agreement, and to this end the provisions of this Cooperative Purchasing Agreement are declared to be severable. If such invalidity becomes known or apparent to the parties, the parties agree to negotiate promptly in good faith in an attempt to amend such provision as nearly as possible to be consistent with the intent of this Cooperative Purchasing Agreement.
- 18.14. **WAIVER.** Failure of either party to insist upon the strict performance of any of the terms and conditions hereof, or failure to exercise any rights or remedies provided herein or by law, or to notify the other party in the event of breach, shall not release the other party of any of its obligations under this Cooperative Purchasing Agreement, nor shall any purported oral modification or rescission of this Cooperative Purchasing Agreement by either party operate as a waiver of any of the terms hereof. No waiver by either party of any breach, default, or violation of any term, warranty, representation, contract, covenant, right, condition, or provision hereof shall constitute waiver of any subsequent breach, default, or violation of the same or other term, warranty, representation, contract, covenant, right, condition, or provision.
- 18.15. **SURVIVAL.** All representations, warranties, covenants, agreements, and indemnities set forth in or otherwise made pursuant to this Cooperative Purchasing Agreement shall survive and remain in effect following the expiration or termination of this Cooperative Purchasing Agreement, *Provided*, however, that nothing herein is intended to extend the survival beyond any applicable statute of limitations periods.
- 18.16. **GOVERNING LAW.** The validity, construction, performance, and enforcement of this Cooperative Purchasing Agreement shall be governed by and construed in accordance with the laws of the State of Washington, without regard to any choice of law principles that would provide for the application of the laws of another jurisdiction.
- 18.17. **JURISDICTION & VENUE.** In the event that any action is brought to enforce any provision of this Cooperative Purchasing Agreement, the parties agree to exclusive jurisdiction in Thurston County Superior Court for the State of Washington and agree that in any such action venue shall lie exclusively at Olympia, Washington.
- 18.18. **ATTORNEYS' FEES.** In the event of litigation or other action brought to enforce this Cooperative Purchasing Agreement, each party shall bear its own attorneys' fees and costs.
- 18.19. **FAIR CONSTRUCTION & INTERPRETATION.** The provisions of this Cooperative Purchasing Agreement shall be construed as a whole according to their common meaning and not strictly for or against any party and consistent with the provisions contained herein in order to achieve the objectives and purposes of this Cooperative Purchasing Agreement. Each party hereto and its counsel has reviewed and revised this Cooperative Purchasing Agreement and agrees that the normal rules of construction to the effect that any ambiguities are to be resolved against the drafting party shall not be construed in the interpretation of this Cooperative Purchasing Agreement. Each term and provision of this Cooperative Purchasing Agreement to be performed by either party shall be construed to be both a covenant and a condition.

- 18.20. FURTHER ASSURANCES. In addition to the actions specifically mentioned in this Cooperative Purchasing Agreement, the parties shall each do whatever may reasonably be necessary to accomplish the transactions contemplated in this Cooperative Purchasing Agreement including, without limitation, executing any additional documents reasonably necessary to effectuate the provisions and purposes of this Cooperative Purchasing Agreement.
- 18.21. EXHIBITS. All exhibits referred to herein are deemed to be incorporated in this Cooperative Purchasing Agreement in their entirety.
- 18.22. CAPTIONS & HEADINGS. The captions and headings in this Cooperative Purchasing Agreement are for convenience only and are not intended to, and shall not be construed to, limit, enlarge, or affect the scope or intent of this Cooperative Purchasing Agreement nor the meaning of any provisions hereof.
- 18.23. ELECTRONIC SIGNATURES. An electronic signature or electronic record of this Cooperative Purchasing Agreement or any other ancillary agreement shall be deemed to have the same legal effect as delivery of an original executed copy of this Cooperative Purchasing Agreement or such other ancillary agreement for all purposes.
- 18.24. COUNTERPARTS. This Cooperative Purchasing Agreement may be executed in any number of counterparts, each of which shall be deemed an original and all of which counterparts together shall constitute the same instrument which may be sufficiently evidenced by one counterpart. Execution of this Cooperative Purchasing Agreement at different times and places by the parties shall not affect the validity thereof so long as all the parties hereto execute a counterpart of this Cooperative Purchasing Agreement.

EXECUTED as of the date and year first above written.

STATE OF WASHINGTON
Department of Enterprise Services

By: 
Terrance Bond
Its: Procurement Supervisor

PAPE MATERIAL HANDLING, INC.,
an Oregon Corporation

By: 
Dave Pickard
Its: General Manager

INCLUDED GOODS/SERVICES

SCOPE OF SERVICES

This exhibit provides an overview of the Scope of Services. This details **mandatory** commitments.

1. Overview of the Scope.

Preventative Maintenance (PM) Services

Contractor will provide the following Preventative Maintenance Services listed in the following tables:

- Table 1: Minimum Preventative Maintenance, Electric Powered Equipment
- Table 2: Minimum Preventative Maintenance, Liquefied Petroleum Gas (LPG) Powered Equipment.

Contractor will arrive on site and initiate repairs within 2 business days of callout.

Contractor will prepare a report of the work performed under this contract and send to the purchaser, within fifteen (15) calendar days after of work is completed. Reports can be submitted either by mailing hard copies of work order or electronically based on the purchaser's preference.

Contractor will perform repair services on a purchaser request basis only. Repair issues detected during a regularly scheduled PM, which can be completed at the same time as the PM services for less than \$500, will be accomplished without prior authorization from the purchaser. Such repairs are to be billed separately from the PM Service.

Contractor will perform PM services twice annually with each service appointment scheduled at least 120 calendar days apart, or as required by the equipment service manual. If the manufacturer's warranty has expired, the customer may specify an alternative interval.

Contractor shall provide all manuals when delivering the ordered forklift. The required operator training will be scheduled within two weeks of delivery. Manuals and training will both be provided at no additional cost.

Contractor will accept orders using the DES Contract Automobile Request System (CARS) online ordering system, and will upload vehicle model and option data into the CARS system following instructions provided by DES. All order requests from CARS will be responded to within 5 business days, and purchase orders in CARS will be acknowledged within 5 business days. In the event that CARS is replaced, orders will be placed through the replacement system, and require the same response times.

Contractor is responsible for timely updating forklift ordering information in CARS. Contractor must provide updates within 5 business days when notified of an issue with information in CARS.

Contractor will inform Purchasers of any delivery delay and provided a new estimated delivery date within 2 business days.

Contractor will ensure all technicians are certified to work on vehicles before beginning repair or maintenance work.

TABLE 1: MINIMUM PREVENTATIVE MAINTENANCE, ELECTRIC POWERED EQUIPMENT

<u>Visual Inspections</u>	<u>Operational Tests</u>	<u>Mechanical Inspections</u>	<u>Cleaning and Lubrication</u>
Check for fluid leaks	Test service brake	Check master cylinder level	Disconnect battery
Inspect sheet metal	Test parking brake	Check master cylinder linkage	Remove floor boards
Check overhead guard	Operate seat adjuster	Check master cylinder bypass	Open SCR compartment
Inspect lift chains	Test battery indicator	Check drive axle fluid	Discharge capacitor
Inspect upright rails, rollers, wear pads and shims	Test horn	Inspect tilt mounting	Open contractor panel
Inspect forks safety locks	Check hour meter	Check trunions	Open hydraulic pump compartment
Inspect rail wear pattern	Test brake limit switch	Check tilt yoke lock	Air clean truck:
Inspect all cylinders	Test plugging control	Check upright adjustment	clean packing glands
Inspect packing glands	Test speed control	Inspect sump breather	Grease drive and steer axle,
Inspect chain, chain retainers and adjustment	Test directional control	Check hydraulic oil level	area under floor boards
Inspect load backrest	Operate steering	Check steering system	SCR control, contact panel,
Check tires	Test for upright racking	Check tie rod ends	hydraulic pump and motor

TABLE 1: MINIMUM PREVENTATIVE MAINTENANCE, ELECTRIC POWERED EQUIPMENT

<u>Visual Inspections</u>	<u>Operational Tests</u>	<u>Mechanical Inspections</u>	<u>Cleaning and Lubrication</u>
Check all switches	Battery Load Drop Test	Check electrical panel	check seat brake linkage
Check battery and battery cables and connectors	Evaluate uprightdrift	Note visible Battery spill, corrosion or contamination	lubricate misc. linkage
Inspect control linkage	Check battery voltage	Inspect Side Shift wear bushings	lubricate units
	Check truck cables		

**TABLE 2: MINIMUM PREVENTATIVE MAINTENANCE, LIQUIFIED PETROLEUM GAS (LPG) POWERED
EQUIPMENT**

<u>Visual Inspections</u>	<u>Operational Tests</u>	<u>Mechanical Inspections</u>	<u>Cleaning and Lubrication</u>
Check for fluid leaks	Test service brake	Check master cylinder level	Remove floor boards
Inspect overhead guard	Test parking brake	Check master cylinder linkage	Blow out radiator core
Inspect load backrest	Test neutral start switch	Check master cylinder bypass	Air clean unit
Inspect upright rails, rollers, wear pads and shims	Test inching operations	Check drive axle fluid	Change engine oil
Check forks and safety locks	Steering (power and manual)	Check transmission fluid	Change oil filter
Check rail wear patterns	Check for unusual noise	Check power steering linkage	Clean/replace air filter
Check tire wear	Check for exhaust leaks and/or smoke	Check throttle linkage	Lubricate all zerks
Check for water leaks	Check instruments	Check tie rod ends, and sideshift wear bushings	Check transmission filter
			Check throttle linkage
Inspect lift cylinder	Inspect and adjust belts	Check directional linkage	Check battery
Inspect tilt cylinder	Evaluate upright drift	Check upright latch	Lubricate misc. linkage
Inspect packing glands	Check for upright racking	Check plugs, vaporizer, LP Regulator and plug wires	Clean/replace sump breather

<u>TABLE 2: MINIMUM PREVENTATIVE MAINTENANCE, LIQUIFIED PETROLEUM GAS (LPG) POWERED EQUIPMENT</u>			
<u>Visual Inspections</u>	<u>Operational Tests</u>	<u>Mechanical Inspections</u>	<u>Cleaning and Lubrication</u>
Inspect door latches	Check horn, lights and hour meter	Check tilt cylinder mounting	
	Inspect chain wear, chain retainers and adjust as required	Check clutch/Inching linkage	

Contractor complies with the requirements, specifications, drawings, standards, and descriptions included in this Contract.

Category 1: Electric Motor Rider Forklift Minimum Specifications

Basic Capacity: Min 3000 lbs at 24" Load Center (LC), Max 8999 lbs at 24" Load Center

Power: Electric

Mast: For Three Wheelers:

Lowest Acceptable Maximum Fork Height (MFH): 160"

For Four Wheelers:

Lowest Acceptable Maximum Fork Height (MFH): 181"

Forks: 42" Long x 4" wide x 1.7" thick

Standard

Attachments: Side Shift

Minimum Battery: 36 Volt Battery

Minimum Amp Hrs or kWh: 530

Battery Charger: Maximum Charge Time - 4 hours

Input Voltage – 480 Volt 3 Phase

Input Amps Required – 50 Amp

Reverse Travel Alarm

Horn

2 Forward LED Work Lights

2 Rear LED Work Lights

Safety Light

Fire extinguisher

Rearview mirrors

Overhead Guard

Travel speed: Can travel up to 10 mph loaded

Hour / battery display indicator

LCD Multi Function display

3 function control valve (lift, tilt & side shift)

Data Log

Operator Password

2: Heavy Duty Electric Motor Rider Forklift Minimum Specifications

Basic Capacity: Min 9000 lbs at 24" Load Center (LC) center

Power: Electric

Mast: For Three Wheelers:

Lowest Acceptable Maximum Fork Height (MFH): 160"

For Four Wheelers:

Lowest Acceptable Maximum Fork Height (MFH): 181"

Forks: 42" Long x 4" wide x 1.7" thick

Standard

Attachments: Side Shift

Minimum Battery: 36 Volt Battery

Minimum Amp Hrs or KwH: 530

Battery Charger: Maximum Charge Time - 4 hours

Input Voltage – 480 Volt 3 Phase

Input Amps Required – 50 Amp

Reverse Travel Alarm

Horn

2 Forward LED Work Lights

2 Rear LED Work Lights

Safety Light

Fire extinguisher

Rearview mirrors

Overhead Guard

Travel speed: Can travel up to 10 mph loaded

Hour / battery display indicator

LCD Multi Function display

3 function control valve (lift, tilt & side shift)

Data Log

Operator Password

Category 3: Electric Motor Narrow Aisle Forklift Minimum Specifications

Capacity: Min 3000 lbs at 24" Load Center
Engine: Electric
Minimum Fork Width: 4in
Minimum Fork Length: 36 in
Maximum Aisle Width: 10.5 ft
Maximum height of lowered forks: 2.25in
Mast: Lowest Acceptable Maximum Fork Height (MFH): 189"
Minimum Free Lift (FL): 47"
Forks: 42" Long x 4" wide x 1.7" thick
Standard Taper
Reach: Single
Reverse Travel Alarm
Anti-rollback system
Horn
LED Work Light
LED Rear Work Light
Safety Light
Regenerative braking
Min: 36 Volt Battery or equivalent
Wheel Type: Polyurethane
Travel speed: Can travel up to 7 mph loaded
Lift Speed: 20 feet per min (fpm)
Maximum Speed limiter
Maximum speed with load 8 mph
Duty cycle - continuous use 4 hours min
Keyless
3 function control valve (lift, tilt & side shift)
Programable Entry
Hour / battery display indicator
Fully Automatic Power charger provided

Category 4: Electric Motor Narrow Aisle Walkie Forklift Minimum Specifications

Capacity: Min 2,000 lbs at 24" Load Center

Engine: Electric

Minimum Fork Width: 4 in

Minimum Fork Length: 36 in

Maximum Overall Fork Width: 29"

Maximum Width: 10.5 ft

Maximum height of lowered forks: 3.25 in

Regenerative braking

24 Volt Battery or equivalent

Wheel Type: Polyurethane

Travel speed: 3 mph minimum unloaded

Travel speed: 2 mph minimum loaded

Battery: Minimum 12V

Duty cycle - continuous use 4 hours min

Lift, Forward, Reverse, Brake and Safety Auto Reverse Control Handle

Keyless

Hour / battery display indicator

Category 5: Electric Motor Hand Forklift Minimum Specifications

Capacity: Min 3,000 lbs at 24" Load Center

Engine: Electric

Minimum Fork Width: 4 in

Minimum Fork Length: 36 in

Maximum Fork OD: 27"

Maximum Width: 10.5 ft

Maximum height of lowered forks: 3.25 in

Regenerative braking

24 Volt Battery or equivalent

Wheel Type: Polyurethane

Travel speed: 3 mph minimum unloaded

Travel speed: 2 mph minimum loaded

Battery: Minimum 12 V

Duty cycle - continuous use 4 hours min

Lift, Forward, Reverse, Brake and Safety Auto Reverse Control Handle

Keyless

Hour / battery display indicator

Category 6: Internal Combustion Engine Cushion Tire Minimum Specifications

Capacity: Min 3000 lbs at 24" Load Center (LC), Max 8999 lbs at 24" Load Center

Engine: Internal Combustion Engine

Power: LPG

Mast: For 2 Stage:

Lowest Acceptable Maximum Fork Height (MFH): 118"

For 3 Stage:

Lowest Acceptable Maximum Fork Height (MFH): 170"

Forks: 42" Long x 4" wide x 1.7" thick

Standard Taper

Attachments: Side Shift

Tires: Drive - Smooth

Minimum Fork Length: 42 in

Minimum Fork Width: 4 in

Minimum Fork Thickness: 1.5 in

New 33# LPG Tank

Reverse Travel Alarm

Horn

2 Forward LED Work Light

2 LED Rear Work Light

Safety Light

Fire extinguisher

Rearview mirrors

Over Head Guard (OHG)

On / Off Key switch

Frame Stabilizer

Min: 12 Volt Battery or equivalent

Travel speed: Can travel up to 10 mph loaded

Lift Speed: 120 feet per min (fpm)

Up and down control

Hour display indicator

Owner's Manual

Powershift Transmission

LCD Multi Function display

3 function control valve (lift, lower, tilt & side shift)

Data log

Operator Password

Category 7: Heavy Duty Internal Combustion Engine Cushion Tire Minimum Specifications

Capacity: Min 9000 lbs at 24" Load Center (LC)
Engine: Internal Combustion Engine
Power: LPG
Mast: For 2 Stage:
 Lowest Acceptable Maximum Fork Height (MFH): 118"
 For 3 Stage:
 Lowest Acceptable Maximum Fork Height (MFH): 170"
Forks: 42" Long x 4" wide x 1.7" thick
 Standard Taper
Attachments: Side Shift
Tires: Drive - Smooth
Minimum Fork Length: 42 in
Minimum Fork Width: 4 in
Minimum Fork Thickness: 1.5 in
New 33# LPG Tank
Reverse Travel Alarm
Horn
2 Forward LED Work Light
2 LED Rear Work Light
Safety Light
Fire extinguisher
Rearview mirrors
Over Head Guard (OHG)
On / Off Key switch
Frame Stabilizer
Min: 12 Volt Battery or equivalent
Travel speed: Can travel up to 10 mph loaded
Lift Speed: 120 feet per min (fpm)
Up and down control
Hour display indicator
Owner's Manual
Powershift Transmission
LCD Multi Function display
3 function control valve (lift, lower, tilt & side shift)
Data log
Operator Password

Category 8: Internal Combustion Engine Pneumatic Tire Forklift Minimum Specifications

Capacity: Min 3000 lbs at 24" Load Center (LC), Max 8999 lbs at 24" Load Center (LC)

Engine: Internal Combustion Engine

Power: Diesel or LPG

Mast: For 2 Stage:

Lowest Acceptable Maximum Fork Height (MFH): 118"

For 3 Stage:

Lowest Acceptable Maximum Fork Height (MFH): 170"

Forks: 42" Long x 4" wide x 1.7" thick

Standard Taper

Attachments: Side Shift

Tires: Drive - Pneumatic

Steers - Pneumatic

Engine: Internal Combustion Engine

Minimum Fork Length: 42 in

Minimum Fork Width: 4 in

Minimum Fork Thickness: 1.5 in

Reverse Travel Alarm

Horn

Strobe Light

LED Work Light

LED Rear Work Light

Safety Light

Fire extinguisher

33# LPG Tank

Rearview mirrors

On / Off Key switch

Frame Stabilizer

Min: 12 Volt Battery

Travel speed: Can travel up to 10 mph loaded

Hour display indicator

LCD Multi Function display

3 function control valve (lift, tilt & side shift)

Data log

Operator Password

Category 9: Heavy Duty Internal Combustion Engine Pneumatic Tire Forklift Minimum Specifications

Capacity: Min 9000 lbs at 24" Load Center (LC)
Engine: Internal Combustion Engine
Power: Diesel or LPG
Mast: For 2 Stage:
 Lowest Acceptable Maximum Fork Height (MFH): 118"
 For 3 Stage:
 Lowest Acceptable Maximum Fork Height (MFH): 170"
Forks: 42" Long x 4" wide x 1.7" thick
 Standard Taper
Attachments: Side Shift
Tires: Drive - Pneumatic
 Steers - Pneumatic
Engine: Internal Combustion Engine
Minimum Fork Length: 42 in
Minimum Fork Width: 4 in
Minimum Fork Thickness: 1.5 in
 Wet Disc Brakes
 Reverse Travel Alarm
 Horn
 Strobe Light
 LED Work Light
 LED Rear Work Light
 Safety Light
 Fire extinguisher
 33# LPG Tank
 Rearview mirrors
 On / Off Key switch
 Frame Stabilizer
 Min: 12 Volt Battery
 Travel speed: Can travel up to 10 mph loaded
 Hour display indicator
 LCD Multi Function display
 3 function control valve (lift, tilt & side shift)
 Data log
 Operator Password

Category 10: Rough Terrain Forklift Minimum Specifications

Basic Capacity: Min 6,000 lbs at 24" Load Center (LC)
Engine: Internal Combustion Engine
Power: Diesel
Mast: Lowest Acceptable Maximum Fork Height (MFH): 170"
Forks: 48" Long x 6" wide x 2.0" thick
 Standard Taper
Attachments: Side Shift
Tires: Drive – Single *or* Dual - Pneumatic
 Steers - Pneumatic
 Reverse Travel Alarm
 Horn
 Strobe Light
 2 Forward LED Work Lights
 LED Rear Work Light
 Safety Light
 Fire extinguisher
 Rearview mirrors
Min: 12 volt
Travel speed: Can travel up to 10 mph loaded
 Self-regenerating Diesel Particulate Filter
 4 function control valve (lift, tilt & side shift with valving for any potential 4th function)

Category 11: Telehandler Forklift Minimum Specifications

Capacity: Min 5500 lbs
Engine: Internal Combustion Engine
Power: Diesel
Min Lift Height: 19 ft
 Reverse Travel Alarm
 Horn
 Strobe Light
 Dome Light
 2 Forward LED Work Lights
 LED Rear Work Light
 Rear Safety Light – On in Reverse
 Fire extinguisher
 Rearview mirrors
 On / Off Key switch
 Cab

PRICES FOR GOODS/SERVICES

Category 1: Electric Motor Riding Forklift													
Forklift:													
Vehicle Make/Model:	Hyster / J30XNT	Hyster / J35XNT	Hyster / J40XNT	Hyster / J40XNTL	Hyster / J30XN	Hyster / J35XN	Hyster / J40XN	Hyster / J40XNL	Hyster / J45XN	Hyster / J50XN	Hyster / J60XN	Hyster / J70XN	Hyster / E30XN
Engine/Transmission	36 volt lead acid	36 volt lead acid	36 volt lead acid	48 volt lithium io	36 volt lead acid	36 volt lead acid	36 volt lead acid	48 volt Integrated	80 volt lead acid	80 volt lead acid	80 volt lead acid	80 volt lead acid	36 volt lead acid
Bid Price with Standard Options:	\$40,912.10	\$42,381.00	\$43,065.40	\$67,236.70	\$41,722.40	\$43,581.90	\$44,289.90	\$66,967.70	\$55,937.20	\$56,613.70	\$62,865.70	\$66,679.50	\$42,626.20
Delivery and Warranty:													
Per Mile Delivery Charge:	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	\$660.00	\$660.00	\$660.00	\$660.00	\$660.00	\$660.00	\$660.00	\$660.00	\$810	\$810	\$810	\$810	\$660.00
Extended Warranty : 48 Months/8000 Hours	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00
Extended Warranty : 60 Months/10000 Hours	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00
Maintenance Plans:													
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25
Additional Items:													
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	Yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

Category 1: Electric Motor Riding Forklift													
Forklift:													
Vehicle Make/Model:	Hyster / E35XN	Hyster / E40XN	Hyster / E45XN	Hyster / E50XN	Hyster / E55XN	Hyster / E60XN	Hyster / E50XNL	Hyster / E60XNL	Hyster / E70XN	Hyster / E80XN	Hyster / E30HSD3	Hyster / E35HSD3	Hyster / E40HSD3
Engine/Transmission	36 volt lead acid	36 volt lead acid	36 volt lead acid	36 volt lead acid	36 volt lead acid	36 volt lead acid	80 volt lithium io	80 volt lithium io	36 volt lead acid	36 volt lead acid	36 volt lead acid	36 volt lead acid	36 volt lead acid
Bid Price with Standard Options:	\$43,801.60	\$44,727.90	\$47,341.40	\$47,846.40	\$50,208.90	\$51,101.20	\$77,869.30	\$80,952.50	\$59,444.20	\$74,023.20	\$46,800.80	\$48,952.80	\$49,955.00
Delivery and Warranty:													
Per Mile Delivery Charge:	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	\$660.00	\$660.00	\$660.00	\$660.00	\$660.00	\$660.00	\$660.00	\$660.00	\$660.00	\$1,070.00	\$660.00	\$660.00	\$660.00
Extended Warranty : 48 Months/8000 Hours	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$930.00	\$1,540.00	\$930.00	\$930.00	\$930.00
Extended Warranty : 60 Months/10000 Hours	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$1,650.00	\$2,730.00	\$1,650.00	\$1,650.00	\$1,650.00
Maintenance Plans:													
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$125.00	\$100.00	\$100.00	\$100.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25
Additional Items:													
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

Category 2: Heavy Duty Electric Motor Riding Forklift		
Forklift:		
Vehicle Make/Model:	Hyster / J100XN	Hyster / J120XN
Engine/Transmission	80 volt lead acid	80 volt lead acid
Bid Price with Standard Options:	\$88,826.00	\$92,722.80
Delivery and Warranty:		
Per Mile Delivery Charge:	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	\$1,070.00	\$1,070.00
Extended Warranty : 48 Months/8000 Hours	\$1,540.00	\$1,540.00
Extended Warranty : 60 Months/10000 Hours	\$2,730.00	\$2,730.00
Maintenance Plans:		
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$125.00	\$125.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25
Additional Items:		
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15.00%	15.00%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	yes	yes

Category 3: Electric Motor Narrow Aisle Forklift									
Forklift:									
Vehicle Make/Model:	Hyster / N35ZRS3	Hyster / N40ZRS3	Hyster / N35ZR3	Hyster / N40ZR3	Hyster / N45ZR3	Hyster / N30ZDR3	Hyster / N35ZDR3	Hyster / R30XMS3	Hyster / R30XM3
Engine/Transmission	36 volt lead acid	36 volt lead acid	36 volt lead acid	36 volt lead acid	36 volt lead acid	36 volt lead acid	36 volt lead acid	24 Volt Lead Acid	24 Volt Lead Acid
Bid Price with Standard Options:	\$34,971.40	\$35,296.00	\$46,738.60	\$39,448.40	\$50,237.60	\$51,620.90	\$53,667.20	\$32,423.60	\$39,370.60
Delivery and Warranty:									
Per Mile Delivery Charge:	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	\$830.00	\$830.00	\$830.00	\$830.00	\$830.00	\$830.00	\$830.00	\$830.00	\$830.00
Extended Warranty : 48 Months/8000 Hours	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00	\$1,150.00
Extended Warranty : 60 Months/10000 Hours	\$2,040.00	\$2,040.00	\$2,040.00	\$2,040.00	\$2,040.00	\$2,040.00	\$2,040.00	\$2,040.00	\$2,040.00
Maintenance Plans:									
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25
Additional Items:									
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Category 4: Electric Motor Narrow Aisle Walkie Forklift		
Forklift:		
Vehicle Make/Model:	Hyster / W25ZA2	Hyster / W30ZA2
Engine/Transmission	24 Volt Lead Acid	24 Volt Lead Acid
Bid Price with Standard Options:	\$21,777.20	\$29,594.60
Delivery and Warranty:		
Per Mile Delivery Charge:	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	\$300.00	\$300.00
Extended Warranty : 48 Months/8000 Hours	\$520.00	\$520.00
Extended Warranty : 60 Months/10000 Hours	\$740.00	\$740.00
Maintenance Plans:		
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$85.00	\$85.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25
Additional Items:		
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15%	15%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	Yes	Yes

Category 5: Electric Motor Hand Forklift		
Forklift:		
Vehicle Make/Model:	Hyster / PCS30UT	Hyster / W45ZHD2
Engine/Transmission	24 Volt Lithium Ion	24 Volt Lead Acid
Bid Price with Standard Options:	\$1,922.00	\$5,846.00
Delivery and Warranty:		
Per Mile Delivery Charge:	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	Included	Included
Extended Warranty : 48 Months/8000 Hours	\$300.00	\$320.00
Extended Warranty : 60 Months/10000 Hours	N/A	N/A
Maintenance Plans:		
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$85.00	\$85.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25
Additional Items:		
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15.00%	15.00%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	Yes	Yes

Category 6: Internal Combustion Cushion Tire Forklift									
Forklift:									
Vehicle Make/Model:	Hyster /S30A	Hyster / S35A	Hyster / S40AS	Hyster / S40A	Hyster / S50A	Hyster / S60A	Hyster / S70A	Hyster / S80FT	Hyster / S80FTBCS
Engine/Transmission	Engine: Yanmar 2.2L / Transmission: Electric Powershift	Engine: Yanmar 2.2L / Transmission: Electric Powershift	Engine: Yanmar 2.2L / Transmission: Electric Powershift	Engine: Yanmar 2.2L / Transmission: Electric Powershift	Engine: Yanmar 2.2L / Transmission: Electric Powershift	Engine: Yanmar 2.2L / Transmission: Electric Powershift	Engine: Yanmar 2.2L / Transmission: Electric Powershift	Engine: Kubota 3.8L / Transmission: Electric Powershift	Engine: Kubota 3.8L / Transmission: Electric Powershift
Bid Price with Standard Options:	\$33,158.70	\$33,662.40	\$34,166.10	\$34,063.60	\$34,769.80	\$37,110.20	\$42,233.60	\$55,575.40	\$72,686.00
Delivery and Warranty:									
Per Mile Delivery Charge:	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	\$630.00	\$630.00	\$630.00	\$840.00	\$840.00	\$840.00	\$840.00	\$1,610.00	\$1,610.00
Extended Warranty : 48 Months/8000 Hours	\$1,140.00	\$1,140.00	\$1,140.00	\$1,140.00	\$1,140.00	\$1,140.00	\$1,140.00	\$1,460.00	\$1,460.00
Extended Warranty : 60 Months/10000 Hours	\$2,020.00	\$2,020.00	\$2,020.00	\$2,020.00	\$2,020.00	\$2,020.00	\$2,020.00	\$2,590.00	\$2,590.00
Maintenance Plans:									
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$125.00	\$125.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25
Additional Items:									
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Category 7: Heavy Duty Internal Combustion Cushion Tire Forklift			
Forklift:			
Vehicle Make/Model:	Hyster / S100FT	Hyster / S120FTS	Hyster / S155FT
Engine/Transmission	Engine: Kubota 3.8L / Transmission: Electric Powershift	Engine: Kubota 3.8L / Transmission: Electric Powershift	Engine: Kubota 3.8L / Transmission: Electric Powershift
Bid Price with Standard Options:	\$63,292.20	\$76,876.40	\$83,878.80
Delivery and Warranty:			
Per Mile Delivery Charge:	\$5.00	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	\$1,610.00	\$1,610.00	\$1,610.00
Extended Warranty : 48 Months/8000 Hours	\$1,460.00	\$1,460.00	\$2,060.00
Extended Warranty : 60 Months/10000 Hours	\$2,590.00	\$2,590.00	\$3,670.00
Maintenance Plans:			
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$125.00	\$125.00	\$125.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25	\$174.25
Additional Items:			
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15.00%	15.00%	15.00%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	Yes	Yes	Yes

Category 8: Internal Combustion Pneumatic Tire Forklift								
Forklift:								
Vehicle Make/Model:	Hyster / H30A	Hyster / H35A	Hyster / H40A	Hyster / H40AS	Hyster / H50A	Hyster / H60A	Hyster / H70A	Hyster / H80FT
Engine/Transmission	Engine: Yanmar 2.2L / Transmission: Electronic Powershift	Engine: Yanmar 2.2L / Transmission: Electronic Powershift	Engine: Yanmar 2.2L / Transmission: Electronic Powershift	Engine: Yanmar 2.2L / Transmission: Electronic Powershift	Engine: Yanmar 2.2L / Transmission: Electronic Powershift	Engine: Yanmar 2.2L / Transmission: Electronic Powershift	Engine: Yanmar 2.2L / Transmission: Electronic Powershift	Engine: Kubota 3.8L / Transmission: Electronic Powershift
Bid Price with Standard Options:	\$32,870.10	\$33,394.50	\$35,371.20	\$33,925.80	\$36,311.80	\$38,229.80	\$40,005.20	\$58,084.90
Delivery and Warranty:								
Per Mile Delivery Charge:	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$840.00	\$1,010.00
Extended Warranty : 48 Months/8000 Hours	\$1,140.00	\$1,140.00	\$1,140.00	\$1,140.00	\$1,140.00	\$1,140.00	\$1,140.00	\$1,460.00
Extended Warranty : 60 Months/10000 Hours	\$2,020.00	\$2,020.00	\$2,020.00	\$2,020.00	\$2,020.00	\$2,020.00	\$2,020.00	\$2,590.00
Maintenance Plans:								
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$125.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25
Additional Items:								
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Category 9: Heavy Duty Internal Combustion Pneumatic Tire Forklift													
Forklift:													
Vehicle Make/Model:	Hyster / H90FT	Hyster / H100FT	Hyster / H120FT	Hyster / H155FT	Hyster / H190FT	Hyster /	Hyster / H360XD	Hyster /	Hyster /	Hyster /	Hyster /	Hyster /	Hyster / RS46-
Engine/Transmission	Engine: Kubota 3.8L / Transmission: Electronic Powershift	Engine: Kubota 3.8L / Transmission: Electronic Powershift	Engine: Kubota 3.8L / Transmission: Electronic Powershift	Engine: Kubota 3.8L / Transmission: Electronic Powershift	Engine: Kubota 3.8L (DSL) / Transmission: Duramatch	Cummins QSB 4.5L tier 4 / Transmission: ZF WG161 3 speed	Cummins QSB 6.7L tier 4 / Transmission: ZF WG161 3 speed	Cummins QSB 6.7L tier 4 / Transmission: ZF WG161 3 speed	Cummins QSB 6.7L tier 4 / Transmission: ZF WG211 5 speed	Cummins QSB 6.7L tier 4 / Transmission: ZF WG211 5 speed	Cummins QSX 12L tier 4 / Transmission: SOH TE-30 5 speed	Cummins QSX 12L tier 4 / Transmission: SOH TE-30 5 speed	Cummins QSX 12L tier 4 / Transmission: SOH TE-30 5 speed
Bid Price with Standard Options:	\$61,300.40	\$65,361.80	\$68,000.80	\$88,754.60	\$151,130.20	\$238,450.60	\$245,361.60	\$262,641.60	\$526,638.70	\$611,723.00	\$805,696.10	\$750,197.30	\$783,853.60
Delivery and Warranty:													
Per Mile Delivery Charge:	\$5.00	\$5.00	\$5.00	\$5.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
Extended Warranty : 36 Months/6000 Hours	\$1,010.00	\$1,010.00	\$1,010.00	\$1,460.00	\$1,610.00	\$3,110.00	\$3,110.00	\$5,000.00	\$5,000.00	\$6,740.00	\$8,620.00	\$13,890.00	\$13,960.00
Extended Warranty : 48 Months/8000 Hours	\$1,460.00	\$1,460.00	\$1,460.00	\$2,060.00	\$2,580.00	\$5,410.00	\$5,410.00	\$11,920.00	\$13,720.00	\$14,670.00	\$16,530.00	\$19,745.00	\$19,820.00
Extended Warranty : 60 Months/10000 Hours	\$2,590.00	\$2,590.00	\$2,590.00	\$3,670.00	\$4,590.00	\$9,160.00	\$9,160.00	\$16,530.00	\$19,745.00	\$22,960.00	\$25,620.00	\$28,320.00	\$28,740.00
Maintenance Plans:													
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$225.00	\$285.00	\$285.00	\$575.00	\$575.00	\$575.00	\$575.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25
Additional Items:													
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Category 10: Rough Terrain Forklift			
Forklift:			
Vehicle Make/Model:	Sellick/S60J4e-2	Sellick/S80J4e-2	Sellick/S100J4e-2
Engine/Transmission	4.4L 74HP EcoMax T4 Diesel EGINE with 4 speed Syncoshuttle Transmission	4.4L 74HP EcoMax T4 Diesel EGINE with 4 speed Syncoshuttle Transmission	4.4L 74HP EcoMax T4 Diesel EGINE with 4 speed Syncoshuttle Transmission
Bid Price with Standard Options:	\$85,525.00	\$93,250.00	\$104,300.00
Delivery and Warranty:			
Per Mile Delivery Charge:	\$5.00	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	\$5,500.00	\$5,500.00	\$5,500.00
Extended Warranty : 48 Months/8000 Hours	\$9,313.00	\$9,313.00	\$9,313.00
Extended Warranty : 60 Months/10000 Hours	\$11,275.00	\$11,275.00	\$11,275.00
Maintenance Plans:			
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$125.00	\$125.00	\$125.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25	\$174.25
Additional Items:			
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15%	15%	15%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	yes	yes	yes

Category 11: Telehandler Forklift													
Forklift:													
Vehicle Make/Model:	JLG/E313	JLG/313	JLG/519	JLG/742	JLG/943	JLG/1043	JLG/1055	JLG/1255	JLG/1075	JLG/1644	JLG/1732	JLG/2733	Skytrak/3013
Engine/Transmission	48 Volt Lithium batteries with 8.6 KW Electric Motor with 2 Speed transmission	1.5L 24.8 HP Kubota V-1505 Diesel Engine with 2 speed hydrostatic transmission	2.2L 60 HP Duetz Diesel Engine with Hydrostatic transmission	3.8L 74HP Cummins Engine with 3 speed powershift transmission	3.8L 110HP Cummins Engine with 3 speed powershift transmission	3.8L 110HP Cummins Engine with 3 speed powershift transmission	3.8L 130HP Cummins Engine with 3 speed powershift transmission	3.8L 130HP Cummins Engine with 3 speed powershift transmission	4.5L 160HP Cummins Engine with 2 speed Hydrostatic Transmission	3.6L 134HP Duetz TCD Diesel Engine with 2 Speed Hydrostatic Transmission	3.6L 134HP Duetz TCD Diesel Engine with 2 Speed Hydrostatic Transmission	4.5L 160HP Cummins QSB Diesel Engine with 2 speed Hydrostatic Transmission	1.5L 24.8 HP Kubota V-150S Diesel Engine with 1 speed hydrostatic transmission
Bid Price with Standard Options:	\$82,938.00	\$71,034.00	\$77,389.00	\$121,750.00	\$139,080.00	\$151,280.00	\$173,240.00	\$187,880.00	\$335,500.00	\$251,320.00	\$242,650.00	\$331,275.00	\$66,579.00
Delivery and Warranty:													
Per Mile Delivery Charge:	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	\$3,125.00	\$3,125.00	\$3,775.00	\$5,250.00	\$5,205.00	\$5,500.00	\$5,950.00	\$7,100.00	\$11,250.00	\$8,145.00	\$8,285.00	\$11,250.00	\$3,125.00
Extended Warranty : 48 Months/8000 Hours	\$3,450.00	\$3,450.00	\$4,100.00	\$6,250.00	\$5,450.00	\$6,100.00	\$6,500.00	\$7,300.00	\$11,500.00	\$10,750.00	\$11,150.00	\$14,250.00	\$3,450.00
Extended Warranty : 60 Months/10000 Hours	\$4,450.00	\$4,450.00	\$5,400.00	\$9,250.00	\$7,230.00	\$8,250.00	\$8,700.00	\$9,540.00	\$16,275.00	\$13,570.00	\$13,850.00	\$18,275.00	\$4,450.00
Maintenance Plans:													
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25
Additional Items:													
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

Category	Telehandler Forklift	Telehandler Forklift	Telehandler Forklift	Telehandler Forklift	Telehandler Forklift	Telehandler Forklift	Telehandler Forklift	Telehandler Forklift	Telehandler Forklift	Telehandler Forklift	Telehandler Forklift	Telehandler Forklift	Telehandler Forklift
Forklift:													
Vehicle Make/Model:	Skytrak/6034	Skytrak/6042	Skytrak/8042	Skytrak/10042	Skytrak/10054	Skytrak/12054	Genie/GTH-5519	Genie/GTH-636	Genie/GTH-844	Genie /GTH-1044	Genie/GTH-1056	Genie/ GTH-1244	Genie/GTH-1256
Engine/Transmission	2.9L 74HP Duetz TCD Diesel Engine with 1 speed hydrostatic transmission	2.9L 74HP Duetz TCD Diesel Engine with 1 speed hydrostatic transmission	2.9L 74HP Duetz TCD Diesel Engine with 1 speed hydrostatic transmission	3.8L 74HP Cummins QSF Diesel Engine with 4 speed powershift transmission	3.8L 74HP Cummins QSF Diesel Engine with 4 speed powershift transmission	3.8L 74HP Cummins QSF Diesel Engine with 4 speed powershift transmission	2.9L 74HP Duetz TCD Diesel Engine with 1 speed Hydrostatic transmission	2.9L 74HP Duetz TCD Diesel Engine with 3 Speed powershift transmission	3.6L 74HP Duetz TCD Diesel Engine with 3 Speed powershift transmission	3.6L 74HP Duetz TCD Diesel Engine with 3 Speed powershift transmission	3.6L 74HP Duetz TCD Diesel Engine with 3 Speed powershift transmission	3.6L 74HP Duetz TCD Diesel Engine with 3 Speed powershift transmission	3.6L 121HP Duetz TCD Diesel Engine with 3 Speed powershift transmission
Bid Price with Standard Options:	\$109,800.00	\$117,500.00	\$134,500.00	\$144,675.00	\$163,480.00	\$178,120.00	\$79,975.00	\$110,975.00	\$113,850.00	\$169,850.00	\$177,500.00	\$176,250.00	\$187,250.00
Delivery and Warranty:													
Per Mile Delivery Charge:	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
Extended Warranty : 36 Months/6000 Hours	\$6,250.00	\$5,900.00	\$6,200.00	\$5,900.00	\$6,200.00	\$6,975.00	\$2,700.00	\$3,995.00	\$4,450.00	\$6,575.00	\$6,575.00	\$11,275.00	\$11,275.00
Extended Warranty : 48 Months/8000 Hours	\$6,550.00	\$7,150.00	\$7,500.00	\$6,850.00	\$7,700.00	\$8,100.00	\$4,525.00	\$6,125.00	\$7,525.00	\$9,800.00	\$9,800.00	\$19,250.00	\$19,250.00
Extended Warranty : 60 Months/10000 Hours	\$8,750.00	\$8,900.00	\$9,400.00	\$8,700.00	\$9,700.00	\$10,250.00	\$5,995.00	\$7,750.00	\$9,850.00	\$12,250.00	\$12,250.00	\$23,350.00	\$23,350.00
Maintenance Plans:													
Preventative Maintenance Program: Per Occurrence Rate, Excluding Parts	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00	\$285.00
Unscheduled Repair, Time and Materials: Hourly Rate, Excluding Parts	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25	\$174.25
Additional Items:													
Cancellation Cost: Flat Rate, \$	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
Replacement Parts: % Discount off List Price	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%
Full Maintenance Program Available at Flat Monthly Rate Yes/No	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

Category 1: Electric Motor Riding Forklift													
Vehicle Make/Model:	Hyster / J30XNT	Hyster / J35XNT	Hyster / J40XNT	Hyster / J40XNTL	Hyster / J30XN	Hyster / J35XN	Hyster / J40XN	Hyster / J40XNL	Hyster / J45XN	Hyster / J50XN	Hyster / J60XN	Hyster / J70XN	Hyster / E30XN
Upgrade Option:													
Full Taper and Polish Forks	\$850.00	\$850.00	\$850.00	\$850.00	\$850.00	\$850.00	\$850.00	\$850.00	\$1,854.00	\$1,854.00	\$1,854.00	\$1,854.00	\$850.00
Fast Charger	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Full Steel Cab with Removable Doors									\$7,900.00	\$7,900.00	\$7,900.00	\$7,900.00	
Heating and Air Conditioning									\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	
Fork Positioner Function	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00
Rotator Attachment	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00
Clamp Attachment	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$11,895.00	\$10,620.00
Solid Pneumatic Tires	Included	Included	Included	Included	Included	Included	Included	Included	N/A	N/A	N/A	N/A	N/A
Three Stage Mast	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Category 1: Electric Motor Riding Forklift													
Vehicle Make/Model:	Hyster / E35XN	Hyster / E40XN	Hyster / E45XN	Hyster / E50XN	Hyster / E55XN	Hyster / E60XN	Hyster / E50XNL	Hyster / E60XNL	Hyster / E70XN	Hyster / E80XN	Hyster / E30HSD3	Hyster / E35HSD3	Hyster / E40HSD3
Upgrade Option:													
Full Taper and Polish Forks	\$850.00	\$850.00	\$850.00	\$850.00	\$850.00	\$1,854.00	\$850.00	\$1,854.00	\$1,854.00	\$4,597.00	\$850.00	\$850.00	\$850.00
Fast Charger	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Full Steel Cab with Removable Doors													
Heating and Air Conditioning													
Fork Positioner Function	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$3,275.00	\$2,375.00	\$3,275.00	\$3,275.00	\$5,155.00	\$2,375.00	\$2,375.00	\$2,375.00
Rotator Attachment	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$10,005.00	\$10,005.00	\$11,555.00	\$8,625.00	\$8,625.00	\$8,625.00
Clamp Attachment	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$11,895.00	\$10,620.00	\$11,895.00	\$11,895.00	\$15,740.00	\$10,620.00	\$10,620.00	\$10,620.00
Solid Pneumatic Tires	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Three Stage Mast	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included

Category 2: Heavy Duty Electric Motor Rider Forklift		
Vehicle Make/Model:	Hyster / J100XN	Hyster / J120XN
Upgrade Option:		
Full Taper and Polish Forks	\$4,597.00	\$4,597.00
Fast Charger	Included	Included
Full Steel Cab with Removable Doors	\$7,900.00	\$7,900.00
Heating and Air Conditioning	\$1700.00 Heat Only	\$ 1700.00 Heat Only
Fork Positioner Function	\$5,155.00	\$5,155.00
Rotator Attachment	\$11,555.00	\$11,555.00
Clamp Attachment	\$15,740.00	\$15,740.00
Solid Pneumatic Tires	Included	Included
Three Stage Mast	Included	Included

Category 3: Electric Motor Narrow Aisle Forklift									
Vehicle Make/Model:	Hyster / N35ZRS3	Hyster / N40ZRS3	Hyster / N35ZR3	Hyster / N40ZR3	Hyster / N45ZR3	Hyster / N30ZDR3	Hyster / N35ZDR3	Hyster / R30XMS3	Hyster / R30XM3
Upgrade Option:									
Full Taper and Polish Forks	\$850.00	\$850.00	\$850.00	\$850.00	\$850.00	\$850.00	\$850.00		
Fast Charger	Included	Included	Included	Included	Included	Included	Included	Included	Included
Full Steel Cab with Removable Doors									
Heating and Air Conditioning									
Fork Positioner Function									
Rotator Attachment									
Clamp Attachment									
Solid Pneumatic Tires									
Three Stage Mast									

Category 4: Electric Motor Narrow Aisle Walkie Forklift		
Vehicle Make/Model:	Hyster / W25ZA2	Hyster / W30ZA2
Upgrade Option:		
Full Taper and Polish Forks		
Fast Charger		
Full Steel Cab with Removable Doors		
Heating and Air Conditioning		
Fork Positioner Function		
Rotator Attachment		
Clamp Attachment		
Solid Pneumatic Tires		
Three Stage Mast		

Category 5: Electric Motor Hand Forklift		
Vehicle Make/Model:	Hyster / PCS30UT	Hyster / W45ZHD2
Upgrade Option:		
Full Taper and Polish Forks		
Fast Charger	N/A	N/A
Full Steel Cab with Removable Doors		
Heating and Air Conditioning		
Fork Positioner Function		
Rotator Attachment		
Clamp Attachment		
Solid Pneumatic Tires		
Three Stage Mast		

Category 6: Internal Combustion Cushion Tire Forklift									
Vehicle Make/Model:	Hyster / S30A	Hyster / S35A	Hyster / S40AS	Hyster / S40A	Hyster / S50A	Hyster / S60A	Hyster / S70A	Hyster / S80FT	Hyster / S80FTBCS
Upgrade Option:									
Full Taper and Polish Forks	\$850.00	\$850.00	\$850.00	\$850.00	\$850.00	\$1,854.00	\$1,854.00	\$4,597.00	\$4,597.00
Fast Charger									
Full Steel Cab with Removable Doors									
Heating and Air Conditioning									
Fork Positioner Function	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$3,275.00	\$3,275.00	\$5,155.00	\$5,155.00
Rotator Attachment	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$10,005.00	\$10,005.00	\$11,555.00	\$11,555.00
Clamp Attachment	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$11,895.00	\$11,895.00	\$15,740.00	\$15,740.00
Solid Pneumatic Tires									
Three Stage Mast	\$2,240.00	\$2,240.00	\$2,240.00	\$2,230.00	\$2,230.00	\$2,230.00	\$2,230.00	\$3,540.00	\$3,540.00

Category 7: Heavy Duty Internal Combustion Cushion Tire Forklift			
Vehicle Make/Model:	Hyster / S100FT	Hyster / S120FTS	Hyster / S155FT
Upgrade Option:			
Full Taper and Polish Forks	\$4,597.00	\$4,597.00	\$5,362.00
Fast Charger			
Full Steel Cab with Removable Doors			
Heating and Air Conditioning			
Fork Positioner Function	\$5,155.00	\$5,155.00	\$5,155.00
Rotator Attachment	\$11,555.00	\$11,555.00	\$11,555.00
Clamp Attachment	\$15,740.00	\$15,740.00	\$15,740.00
Solid Pneumatic Tires			
Three Stage Mast	\$4,810.00	\$4,810.00	\$8,830.00

Category 8: Internal Combustion Pneumatic Tire Forklift								
Vehicle Make/Model:	Hyster / H30A	Hyster / H35A	Hyster / H40A	Hyster / H40AS	Hyster / H50A	Hyster / H60A	Hyster / H70A	Hyster / H80FT
Upgrade Option:								
Full Taper and Polish Forks	\$850.00	\$850.00	\$850.00	\$850.00	\$850.00	\$1,854.00	\$1,854.00	\$4,597.00
Fast Charger								
Full Steel Cab with Removable Doors	\$8,640.00	\$8,640.00	\$8,640.00	\$8,640.00	\$8,640.00	\$8,640.00	\$8,640.00	\$8,640.00
Heating and Air Conditioning	\$8,730.00	\$8,730.00	\$8,730.00	\$8,730.00	\$8,730.00	\$8,730.00	\$8,730.00	\$17,360.00
Fork Positioner Function	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$2,375.00	\$3,275.00	\$3,275.00	\$5,155.00
Rotator Attachment	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$8,625.00	\$10,005.00	\$10,005.00	\$11,555.00
Clamp Attachment	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$10,620.00	\$11,895.00	\$11,895.00	\$15,740.00
Solid Pneumatic Tires	\$710.00	\$710.00	\$1,000.00	\$710.00	\$1,010.00	\$1,010.00	\$1,010.00	\$1,700.00
Three Stage Mast	\$2,310.00	\$2,310.00	\$2,310.00	\$2,310.00	\$2,330.00	\$2,330.00	\$2,370.00	\$3,540.00

Category 9: Heavy Duty Internal Combustion Pneumatic Tire Forklift													
Vehicle Make/Model:	Hyster / H90FT	Hyster / H100FT	Hyster / H120FT	Hyster / H155FT	Hyster / H190FT	Hyster / H280XD	Hyster / H360XD	Hyster / H360XD48	Hyster / H550XD48	Hyster / H700XD48	Hyster / H1050XDS48	Hyster / H1150XD-CH	Hyster / RS46-33XD/62
Upgrade Option:													
Full Taper and Polish Forks	\$4,597.00	\$4,597.00	\$4,597.00	\$5,362.00		\$7,430.00							
Fast Charger													
Full Steel Cab with Removable Doors	\$8,640.00	\$8,640.00	\$8,640.00	\$9,550.00	\$9,600.00	Included	Included	Included	Included	Included	Included	Included	Included
Heating and Air Conditioning	\$17,360.00	\$17,360.00	\$17,360.00	\$17,870.00	\$18,500.00	\$18,500.00	\$18,500.00	\$18,500.00	\$18,500.00	\$18,500.00	\$8,980.00	\$8,980.00	\$8,980.00
Fork Positioner Function	\$5,155.00	\$5,155.00	\$5,155.00	\$5,155.00	Included	Included	Included	Included	Included	Included	Included	Included	N/A
Rotator Attachment	\$11,555.00	\$11,555.00	\$11,555.00	\$11,555.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Clamp Attachment	\$15,740.00	\$15,740.00	\$15,740.00	\$15,740.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Solid Pneumatic Tires	\$1,700.00	\$1,700.00	\$1,700.00	\$1,250.00	\$2,900.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Three Stage Mast	\$3,540.00	\$3,820.00	\$3,820.00	\$5,970.00	\$11,150	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Category 10: Rough Terrain Forklift			
Vehicle Make/Model:	Sellick/S60J4e-2	Sellick/S80J4e-2	Sellick/S100J4e-2
Upgrade Option:			
Full Taper and Polish Forks	\$4,875.00	\$4,875.00	\$4,875.00
Fast Charger			
Full Steel Cab with Removable Doors	\$21,525.00	\$21,525.00	\$21,525.00
Heating and Air Conditioning	\$29,725.00	\$29,725.00	\$29,725.00
Fork Positioner Function	\$9,435.00	\$9,435.00	\$9,435.00
Rotator Attachment	\$12,265.00	\$15,685.00	\$15,685.00
Clamp Attachment	\$14,375.00	\$29,285.00	\$29,285.00
Solid Pneumatic Tires	\$7,950.00	\$7,950.00	\$7,950.00
Three Stage Mast	\$4,750.00	\$4,750.00	\$10,975.00

Category 11: Telehandler Forklift													
Vehicle Make/Model:	JLG/E313	JLG/313	JLG/519	JLG/742	JLG/943	JLG/1043	JLG/1055	JLG/1255	JLG/1075	JLG/1644	JLG/1732	JLG/2733	Skytrak/3013
Upgrade Option:													
Full Taper and Polish Forks	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$3,245.00	\$3,245.00	\$3,245.00	\$2,845.00
Fast Charger	N/A												
Full Steel Cab with Removable Doors	\$5,700.00	\$5,700.00	\$4,500.00	\$4,760.00	\$4,760.00	\$4,760.00	\$4,760.00	\$4,760.00	\$4,760.00	Included	Included	Included	\$5,700.00
Heating and Air Conditioning	Heat only	Heat only	\$5,200.00	\$9,800.00	\$9,800.00	\$9,800.00	\$9,800.00	\$9,800.00	\$9,800.00	\$5,040.00	\$5,040.00	\$5,040.00	Heat only
Fork Positioner Function	N/A	N/A	N/A	\$7,580.00	\$7,580.00	\$7,580.00	\$7,580.00	\$10,950.00	\$7,580.00	\$10,280.00	\$10,280.00	\$15,285.00	N/A
Rotator Attachment	\$10,250.00	\$10,250.00	\$10,250.00	\$15,455.00	\$15,455.00	\$15,455.00	\$15,455.00	\$15,455.00	\$27,285.00	\$36,575.00	\$36,575.00	N/A	\$10,250.00
Clamp Attachment	\$13,375.00	\$13,375.00	\$13,375.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$56,584.00	\$56,584.00	\$56,584.00	\$13,375.00
Solid Pneumatic Tires	\$3,950.00	\$3,950.00	\$4,890.00	\$10,550.00	\$10,550.00	\$11,275.00	\$11,275.00	\$12,175.00	\$12,175.00	\$7,355 Foam Only	\$7,355 Foam Only	\$11,900 Foam Only	\$4,890.00
Three Stage Mast													
Category 11: Telehandler Forklift													
Vehicle Make/Model:	Skytrak/6034	Skytrak/6042	Skytrak/8042	Skytrak/10042	Skytrak/10054	Skytrak/12054	Genie/GTH-5519	Genie/GTH-636	Genie/GTH-844	Genie /GTH-1044	Genie/GTH-1056	Genie/ GTH-1244	Genie/GTH-1256
Upgrade Option:													
Full Taper and Polish Forks	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00	\$2,845.00
Fast Charger													
Full Steel Cab with Removable Doors	\$4,760.00	\$4,760.00	\$4,760.00	\$4,760.00	\$4,760.00	\$4,760.00	\$3,992.00	\$6,050.00	\$6,050.00	\$6,050.00	\$6,050.00	\$6,050.00	\$6,050.00
Heating and Air Conditioning	\$9,800.00	\$9,800.00	\$9,800.00	\$9,800.00	\$9,800.00	\$9,800.00	\$7,640.00	\$9,657.00	\$9,657.00	\$9,657.00	\$9,657.00	\$9,225.00	\$9,954.00
Fork Positioner Function	\$7,580.00	\$7,580.00	\$7,580.00	\$7,580.00	\$7,580.00	\$7,580.00	\$7,580.00	\$7,580.00	\$7,580.00	\$7,580.00	\$7,580.00	\$7,580.00	\$7,580.00
Rotator Attachment	\$15,455.00	\$15,455.00	\$15,455.00	\$15,455.00	\$15,455.00	\$15,455.00	\$10,250.00	\$15,455.00	\$15,455.00	\$15,455.00	\$15,455.00	\$15,455.00	\$15,455.00
Clamp Attachment	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00	\$27,285.00
Solid Pneumatic Tires	\$12,910.00	\$12,910.00	\$13,820.00	\$13,820.00	\$13,820.00	\$13,820.00	\$6,955.00	\$8,850.00	\$8,850.00	\$10,975.00	\$10,975.00	\$9,150.00	\$9,150.00
Three Stage Mast													

INSURANCE REQUIREMENTS

1. **INSURANCE OBLIGATION.** During the term of this Cooperative Purchasing Agreement, Contractor shall possess and maintain in full force and effect, at Contractor's sole expense, the following insurance coverages:
 - a. **COMMERCIAL GENERAL LIABILITY INSURANCE.** Commercial general liability insurance (and, if necessary, commercial umbrella liability insurance) covering bodily injury, property damage, products/completed operations, personal injury, and advertising injury liability on an 'occurrence form' that shall be no less comprehensive and no more restrictive than the coverage provided by Insurance Services Office (ISO) under the most recent version of form CG 00 01 in the amount of not less than \$2,000,000 per occurrence and \$4,000,000 general aggregate. This coverage shall include blanket contractual liability coverage. This coverage shall include a cross-liability clause or separation of insured condition.
 - b. **WORKERS' COMPENSATION INSURANCE.** Contractor shall comply with applicable Workers' Compensation or Industrial Accident insurance providing benefits as required by law.
 - c. **EMPLOYERS' LIABILITY (STOP GAP) INSURANCE.** Employers' liability insurance (and, if necessary, commercial umbrella liability insurance) with limits not less than \$1,000,000 each accident for bodily injury by accident, \$1,000,000 each employee for bodily injury by disease, and \$1,000,000 bodily injury by disease policy limit.
 - d. **COMMERCIAL AUTOMOBILE LIABILITY INSURANCE.** Commercial automobile liability insurance covering the ownership, maintenance, and/or use of all owned/leased, non-owned, and hired vehicles used in the performance of the Master Contract, with limits of not less than \$2,000,000 per accident, combined single limit for bodily injury and property damage liability. Coverage shall be provided on Insurance Services Office (ISO) form number CA 0001 or an equivalent. The required limits can be satisfied by any combination of primary, umbrella, or excess policy.
 - e. **GARAGE LIABILITY INSURANCE.** Garage liability coverage (and, if necessary, commercial umbrella liability insurance) covering bodily injury, property damage, premises, and operational liability for garage operations, covered vehicles, and operations necessary and incidental to the garage business on an 'occurrence form' in the amount of not less than \$1,000,000 per occurrence and \$2,000,000 general aggregate. This coverage shall include blanket contractual liability coverage. This coverage shall include a cross-liability clause or separation of insured condition.
 - f. **GARAGE KEEPER'S LIABILITY INSURANCE.** Symbol 30 garage keeper's liability coverage (and, if necessary, commercial umbrella liability insurance) including coverage for customer's vehicles that are in the care, custody, and control of the named insured. The combined single limit per occurrence shall not be less than \$1,000,000.

The insurance coverage limits set forth above may be satisfied by any combination of primary, umbrella, or excess policy. The insurance coverage limits set forth herein are the minimum. Contractor's insurance coverage shall be no less than the minimum amounts specified. Coverage in the amounts of these minimum limits, however, shall not be construed to relieve Contractor from liability in excess of such limits. Contractor waives all rights against the State of Washington for the recovery of damages to the extent such damages are covered by any insurance required herein.

2. **INSURANCE CARRIER RATING.** Coverages provided by Contractor must be underwritten by an insurance company deemed acceptable to the State of Washington's Office of Risk Management. Insurance coverage shall be provided by companies authorized to do business within the State of Washington and rated A- Class VII or better in the most recently published edition of Best's Insurance Rating. Enterprise Services reserves the right to reject all or any insurance carrier(s) with an unacceptable financial rating.
3. **ADDITIONAL INSURED.** When specified as a required insurance coverage (see § 1 – Insurance Obligation, above) Commercial General Liability, Commercial Automobile Liability, and Pollution Liability Insurance shall include the State of Washington and all authorized Purchasers (and their agents, officers, and employees) as Additional Insureds evidenced by copy of the Additional Insured Endorsement attached to the Certificate of Insurance on such insurance policies.
4. **CERTIFICATE OF INSURANCE.** Prior to execution of the Cooperative Purchasing Agreement, Contractor shall furnish to Enterprise Services, as evidence of the insurance coverage required by this Cooperative Purchasing Agreement, a certificate of insurance satisfactory to Enterprise Services that insurance, in the above-stated kinds and minimum amounts, has been secured. In addition, no less than ten (10) calendar days prior to coverage expiration, Contractor shall furnish to Enterprise Services an updated or renewed certificate of insurance, satisfactory to Enterprise Services, that insurance, in the above-stated kinds and minimum amounts, has been secured. Failure to maintain or provide proof of insurance, as required, shall result in Contractor suspension and/or cooperative purchasing agreement termination. **All policies and certificates of insurance shall include the Cooperative Purchasing Agreement number stated on the cover of this Cooperative Purchasing Agreement.** All certificates of Insurance and any related insurance documents shall be sent via email to Enterprise Services, at the email address set forth below:

Email: DESContractsTeamMaple@des.wa.gov

Note: The Email Subject line must state:

**Cooperative Purchasing Agreement Insurance Certificate –
Contract No. 28523 – Forklifts**

5. **PRIMARY COVERAGE.** Contractor's insurance shall apply as primary and shall not seek contribution from any insurance or self-insurance maintained by, or provided to, the additional insureds listed above including, at a minimum, the State of Washington and/or any Purchaser. All insurance or self-insurance of the State of Washington and/or Purchasers shall be excess of any insurance provided by Contractor or subcontractors.
6. **SUBCONTRACTORS.** Contractor shall include all subcontractors as insureds under all required insurance policies. Alternatively, prior to utilizing any subcontractor, Contractor shall cause any such subcontractor to provide insurance that complies with all applicable requirements of the insurance set forth herein and shall furnish separate Certificates of Insurance and endorsements

for each subcontractor to Enterprise Services. Each subcontractor must comply fully with all insurance requirements stated herein. Failure of any subcontractor to comply with insurance requirements does not limit Contractor's liability or responsibility.

7. **WAIVER OF SUBROGATION.** Contractor waives all rights of subrogation against the State of Washington and any Purchaser for the recovery of damages to the extent such damages are or would be covered by the insurance specified herein.
8. **NOTICE OF CHANGE OR CANCELLATION.** There shall be no cancellation, material change, exhaustion of aggregate limits, or intent not to renew insurance coverage, either in whole or in part, without at least sixty (60) calendar days prior written Legal Notice by Contractor to Enterprise Services. Failure to provide such notice, as required, shall constitute default by Contractor. Any such written notice shall include the Cooperative Purchasing Agreement number stated on the cover of this Cooperative Purchasing Agreement.
9. **EXTENDED REPORTING PERIOD.** If any required insurance coverage is on a claims-made basis (rather than occurrence), Contractor shall maintain such coverage for a period of no less than three (3) years following expiration or termination of the Cooperative Purchasing Agreement.

* * * END OF INSURANCE REQUIREMENTS * * *

Cooperative Purchasing Agreement - Pape Material Handling, Inc.

Final Audit Report

2025-08-13

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