

Company Name: Wiggins Lift Co., Inc.

**SPECIFICATION B - STATE PURCHASE OPTION WITH TRADE-IN**

Marina Lift (Forklift) Make, Model & Year	Wiggins W3.2M2-130 CV 32/-13
Standard Warranty Terms (Years / Miles)	2 years / 4000 hours
Powertrain Warranty Terms (Years / Miles)	5 years / 6000 hours
Extended Warranty Terms (Years / Miles)	7 years - Welded structures and Wheels
Delivery Time A.R.O. (days)	90 to 120 days
Estimated Quantity to be Ordered by the State	1
Payment Terms (if financing is available)	N/A
Deposit Amount (if Deposit is required)	30%
List Price Per Forklift (including Transportation/Delivery)	\$327,293
Contract Price Per Forklift (including Transportation/Delivery)	\$307,293
Total Annual Savings Off List Price	\$20,000
List Total Trade-In Amount (including Removal costs)	\$60,000
Contract Price with Trade-In (including Transportation/Delivery/Removal)	\$247,293

0.5% payment reduction for 10 day pay

Optional Equipment / Configuration (These are "additional" options; models shall include all terms and conditions as listed in Section III. Scope of work and Technical Specifications of the RFP)	List Price	Contract Price	List and Detail Options and Configurations
Pkg # 1 AutoLube System	\$5,800	\$5,800	Franklin Auto Grease System for steer axle, mast bearings, cylinder pins
Pkg # 2 22 ft Forks	\$380	\$380	Increase from requested 20 ft forks and covers to 22 ft length for longer boats
Pkg # 3 Back Up Camera	\$2,500	\$2,500	Add backup camera looking behind ctwt, display for operator
Pkg # 4 Forward Camera	\$3,500	\$3,500	Add forward camera on carriage, display for operator
Pkg # 5 Super Filtration	\$6,500	\$5,900	Add longevity filtration loops for engine, transmission, hydraulic oils
Pkg # 6 Tier 4 Final Diesel Engine	\$8,000	\$7,100	Certified Tier4f clean diesel, more power, less fuel, quiet, 10X cleaner than Tier 3
Pkg # 7			
Pkg # 8			
Pkg # 9			

On-Site Preventative Maintenance (PM) Service Plans (if offered, if not, note "N/A")	List Price	Contract Price
Pkg # 1 Each PM; 3x per Year		\$250 + Parts
Pkg # 2		
Pkg # 3		

In general, our original pricing was aggressive and we prefer to add features and benefits rather than decrease the price. We did quote the items below as options, so you can easily see the value we are adding. We are open to alternatives depending on where your operational interest is, but we offer the following ideas:

1. Autolube and upgrade to 22 ft forks at no additional charge

OR

2. Tier 4 Final Diesel Engine at no additional charge.