



ATTACHMENT A: PROPOSAL REQUIREMENTS & SPECIFICATIONS

VEHICLE LIFT & RELATED VEHICLE MAINTENANCE EQUIPMENT, SERVICES & SOLUTIONS

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Section 1. General Guidelines

1.1. Instructions for Completing Attachment A

Attachment A is provided to Bidders in an editable Microsoft Word form so that it can easily serve as the base document for a Bidder's Technical Proposal. Bidders should incorporate their Technical Proposal responses directly into this document and include referenced attachments separately.

Use the following electronic file naming convention for naming your Technical Proposal prior to uploading your completed Technical Proposal to Bonfire: *Technical Proposal – Bidder Name.docx*.

For sections of Attachment A structured like the example below, simply click in the green cell or paste (using the *Paste Special > Merge Formatting* function in Microsoft Word) your response.

1.1.1.	Formation. In what year was the company formed? For how long has your company been operating under its present business name? If your company has changed its business name, include the most recent prior business name and the year of the name change.
This is a sample question. Do not provide a response.	

For sections of Attachment A structured like the example below, click on the “Yes” checkbox if your solution **fully provides** the defined requirement. Click on the “No” checkbox if your solution does not provide or only provides part of the defined requirement.

1.1.2.	Installation. Is installation available as a part of your proposal?	<input type="checkbox"/> Yes <input type="checkbox"/> No
This is a sample question. Do not provide a response.		

1.2. Attachments

Bidders may incorporate additional documents by reference as part of their response to the questions in this document. For example, you may want to include brochures, reports, charts, or graphs in response to specific questions. Bidders should clearly state in their response whether any specific documents are incorporated in their proposal by reference. In the event the attached documents are not referenced correctly, the PRT may exclude those attachments from consideration when scoring proposals.

The file names of such referenced documents that are included in a Bidder's electronic Technical Proposal submissions and uploaded to Bonfire should include in the following order: i) Technical Proposal, ii) Bidder's name, iii) the Section number of the question for which the file is included as part of the response, and iv) a brief description of what is included in the electronic file. For example, if a Bidder references an attachment that includes financial statements in response to Section 2.2.1., the following electronic file name would be appropriate: *Technical Proposal – Bidder Name – Section 2.2.1. – Financial Statements.pdf*.



Section 2. Bidder Overview & Qualifications

2.1. Company Information

2.1.1.	<i>Company Name & Address.</i>	
Company Name:	Mohawk Lifts LLC	
Headquarters Street Address:	65 Vrooman Ave or mailing is PO Box 110	
City, State & Zip Code:	Amsterdam, NY 12010	
Main Telephone Number:	518-842-1431	
Website:	www.mohawklifts.com	
2.1.2.	<i>Formation.</i> In what year was the company formed? For how long has your company been operating under its present business name? If your company has changed its business name, include the most recent prior business name and the year of the name change.	
Mohawk Resources Ltd. was founded in 1981. In 2020 Mohawk transitioned to a Nevada based LLC as Mohawk Lifts. In doing so, all the same people, management, and factory employees remain the same.		
2.1.3.	<i>Legal Structure.</i> Check the box next to the option that best describes the company's legal structure. Include requested narrative in the space provided.	
&	Corporation – provide the State of incorporation and the company ownership structure.	LLC incorporated in Dec. 2020

2.2. Financial Strength & Legal Considerations

	Shareholders and 10K Report (if applicable) or audited financial statements, including income statement and balance sheet. <i>Note: you may mark this information as a "Trade Secret" per the terms outlined in the RFP.</i>
Mohawk as a privately held company does not share financial statements. GSA has reviewed Mohawks financial status, yet done so on location in verifying the current 20 year contract which offers four, five year "evergreen" periods (which is in year 8).	
2.2.2.	Bankruptcy & Insolvency. Describe any bankruptcy or insolvency for your organization (or its predecessors, if any) or any principal of the firm in the last three (3) years.
None, Mohawk is a financially healthy company.	
2.2.3.	Litigation. Describe any litigation in which your company has been involved in the last three (3) years and the status of that litigation.
None, Mohawk is not involved in any form of litigation.	
2.2.4.	Mandatory Contract Performance Disclosure. Pursuant to <u>RFP Section 3.13</u> , disclose whether your company's performance and/or the performance of any of the proposed subcontractor(s) under contracts for the provision of services that are the same or similar to those to be provided for the Program which is the subject of this RFP has resulted in any "formal claims" for breach of those contracts. For purposes of this disclosure, "formal claims" means any claims for breach that have been filed as a lawsuit in any court, submitted for arbitration (whether voluntary or involuntary, binding or not), or assigned to mediation. For any such claims disclosed, fully explain the details of those claims, including the allegations regarding all alleged breaches, any written or legal action resulting from those allegations, and the results of any litigation, arbitration, or mediation regarding those claims, including terms of any settlement. While disclosure of any formal claims will not automatically disqualify a Bidder from consideration, at the sole discretion of Equalis Group, such claims and a review of the background details may result in a rejection of a Bidder's proposal. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.
In Mohawks' 35 years of establishing Multiple Award Schedule contracts, regardless of GSA, HGAC, WSCA, NASPO or Sourcewell, there has never been a formal claim, legal action, or allegation.	
2.2.5.	Mandatory Disclosure of Governmental Investigations. Pursuant to <u>RFP Section 3.14</u> , indicate whether your company and/or any of the proposed subcontractor(s) has been the subject of any adverse regulatory or adverse administrative governmental action (federal, state, or local) with respect to your company's performance of services similar to those described in this RFP. If any such instances are disclosed, Bidders must fully explain, in detail, the nature of the governmental action, the allegations that led to the governmental action, and the results of the governmental action including any legal action that was taken against the Bidder by the governmental agency. While disclosure of any governmental action will not automatically disqualify a Bidder from consideration, such governmental action and a review of the background details may result in a rejection of the Bidder's proposal at Group's sole discretion. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims,

	the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.
No, Mohawk has never been the subject of any adverse government action or investigation.	

2.3. Industry Qualifications

2.3.1.	Company Identification. How is your organization best identified? Is it a manufacturer, distributor/dealer/reseller, or service provider?
Mohawk is a U.S. manufacturer of vehicle service lifts, the second oldest member of the Automotive Lift Institute (ALI). Mohawk also acts as the sole awarded government supplier on MAS (Multiple Award Schedule) contracts for Hunter Engineering (wheel service equipment) and other complimentary manufacturers of garage equipment.	
2.3.1.1.	Authorization. If your company is best described as a distributor/dealer/reseller (or similar entity), please provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?
Mohawk has the authority to enter MAS contracts on behalf of Mohawk, Hunter, Gray, and Westmatic. Also enclosed is a letter from CFO Paul Crowe of Hunter Engineering (our largest supply partner) confirming Mohawks' national role as the Multiple Award Schedule (MAS) vendor of record.	
2.3.1.2.	Network Relationship. If your company is best described as a manufacturer or service provider, please describe how your dealer network operates to sell and deliver the Products & Services proposed in this RFP.
Nationally, Mohawk works with independent businesses to successfully perform all aspects of government sales, installation, product training & inspection. These businesses are the local representatives, yet Mohawk is the awarded vendor of record given familiarity with government contracts, reporting, record keeping & administrative remittances. Mohawk as the awarded vendor works with these independent businesses explaining to government agencies the process of an MAS award on the local basis. Mohawk's national expertise as the vendor of record is the ability to bring these independent resellers to use the established contracts. This is one key to contract success. Over the years we have seen cooperatives award local resellers a national contract, yet these fail given the local reseller has no national sales footprint or minimal experience. I refer to these as "copycat" or "wanna-be" national vendors.	
2.3.2.	Industry Experience. How long has your company provided products and services outlined in your response to this RFP? What percentage of your company's revenue in each of the last three (3) full calendar years was generated from these products and services?
Mohawk has been manufacturing lifts for 40 years (since '81). Mohawk has been involved with national MAS contracts for 35 years, has been the MAS awardee for Hunter for 20+ years, Westmatic vehicle washers for 11 years and Gray portable shop equipment for 11 years. The majority of Mohawks revenue is generated as a result of manufacturing & reselling capital equipment to garages (including government entities).	

2.3.3.	Geographic Reach. Describe your company's service area in the United States and which areas you intend to offer services under a resulting contract if awarded. If your company does not currently provide services nationwide, describe your plans/timeframes to achieve nationwide service provision, if applicable.	
Mohawk administers our MAS contracts nationally. Were we not able to sell/install/train in remote parts of the U.S. Mohawk would not be the #1 supplier to GSA, nor be the top supplier to the original WSCA (now called NASPO Valuepoint) award. Please see attached documentation of GSA sales of both Mohawk & Hunter products, and the results of the first NASPO contract (participated by 33 states). The current NASPO Valuepoint contract has 34 participating states.		
2.3.4.	Certifications and Licenses. Provide a detailed explanation outlining the licenses and certifications that are i) required to be held, and ii) actually held by your organization (including third parties and subcontractors that you use). Has your company maintained these certifications on an ongoing basis? If not, when, and why did your company lose any referenced certifications?	
Mohawk (Hunter & Gray) are members of the ALI (Automotive Lift Institute). As an ALI member the bylaws call that 75% of all lifts shipped monthly be ALI certified to the American National Standard (ANSI). ANSI-ALI-ALCTV is current standard. Only California requires licensing for lift installations of which Mohawk's resellers in that state have the required license.		
2.3.5.	ALI Membership. Is your organization currently a member of the Automotive Lift Institute (ALI)? If yes, provide proof of membership.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Please visit www.autolift.org & click on the list of members. Mohawk is the second oldest member of ALI.		

2.4. Public Sector Focus

2.4.1.	Public Sector Contract Vehicles. What Public Sector contract vehicles (e.g., state term contracts, public sector cooperatives, etc.) does your company have in place to provide products & services defined in this RFP? For each contract vehicle, when was the contract established, what is the expiration date, and how much annual revenue does your company generate through the contract(s) in each of the last three (3) calendar years?	
Mohawk has been an awarded vendor of a GSA schedule contract for approximately 35 years. That GSA schedule was adopted by the states of CA, NY, TX, FL, OH, NV, LA & NJ. While not all of these contracts are still GSA based, Mohawk has had these states adopt either the NASPO-Valuepoint vehicle lift contract or adopt the Sourcewell award. Mohawk has been an awarded vendor on the HGAC contract for 18 years, the WSCA (now NASPOValuepoint) for 14 years, Sourcewell for 11 years, and ESCNJ for three years.		
2.4.2.	Education Success. What is the i) total dollar amount, and ii) percentage of your company's total annual revenue generated by sales to educational institutions (i.e., K-12 schools & school districts and higher education)?	
As stated, Mohawk does not release financial information on documents that could become public. Yet, the educational sector for Mohawk and Hunter represents a double digit percentage of Mohawks government sales.		

2.4.3.	Government Success. What is the i) total dollar amount, and ii) percentage of your company's total annual revenue generated by sales to local governments (i.e., municipalities, counties, special districts, and state agencies)?
Mohawk's sales to government vs. private sector (car dealers, repair shops, service stations, homeowners, ect.) are approximately 25%-30% government vs. 70%-75% private sector fleets. When combined with our value-added suppliers, Mohawk's total government sales increase to approximately 60%.	
2.4.4.	Public Sector Strategic Growth Plan. Describe your company's three to five-year public sector sales objectives and the key elements of your strategic plan to achieve those objectives. What is the total annual dollar value of your company's total revenue generated by local governments and educational institutions in each of the last three (3) calendar years? What percentage of your company's total annual revenue is generated by sales to local governments and educational institutions? <i>For clarity, the figures requested are to include revenue generated through cooperative contracts (see question 2.4.1) and all other forms of revenue to local governments and educational institutions to represent the aggregate revenue volume.</i>
<p>As public sector procurement is always open & transparent, I don't want to explain. The reason is this document will be public and be available to competitive lift manufacturers. I don't/won't give competitive lift companies the "game plan" for #1 government growth, #2 the government trade shows which only Mohawk attends, #3 marketing, #4 nor disclose Mohawks mailers, etc.</p> <p>By example, 18 years ago Mohawk established our first HGAC award. That first HGAC award had 2 other vendors. Competitors learned of the government marketplace & copied Mohawk. Today, this co-op has 9 lift vendors. A similar example, the first WSCA (now NASPOValuepoint) contract only had 5 bid responses (yet the RFP was mailed to all 18 ALI members). The contract resulted in 3 awarded vendors. Today's NASPO contract had 9 responses with 6 awarded vendors (after the first 2 year term, one vendor was released from the contract).</p> <p>Yes there is a game plan, business, and marketing strategy to continue to grow the government marketplace. Attached are two trade magazine stories on cooperative procurement that are written for the government fleet manager or procurerment staff to save the "soft costs" of procurement (estimated by NASPO to be over \$10,000 on a simple procurement). Cooperative procurement saves time and allows members to purchase at the best pricing. Mohawks government sector has grown every year for the past 15 years.</p>	

2.5. Customer References

2.5.1.	<p>Provide references of at least five (5) local government or educational institution customers to whom your company has provided products and services similar in nature and scope to those defined in this RFP in the last three (3) years. Each reference should include:</p> <ul style="list-style-type: none"> Customer name and location; Customer contact person and their title, telephone number, and email address; A brief description of the products and services provided by your company; Customer relationship starting and ending dates; and, Notes or other pertinent information relating to the customer and/or the products and services your company provided.
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Chris Hoffman (University of OK, Stillwater Campus) – Length of relationship: 20 years. Products provided: Mobile Column, two post, and four post lifts. (Contact info: chris.hoffman@okstate.edu 405-744-7938).

Deputy commissioner Rocky DiRico DSNY (NYC Sanitation) – Length of relationship: 28 years. Products provided: Two post lifts and mobile column lifts. (Contact info: rdirico@dsny.nyc.gov 646-235-3165).

Deputy Commissioner Robert Martinez NYPD – Length of relationship: 25 years. Products provided: Two post lifts. (Contact info: Robert.martinez@nypd.nyc.gov 646-610-5763)

George Unkle Del DOT – Length of relationship: 15 years. Products provided: Mobile column lifts. (Contact info: George.unkle@state.de.us 410-582-5575)

Tim Lawler Md State Highway Admin – Length of relationship: 10+ years. Products provided: Mobile Column and two post lifts as well as Hunter Equipment. (Contact info: tlawler@sha.state.md.us 410-582-5575)

All relationships are ongoing.

2.6. Insurance Coverage

2.6.1.	General Liability, Property & Automobile Insurance. If your company is selected as the Winning Supplier, during the term of any agreements between your company and Equalis Group, and for two (2) years following expiration or termination of such agreements, your company, at its own expense, will maintain and will require that its agents, subcontractors, or suppliers engaged in your company's performance of its duties under such agreements, maintain general liability insurance, property insurance, and automobile insurance (at a minimum, in the amount of \$1,000,000 per occurrence/\$5,000,000 annual aggregate) applicable to any claims, liabilities, damages, costs, or expenses arising out of its performance under such agreements. Confirm that your company either a) has, or b) will purchase insurance coverage as described herein.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Click here to provide additional commentary, if necessary.		
2.6.2.	Employee Dishonesty – Members. The Winning Supplier shall be held fully liable for any and all dishonest acts of its employees and/or its subcontractor's employees. Coverage must be provided for Third Party Employee Dishonesty, covering all employees and all officers of your company and any subcontractors, in an amount not less than \$100,000 per occurrence. Confirm that your company either a) has, or b) will purchase insurance coverage as described above covering all employees and all officers of your company, in an amount not less than \$100,000 per occurrence for each Equalis Group Member utilizing the Program.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Mohawk has & will retain insurance for all Mohawk employees. All independent resellers & training providers are required to have \$1M in insurance coverage. Yet, Mohawk is unsure how we can guarantee the employment practices of our independent resellers and service providers.		
2.6.3.	Third Party Employment Practice Liability – Members. The Winning Supplier shall be held fully liable for any and all employment practice acts of its employees and/or its	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

	subcontractor's employees, such as, but not limited to, sexual harassment and discrimination. Coverage must be provided for employment practice liability, covering all employees and all officers of your company and any subcontractors, in an amount not less than \$1,000,000 per occurrence. Confirm that your company either a) has, or b) will purchase insurance coverage as described above covering all employees and all officers of your company, in an amount not less than \$1,000,000 per occurrence for each Equalis Group Member utilizing the Program.	
Mohawk has the required insurance (attached). Yet, Mohawk is unsure how we can guarantee the employment practices of our independent resellers and service providers.		

Section 3. Products and Services

3.1. Products & Services

3.1.1.	Product & Services Description(s). Provide a detailed description of the products and services you are offering as a part of your proposal. IMPORTANT: this description along with the products and services outlined in the Attachment B – Cost Proposal will be utilized to define the overall products and services available under a resulting contract.	
<p>A: Vehicle Lifts - 2 post, four post drive on, mobile column lifts, parallelogram & vertical rise lifts ranging in capacities from 7,000 to 240,000 lb capacities for the heaviest vehicles.</p> <p>B: Hunter wheel service equipment which consists of tire changers, wheel balancers, brake lathes, alignment equipment, alignment racks & test equipment.</p> <p>C: Gray portable shop equipment. Floor jacks, jack stands, shop presses, transmission jacks & oil filter crushers.</p> <p>D: Westmatic transit bus/truck washes.</p> <p>Several attachments have been included demonstrating further information on the above products.</p>		
3.1.2.	ALI Product Certifications. Does your company manufacture and/or sell products certified by the Automotive Lift Institute (ALI)? If yes, please identify which products and accessories you manufacture and/sell that <u>are AND are not</u> currently certified by ALI.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<p>As stated, ALI requires (ALI bylaws) a member of ALI have at least 75% of all lifts as ALI certified lifts. Yet some models are sold so infrequently that there is no economic sense in certifying a 120,000 lb. capacity 4 post lifts given the minimal quantity of these manufactured over the 5 year test period between ALI certification then recertification. If a company or member chose to certify the lift, yes it is certifiable, yet it is not certified. Model specific listing is available on www.autolift.org. Any certified ALI member can provide a list directly from the certified lab.</p> <p>Unlike some ALI certified lifts, an overwhelming majority of Mohawk accessories whether included with Mohawk Lifts or optional with lifts are ALI certified. Including the parallelogram lift, verticle rise lift, and mobile column lift which are all 100% ALI certified. Like Mohawk, all Hunter alignment racks & accessories are ALI certified.</p>		

3.1.3.	Open Market Products. Provide a detailed description of your ability to accommodate requests for Open Market Products. Open Market Products is a category of products that cannot be found in your standard catalog offering or non-inventoried products.
On occasion when a member government agency seeks Mohawk to outsource a different product in the garage, Mohawk does so and adds an additional 10% for accommodating the end user.	
3.1.4.	Differentiators. Describe what differentiates your company's products and services from your competitors.
Mohawk 2 post lifts (the most popular type lift sold in North America) offer a 25 year structural +10 year mechanical (moving parts) warranty. Comparatively most other lift brands offer a 1 or 2 year warranty, while considering many of the components of the lift to be "wear items". Please see Mohawk's: A. 10,000 lb. capacity 2 post, B. Mobile Column Lifts and C. Mid Duty 2 post Lift flyer's titled "Dare To Compare." While we don't expect any person in Equalis procurement or bid team is a subject matter experts on lifts, any person can look at the Dare to Compare flyer, look at the pictures, read 1 sentence and understand that a Mohawk is the safest lift manufactured. Mohawk is the #1 supplier to government agencies as shown on results of GSA, & NASPOVALUEPOINT.	
3.1.5.	Manufacturing. Describe your manufacturing process and any advantages it offers over your competitors. Your response may include, but is not limited to, facility locations, explanation of the materials used during various manufacturing processes, a description of the inspection & quality control processes, and identification of manufacturing certifications (e.g., ISO).
<p>#1 Mohawk lifts are US made. Please see NASPO Scoring Matrix. The scoring matrix is the result of each company president signing an attestation based on the question of lifts meeting the FTA (Federal Transit Authority) Buy America clause. In todays pandemic economy, Asian made lifts have been harder to get based on lead times.</p> <p>#2 The most popular lifts are accessed nationally from the warehouses of our stocking representatives as this speeds the delivery process.</p> <p>#3 When comparing lifts, most lifts are manufactured by taking thin (1/8" thick) steel, and "bending" it. Comparatively, Mohawk Lifts are made of ¾" fork lift masts as forklifts are designed to go up & down all day for many years, as are Mohawk Lifts. Again, please refer back to the Dare to Compare flyer.</p> <p>#4 While there are two lift companies who are ISO-9001 certified. When reading the Automotive Lift Institute website, ALI mentions ISO-9001, yet states that ISO-9001 is not the same as an ALI certified lift. The attached picture of pourous welds (with air bubbles as the weld didn't properly penetrate) is an image of an ISO-9001 certified lift manufacturer. This photo was taken at the American Public Works Accociation trade show.</p> <p>#5 Once all lifts (Mohawk, Grand, Rotary, Weaver, Malcan, Benpak, Benwil, Ben Pearson & Western) used the same fork lift mast section and sealed roller bearings which Mohawk continues to use. In seeking to cost optimize (reduce cost), most lift manufacturers have A: moved manufacturing offshore, B: changed from heavy steel columns to light sheet metal. C: replaced sealed roller brarings to plastic slide blocks. While Mohawk has remained true to the product that lasts & lasts.</p>	

#6 On occasion, users need special engineering. Mohawk is willing to customize lifts as some agencies need longer lifts, wider, heavier, etc. See photograph attached for a 60 foot long drive on lift manufactured for a TX diesel vocational college.

3.1.6.	The Buy American Act. Do the products you manufacture and/or sell meet the requirements of The Buy American Act?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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Again, please note the previously mentioned attestation which is the result of the NASPO-Valuepoint scoring matrix and visible at [Portfolio Details - NASPO ValuePoint](#) . Once you have reached the linked website please refer to the gray box located on the right side of the page titled "Documents." Scroll about mid-way down the page for the document titled "05316 Evaluations Tool." Click the link which will download the NASPO Scoring Matrix in an Excel doc. Again, this document has also been included in the attachments submitted with this proposal.

3.2. Turnkey Capabilities

3.2.1.	Turnkey Capabilities. Describe the capabilities available through your company and, if applicable, your authorized network of dealers, distributors, and resellers that support your ability to provide turnkey solutions to Equalis Group Members. Your response may include, but is not limited to, site assessment, equipment consultations & recommendation, installation, inspection, and maintenance.
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Mohawk/Hunters standard procedure is a site survey to suggest the best product for the application, verify the equipment will fit the facility and do a fleet analysis to make sure the equipment being proposed will accommodate the entire fleet. Simply stated, a 30' long lift never fits in a 25' long garage bay and an "eyes on site" and formal "build sheets" (for those built to order lifts) is Mohawks way of stopping a problem before it ever arises.

As to the turnkey ability to install the equipment (if requested) Mohawk can provide installation.

Mohawk always sells joint venture partner, Hunter Engineering, equipment on a fully set up and trained basis. Mohawk offers a turnkey solution to deliver, install, and train on the equipment if desired. After installation, each technician and fleet manager signs a document stating that they have received the training.

3.3. Installation

3.3.1.	Installation. Is installation available as a part of your proposal? If yes, continue answering the remaining questions in 5.2.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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Mohawk customers (technicians/mechanics) are mechanically oriented people. Many customers choose to save procurement funds and self install lifts. Some lifts (mobile column lifts) are fully assembled and ready to operate upon delivery. Finally, some agencies choose to have their lifts installed. Installation is available on a nationwide basis. Hunter products always include delivery, installation, and technician training.

3.3.2.	Installers. Is the installation service performed by a company owned installation team or one of your dealers or resellers?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
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As previously stated, Mohawk does not have in-house installation people and all lifts are installed by independent service providers

3.3.3. ***Qualifications.** Describe the qualification of your installation crews. Your response may include, but is not limited to, training and certification requirements.*

Mohawk sales people & installers are trained at the Mohawk factory over a 3 day session. A lift is a simple machine to install. Please visit www.mohawklifts.com/ops for all manuals which cover installation, operation, parts, troubleshooting and anything an end user would ever need on any model.

3.4. Other Services

3.4.1. ***Training.** If yes, provide a description of the training services offered. **Note:** Training services are not limited to those provided to the members but can also extend to the training you provide you dealers, distributors, and resellers.* ☒ Yes ☐ No

If a Mohawk customer chooses installation, training is automatically included. To confirm, a sign-off sheet from the shop foreman that he &/or his staff have been trained how to use the equipment.

Mobile column lifts have nothing more than a 3 button operations screen consisting of a raise button, a lower button, and a 3rd that sets the lifts on the mechanical locks.

Other lift types are a slightly more involved, yet Mohawks representatives don't leave the shop until all using the lift have been trained.

Hunter equipment always includes installation and operator training.

3.4.2. ***Maintenance Services.** If yes, provide a description of the maintenance services included in your proposal.* ☒ Yes ☐ No

Lifts need to be inspected annually. This responsibility falls on the area representative to provide this service for their geographic area.

3.5. Additional Features

3.5.1. ***Value Add.** Describe any other features or capabilities relating to this RFP that would improve or enhance the Program. Your response may include, but is not limited to, additional products and services, ecommerce capabilities, marketing capabilities, green initiatives, and technological advancements.*

#1 Government financing with a non-appropriations finance clause allows longer payment terms (a non-appropriations clause doesn't commit government agencies to the decisions of previous administrations and the equipment can be sent back).

#2 Complimentary equipment offered on contract make the lifts more efficient for the shop. Most large drive on lifts are sold with an optional wheels free jack given that heavy truck tires can't be removed by hand (like a passenger car tires). Mohawk offers equipment such as a tire dolly, or transmission/scissor lifting table.

#3 If an awarded vendor, Mohawk will establish a website (as has been done for every government MAS contract) to simplify the procurement process, show the list price, the net, discounted and delivered prices, volume discounts, payment terms, warranty, installation & all pertinent info either fleet managers or procurement agents require. This site can be seen at www.govlifts.com.

#4 If awarded, Mohawk would create advertising materials such as the handout linked below. This is publically available to all who visit the Mohawk website.

[Sourcewell-State-Contract-TriFold.pdf \(mohawklifts.com\)](#)

#5 All representatives nationally are regularly trained in the advantages of cooperative procurement & contract purchasing. See examples of trade magazine stories, local hand outs referencing the MAS contract, videos & webinars.

3.6. Additional Offerings

3.6.1.	<i>Other Capabilities.</i> Identify and describe any other products and/or services your company offers outside the primary scope of this RFP that can be made available to Equalis Group Members. Include proposed pricing for any additional products or services your company offers in <u>Attachment B – Cost Proposal</u> in accordance with the directions provide in <u>RFP Section 2.3 Cost Proposal & Acceptable Pricing Formats.</u>
	Westmatic large vehicle washers.

3.7. Warranty

3.7.1.	<i>Warranty.</i> Provide a copy of the manufacturer's warranty. If required, please attach the warranty as an attachment, as instructed in this document. Describe notable features and/or characteristics of the warranty that a public sector customer would find interesting or appealing. Pricing related to the any extended warranty options must be included in <u>Attachment B – Cost Proposal.</u>
	Warranty is posted on the last two pages of the list price sheet. Different lifts have different warranties. The most popular lift, a two post offers as 25 year structural & 10 year mechanical warranty.

Section 4. Business Operations

4.1. Logistics

4.1.1.	<i>Distribution Capabilities.</i> Describe how supplier proposes to distribute the products/service nationwide.
<p>#1 The most common lifts (two post models) are stocked in the warehouses of local representatives throughout the country. By example, when an order is received, Mohawk contacts the area distributor that a PO has been received to install a lift. Most likely, the local representatives knew a PO was forthcoming because it was they who sold the lift referencing the Equalis MAS contract. Mohawk, as the awarded vendor of record, upon receipt of an agency purchase order (PO), calls the area representative to notify that the PO has arrived.</p> <p>#2 The local distributor accesses their inventory, Mohawk bills the agency, compensates the area rep & in we are able to better report sales to Equalis and send the administrative remittance. Done any other way would leave Equalis "somewhat" in the dark as to total sales (YES IT'S HAPPENED) .</p> <p>#3. For lifts that are Built To Order (BTO) and not stocked by a local representative, the same process as described in item #1 happens with the exception of Mohawk manufactures the lift, the lift is shipped to the member agency, and if the member chose to have the lift installed, the area Mohawk rep would install & train the technicians.</p> <p>#4 Most MAS contracts are FOB delivered. Government agencies tend to be risk adverse and don't like FOB factory given the possibility of fuel costs changing from the original quote, or are risk adverse were any freight damage to happen to the lift.</p>	
4.1.2.	<i>Distribution Centers.</i> Provide the number, size and location of Supplier's distribution facilities, warehouses, and retail network as applicable.
<p>Local distributors (sales representatives) are spread all over the country. Please see the attached listing of representatives in Ohio and Texas as an examples. Some distributors have multiple warehouses to support larger sales forces.</p>	
4.1.3.	<i>Supply Chain.</i> Identify all other companies that will be involved in processing, handling, or shipping the products or services to the Equalis Group Member.
<p>As described in section 4.1.1, at times the finished lift will come from the local representatives warehouse, yet BTO (built to order) lifts come from Mohawk directly & are delivered by an independent flatbed trucking firm.</p>	
4.1.4.	<i>On Time Delivery Rate.</i> Provide your average on-time delivery rate.
<p>Lead time is dependant on lift model. The most common 10,000 lb. to 20,000 lb. two post lifts are in stock nationally with our sales representatives. These have a few day delivery time to schedule the delivery or installation if desired.</p> <p>On BTO (Built To Order) lifts lead time ranges up to 120 days ARO (after receipt of order).</p>	

Just as a member agency might specify a 10 ton Mack truck, with a specific cab, dump body, engine & transmission, the trucks are not stocked at the Mack truck dealer because they're built to order. Alternately a 1 ton Chevy pick up is generally available & in stock at a number of Chevy truck dealers, as are Mohawks most common two post lifts.

4.1.5. *Expedited Orders.* Describe your approach to handling emergency orders and/or service. Your description may include, but is not limited to, response time, breadth of service coverage, and service level.

Emergency orders can be filled immediately if the lift a member seeks is in stock.

4.2. Customer Service

4.2.1. *Customer Service Department.* Describe your company's customer service department & operations. Your description may include, but is not limited to, hours of operation, number and location of service centers, parts outlets, number of customer service representatives. Clarify if the service centers are owned by your company or if they are a network of subcontractors.

A: Mohawk tech & service dept. is open daily from 8AM-5PM.

After hours, if there's a service call Mohawks phones are answered by an answering service (Answerphone). Answerphone will call one of two people at Mohawks service dept. who will call the end user customer.

B: Each distributor nationally has their own service dept. The # of service techs per distributor are dependant on the size of the distributor. However Mohawk NEVER works with sales organizations who are strictly sales organization & do not service & install what they sell.

C: Each Hunter territory nationally is also supported by an area installation and service technician.

4.2.2. *Complaint Resolution.* Describe your customer complaint resolution process. Describe how unresolved complaints are handled.

Mohawk has had a 40 year policy of "take care of the customer" (not doing so would be stupid). Relative to Mohawk's MAS contracts, Mohawk works exceptionally hard to be the quiet vendor that the contracting officers never hear anything about. Why? Because if something isn't "right" we fix it long before an org such as Equalis, GSA, NASPO etc. ever get hears a complaint or comment from a member agency.

4.2.3. *Product Returns.* Describe your product return policy and procedures.

Mohawk product return policy is a 15% restocking fee for all new (in original packaging) plus the member pays the freight cost back to Mohawk. In our 35 year MAS contract experience, lifts are not returned.

4.3. Order & Invoice Processing; Payment

4.3.1.	Purchasing Options. Describe the different channels in which this contract will be made available to Equalis Group Members. Your response should include, but is not limited to, whether your organization will serve as the single point of contact or if the contract will be made available to your dealers and reseller to serve as the single point of contact.	
Mohawk as the awarded vendor of record will always be where orders are placed. This makes contract usage seamless. Yet, the local representative is highly involved in the sales transaction.		
4.3.2.	Order Process. Describe your company's proposal development and order submission process.	
Orders@mohawklifts.com is the ordering address. Upon receipt from a member agency, an email is sent acknowledging the purchase order. Additionally, the local representative was likely aware that this specific PO was forthcoming. The distributor will inform Mohawk the lift is in their local warehouse & when delivery or installation has been requested. If a built to order lift, we will inform the member when they should expect delivery.		
4.3.3.	Invoice Process. Describe your company's invoicing process.	
Invoices are both emailed and sent via USPS to the billing address shown on any members PO.		
4.3.4.	Payment. What are your standard payment terms? What methods of payment do your company accept?	
Payment terms are net 30 days. Mohawk does accept PCards		
4.3.5.	Financing. Does your company offer financing options or programs?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Government financing is available.		
Government financing programs include a non-appropriations clause which doesn't obligate the decisions made by a prior government administration to the current administration. Should a member choose to close the garage, no further obligations exist to the member agency.		
In government financing, the terms range from 1 to 5 years. Payments are the choice of the member whether they be monthly, quarterly, or one annual payment.		

4.4. Members Contracting for Services

4.4.1.	Customer Set Up. Once an Equalis Group Member decides to accept your company's proposal for services as described in this RFP, what is the process for the Member to become a customer?	
#1 Send Mohawk a PO.		
#2 The equipment ships.		

#3 If installation is specified on the PO, then installation will be provided.

#4 Technicians in the stop are trained after installation.

#5 An invoice is sent from Moawk to the member agency.

#6 Quarterly, Mohawk will tally all Equalis customer business and send a remittance check. (If our request for quarterly reporting and remittance is acceptable).

4.4.2.	Customer Agreements. Does your company have standard customer agreements? If yes, please provide copies of any standard customer agreements and describe your process and timeline for reviewing, negotiating, and finalizing any customer-specific contract terms or requirements.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
--------	--	---

Attached is a typical Mohawk proposal referencing the standard customer terms and conditions and appropriate MAS contract.

Section 5. Go-To-Market Strategy

5.1. Bidder Organizational Structure & Staffing of Relationship

5.1.1.	Key Contacts. Provide contact information and resumes for the person(s) who will be responsible for the following areas; Executive Contact, Contract Manager, Account Manager/Sales Lead, Reporting Contact, and Marketing Contact. Indicate who the primary contact will be if it is not the Account Manager.
--------	---

Steve Perlstein (sperry@mohawklifts.com), Government Sales Manager since Mohawk's first MAS GSA contract, established 35 years ago. Steve serves on the NASPO and Sourcewell Vendor Advisory Council, received NASPO's first ever Vendor of the Year award, & was the recipient of the 2018 Sourcewell Lendary Leader award. Steve will also function as contact for marketing.

Contract reporting & remittance: Christine O'Reilly, Controller (ChristineO@mohawklifts.com).

Purchase orders to Orders@Mohawklifts.com

5.1.2.	Sales Organization. Provide a description of your sales organization, including key staff members, the size of the organization, in-house vs. third-party sales resources, geographic territories, vertical market segmentation, etc.
--------	--

Mohawks in house sales operation involves several different individuals answering customer inquiries and questions and directing to local resellers. Mohawk relies on our national network of independent businesses who handle sales, service, customer training, lift installation, etc.

5.2. Contract Implementation Strategy & Expectations

5.2.1.	Five (5) Year Sales Vision & Strategy. Describe your company's vision and strategy to leverage a resulting contract with Equalis over the next five (5) years. Your response may include, but is not limited to; the geographic or public sector vertical markets being targeted; your strategy for acquiring new business and retaining existing business; how the contract will be deployed with your sales team; and the time frames in which this will be completed.	
See response of section 2.4.4. Mohawk has a government sales strategy, however, we do not share this information on a document that may become public record.		
5.2.2.	Sales Team Incentives. Will your sales team be equally incentivized to leverage the Equalis Group Master Agreement when compared to their typical compensation structure?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Yes, all Mohawk inhouse sales people and independent distributors are fully compensated on MAS contracts.		
5.2.3.	Revenue Objectives. What are your sales revenue objectives in each of the five (5) years if awarded this contract?	
To report millions annually in sales to Equalis member agencies.		

Section 6. Administrative Requirements

6.1. Admin Fee & Reporting

6.1.1.	Administrative Fee. Equalis Group only generates revenue when the Winning Supplier generates revenue based on contract utilization by current and future Members. The proposed Administrative Fee for this contract is two percent (2%) based on the terms disclosed in the Attachment D – Model Administration Agreement .	<input type="checkbox"/> Agree <input checked="" type="checkbox"/> Negotiate
Of 5 different MAS contracts, the administrative remittances are .025% (NASPO), .075% for GSA, 1.4% to Sourcewell & 1.5% to HGAC (the smallest cooperative). Equalis seeking a 2% remittance should consider a fee reduction given the market has spoken on a remittance fee. For example: I would not want to enter an MAS contract where, like the Wayne MI RESA co-op who required a 3% remittance, the contract generated \$0 in sales. This includes \$400,000 in purchases from Wayne County MI who chose to utilize a lower priced cooperative. Mohawk requests an administrative remittance of 1.4% so that the Equalis award and the Sourcewell award have equal pricing.		
6.1.2.	Sales & Administrative Fee Reporting. Equalis Group requires monthly reports detailing sales invoiced the prior month and associated Administrative Fees earned by the 15 th of each month. Confirm that your company will meet this reporting requirement. If not, explain why and propose an alternative time schedule for providing these reports to Equalis Group.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

Mohawk proposes quarterly reporting and remittances like every other MAS contract. If monthly reporting is required Mohawk can comply.

HUNTER

Engineering Company

11250 Hunter Drive
Bridgeton, Missouri 63044-2391 U.S.A.

Paul J. Crowe

TEL (314) 716-0218 FAX (314) 716-1218

<http://www.hunter.com>
e-mail: pcrowe@hunter.com

February 8, 2021

Equalis Group Procurement

Re: Letter of Supply and Sourcing

To Whom it may concern:

Mohawk Lifts LLC (Mohawk) is an authorized distributor of Hunter Engineering Company (Hunter) equipment for governmental sales. Mohawk has established many government contracts that offer Hunter equipment which include the federal GSA contract, 38 different state and multiple award contracts, government to government cooperative procurement contracts through NASPO ValuePoint, Sourcewell and Houston-Galveston Area Council (HGAC), & several other national cooperative contracts.

Hunter has utilized Mohawk as its government sales distributor for approximately 20 years as Mohawk is able to provide an unmatched level of expertise and service to government agencies.

Hunter manufactures wheel alignment equipment, wheel balancers, brake lathes, tire changers, inspection lanes and alignment lifts in our factories in Raymond, Durant and Union, Mississippi as well as at our headquarters in Bridgeton, Missouri. This letter will also serve as a sourcing statement for government agency sales that require and mandate Hunter's corporate documentation and signatures as to the source of our products.

If awarded by the Equalis Group, Hunter will assure an uninterrupted source of supply, with sufficient quantities of product to satisfy Equalis members for the duration of the contract period (to include option periods).

The person whose signature appears below is authorized to make the commitments noted above.

Sincerely,



Paul Crowe
Chief Financial Officer

COOPERATIVE PROCUREMENT:



GROUP BUYING POWER SAVES TIME & MONEY

Cooperative procurement allows government agencies to purchase equipment and vehicles under another government entity's contract. By Shelley Mika

At some point, government agencies must replace key equipment, such as fleet vehicles and maintenance equipment. These items take a hefty toll on an agency's budget, as do the staff hours related to procuring them. However, cooperative procurement offers a better way to approach purchasing fleet units and maintenance equipment, saving both time and ensuring a better price for these items.

Cooperative procurement allows government agencies to purchase equipment under another government entity's contract. A single lead agency establishes a contract for a product, an award is made, and other agencies can use this same contract to make purchases. Government-to-government cooperatives pool resources, offering multiple contracts with various lead agencies for a variety of equipment and vendors, and guaranteeing the lowest price.

Unfortunately for government agencies that establish their own contracts, the process of purchasing new equipment isn't Step 1, shop; Step 2, purchase. Instead, they must conduct research, develop specifications, conduct pre- and post-bid conferences, evaluate bid responses, and issue vendor contracts. This process literally can take months, consuming time, money, and manpower.

SKIP THE BID PROCESS & SECURE BEST PRICING

As co-op members, government agencies skip the bid process, letting the lead agency do the work, saving time and staff hours, and providing the best value to taxpayers. Further, because purchasing co-ops yield group buying power, they can secure the lowest guaranteed prices for equipment.

Steve Perlstein, government sales man-



PERLSTEIN

ager for Mohawk Lifts, a co-op vendor and contract holder for garage lifts, says by far, the biggest benefit of cooperative procurement is receiving the best price for equipment agencies need to purchase.

As evidence, he cited one Illinois fleet that just built a multimillion-dollar garage and had to purchase lifts for this facility.

"Instead of taking the roundabout and time-consuming method, the city decided to join the Houston-Galveston Area Council (H-GAC) cooperative," Perlstein said. "They used that co-op as the basis of award for placing an order and saved upwards of \$30,000 compared to what was quoted — and that was just the vehicle lifts in the building."

Perhaps equally economical, government agencies don't have to spend money to save money. Participation in a co-op is free. Government agencies simply complete a form to join, determine the right products for their needs, and place the purchase order.

"If you think of the time savings involved, it's a ton of time," Perlstein said. "And in government, time is money."

Further, city agencies can use their states' contracts and don't have to take the (albeit simple) step of joining. Conversely, cities can also join a co-op on their own; any local government office or jurisdiction can become a member — not only state agencies.

PURCHASING CO-OPS INCREASE BID RESPONSES

Perlstein said joining a purchasing co-op can help government entities solve issues beyond problems associated with some bid responses. Occasionally, agencies issue a bid request that garners a weak response. With too few responses

Cooperative Procurement Resources

Mohawk Lifts' Government Buyers site offers a centralized location for co-op information, including links to lift information for GSA, WSCA, HGACBuy, MARC, and BRCPC contracts.

- Mohawk Lifts' Government Buyers Site:
<http://www.govlifts.com>
- GSA: <http://www.gsa.gov>
- WSCA:
<http://www.aboutwsca.org>
- HGAC: www.hgacbuy.org
- MARC: <http://www.marc.org/>
- BRCPC:
<http://www.baltometro.org>

to a specific bid request, agencies must repeat the bid process again, wasting additional time and resources.

On behalf of co-op members, however, the agency in charge of a contract makes sure enough responses and vendors are secured for the product purchased.

Some states use U.S. General Services Administration (GSA) as a basis of award for a state contract. However, there are true co-ops such as HGACBuy (through the H-GAC cooperative), Western States Contracting Alliance (WSCA), Mid-America Regional Council (MARC), and Baltimore Regional Co-op Purchasing Committee (BRCPC).

While GSA serves the federal government, other contracts serve city, county, and school districts across the U.S.

According to Perlstein, finding the right co-op depends on the product an agency needs. However, agencies can belong to more than one co-op, and with no associated costs and non-expiring memberships, joining more than one is a smart choice. ★

A Procurement Solution

COOPERATIVE PURCHASING STRETCHES
BUYING POWER AND SAVES TIME

By Steve Perlstein

What do tires, auto parts, and hand tools have in common? They can all be purchased by your agency using cooperative procurement. Every time a tire is changed or parts installed, there's likely a vehicle lift used to raise the vehicle to make your shop more productive.

Fleet managers have plenty of challenges operating the fleet. Purchasing the right equipment to operate your garage shouldn't be one of them. Your job is focused on the fleet, yet sometimes transitioning your needs across the hall to the procurement department becomes a virtual arm wrestling match between fleet and purchasing. Cooperative procurement is the solution.



Cooperative procurement is the fastest method to get what you need, as opposed to spending weeks writing bid specs and the time and expense of a bid. Mike Wenzel of the NASPO ValuePoint cooperative and education outreach team, says "a simple procurement can cost an agency \$10,000 while costing considerably more on complex purchases."

BETTER ALTERNATIVE

These figures account for your time: interviewing potential vendors, advertising bids, responding to pre-bid questions, analysis of the responses, sometimes responding to an unhappy potential respondent, and eventually making an award. Old-style procurement takes time and costs money—which is where cooperative procurement comes into play, and why cooperative purchasing has steadily grown, especially for items purchased only on occasion.

There are several nationwide cooperative procurement tools available to your government fleet; the largest being the NASPO ValuePoint cooperative, made up of all 50 states. NASPO ValuePoint cooperatively bids on different products. While the ValuePoint cooperative is run by all 50 states, the National Joint Powers Alliance (NJPA) is another government agency that offers more fleet related products than ValuePoint. If your state hasn't adopted the NASPO contract, chances are your agency is already an NJPA member.

For example, your agency is in need of a new garage lift, tire changer, or wheel balancer. Unlike commodities such as fuel, these products are only purchased when your garage expands or should an old lift or tire changer no longer service your current fleet. In a phone interview with the government to government procurement cooperative, NJPA contracting administrator, Kelly McAllister, asks the common-sense question: "If the product has already been competitively bid, competitively

awarded, and the awarded vendors have been chosen, then why would an agency spend their time and resources reinventing the wheel and again go out for public bid?"

NJPA has over 260 competitively bid and awarded contracts, per McAllister. There are 55,000 state, city, county,

and schools using cooperative procurement and purchasing items from the NJPA group of contracts.

IF IT ISN'T BROKE...

In the example of purchasing a vehicle lift or tire changer, several

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government contracts are available to agencies. All contracts were competitively bid and awarded and carry a full set of government terms and conditions the vendors must comply with for your shop as a government buyer.

Examples of cooperative contracts include GSA as the federal government, yet this contract is used by many states. When a state adopts a contract, all agencies in that state are able to access the state pricing. Twenty-eight states have adopted the NASPO ValuePoint contract as their state contract. Six states have adopted the NJPA contract on a statewide basis. Finally, some states have standalone state contracts for vehicle lifts.

Regardless of which cooperative or state cooperative contract is used, all city, county, and public agencies can use the established contract. Cooperative procurement law even allows state agencies to use a different contract if the vehicle lift is not on their state's cooperative contract yet is on another contract. While rare, this practice may be the secret for you getting the right equipment for your shop.

Although vehicle lifts, tire changers, or shop equipment are the products we've chosen for the examples, below is a list of cooperative purchasing vehicles that have already gone through competitive bid on a nationwide scale with nationwide volume discounts offered by the vendors:

- National Association of State Procurement Officers, contracting division. www.NASPOValuepoint.org.
- National Joint Powers Alliance: a cooperative procurement agency made up of 55,000 nationwide government agencies. www.NJPACoop.org.
- The Houston-Galveston Area Council of Governments: a national cooperative with more than 7000 members in 49 states. www.HGACbuy.org.
- Mohawk Lifts Government Pricing Site: an example of a website mandated as



part of the terms and conditions of cooperative procurement contracts. The website shows the full set of terms and conditions (whether freight is included) shows volume discounts, shows the awarded contract pricing, lead times for the product, and the ability to have the equipment installed in your facility. www.govlifts.com.

The terms and conditions of each contract vary slightly yet respect the legalities of the procurement process. For example HGAC's contract requires freight be added as a separate line item. If your agency separates freight and equipment in different accounting areas, the differences in one contract over other contracts could mean your procurement agent can successfully purchase the lift your shop needs versus a purchasing agent buying a lower priced piece of equipment that does not fit your needs.

Part of an electrical cooperative in the US or Canada? The National Rural Electrical Association (NRECA) also serves as a procurement cooperative for volume purchasing for its member electrical co-ops. Similar to government agencies, NRECA members have a sourcing team that develops contracts to supply member needs. Those in rural electric co-ops can also procure vehicle lifts, vehicles, and 90 other contracts to fit the needs of NRECA members. www.nrecacoop.org.

JOIN THE GROWTH

Why the growth of cooperative procurement? Simple. Answers and economics. Per Voight Shealey, the education and outreach director of

NASPO ValuePoint: "As more people in a procurement department retire, the needs of the agencies don't go away."

Cooperative procurement has grown as a solution on a national scale and is accepted by most all procurement offices at every level of state, city, school, and county government agencies. In using Mike Wenzels logic, if the cost of the combined hours of the procurement are high, and the contract has met all the legal requirements of a competitive bid, then, per Wenzel, "why spend the time, resources, and hours bidding what has already been awarded?"

Cooperative procurement, once called piggybacking another contract, is the method by which one government organization does all the heavy lifting (pun intended), yet all other government agencies benefit from nationwide volume and discounted prices offered on the established contracts. Educated fleet managers who understand and use cooperative procurement achieve better results working with their procurement departments to acquire the equipment they need. ●

ABOUT THE AUTHOR

Steve Perlstein is the president and government sales manager of Mohawk Lifts. Mohawk is a lift manufacturer and has been involved with cooperative procurement for the past 28 years. In addition to lift sales, Mohawk has spent the last 18 years representing other OEM manufacturers of garage equipment.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

1/11/2021

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C	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:	Y		Y6301F060551TIL20	11/1/2020	11/1/2021	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y		BA0L3753921914G	11/1/2020	11/1/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$			BE067974733	11/1/2020	11/1/2021	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> Y <input checked="" type="checkbox"/> N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		N/A				<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
D	Business Personal Property			Y6301F060551TIL19	11/1/2020	11/1/2021	Limit Deductible \$11,110,615 \$10,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Evidence of Insurance

CERTIFICATE HOLDER

CANCELLATION

Evidence of Insurance

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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MOHAWK

Because Quality Lasts A Lifetime

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TWO POST

Model System IA-10



Model TP-20



FOUR POST

Model TR-75



MOBILE COLUMN

Model MP-18-007



PARALLELOGRAM

Model 75-32-F



VERTICAL RISE

Model V-77-30S



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THE LIFTS YOU CAN'T WEAR OUT

**IF THERE IS A VEHICLE IN THE AIR . . .
MAKE SURE THERE IS A MOHAWK LIFT UNDERNEATH IT.**

Mohawk, the undisputed leader in lift quality and longevity, offers environmentally safe above-ground lifts ranging from 6,000 to 240,000 lb. capacities.

Since 1980 Mohawk has manufactured the highest quality, safest auto and truck lifts available. Mohawk is the #1 lift supplier for all government, state, utility, and fleet lifting requirements. Mohawk's popularity is based on safety systems, longevity, design, construction, and the most inclusive warranty in the lift industry.



MOHAWK TWO POST LIFTS

Mohawk two post lifts are available in 11 different models and range in capacity from 7,000 to 30,000 lbs. Mohawk lifts feature the industry's heaviest construction for **a lifetime of trouble-free service**. Mohawk two post lifts offer a **25 year structural and 10 year mechanical warranty**. Equipped with a variety of truck adaptors as standard equipment, Mohawk two post lifts are the lifts that will raise any vehicle that comes in the shop.

Mohawk two post lifts are hydraulically synchronized using overhead (or in-floor) hydraulic lines that can be set at any working height. Height adjustable overhead lines eliminate overhead cable covers & allow tall trucks to be fully raised. Mohawk two post lifts feature multiple position mechanical safety locks in both columns for safe, secure and stable lifting.

Mohawk, the least expensive lifts you'll ever own

MOHAWK FOUR POST LIFTS

Mohawk four post lifts are available in a variety of capacities starting at 19,000 lbs. for school buses and medium-duty trucks, heavier models for coaches or fire trucks, and the heaviest model of 120,000 lbs. for any type of off road equipment.

Mohawk four post lifts feature the heaviest designs made using fork lift channel and roller bearing construction. Heavy cross rails and I beam track construction assure a lifetime of service. Multiple safety systems consist of mechanical, electronic & hydraulic safeties operate at all lifting heights and assure the operator safety.

MOHAWK MOBILE COLUMN LIFTS

2, 4, 6 and 8 column configurations in column capacities from 18,000 lbs., 24,000 lbs. or 30,000 lbs. per column means total lifting from 32,000 to 240,000 lb. Available in AC or DC battery operation.

MOHAWK PARALLELOGRAMS

Available from 35,000 to 100,000 lb. capacities and track lengths from 26 to 48 feet in surface, recessed and flush mounted styles with optional rolling jacks or full lift galvanization for corrosive work areas.

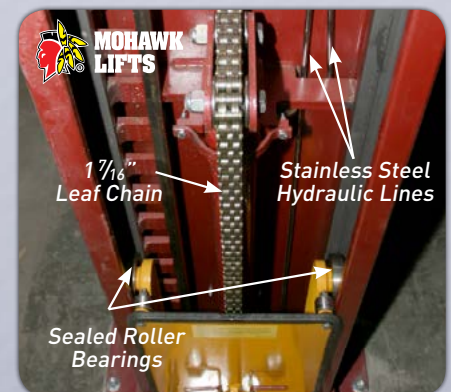
MOHAWK SPECIALTY LIFTS

Mohawk offers specialty lifts and accessories for a wide range of service equipment ranging from fork lifts to DOT snow plow trucks. No matter what you're lifting Mohawk has a better and safer way to lift it.

SUPERIOR, LONGER LASTING, STRONGER COMPONENTS



Mohawk's Patented hydraulic equalization eliminate floor plates and overhead obstruction, giving you a clear floor work space for complete access under any vehicle.

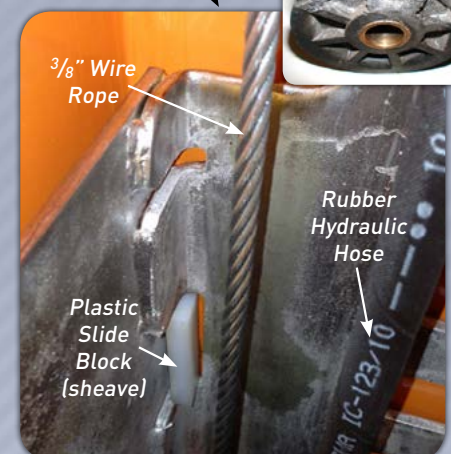


- Sealed roller bearings
- Stainless steel hydraulic lines
- Leaf chains

vs. competitors

- Plastic sliders
- Plastic cable rollers
- Rubber hydraulic hoses
- Wire rope

Wire Rope Plastic Cable Roller



For more details visit:
MohawkLifts.com/Dare2Compare

LIGHT DUTY/LOW CEILING TWO POST



A-7

- 7,000 LB. CAPACITY
- ASYMMETRIC DESIGN
- CLEAR FLOOR WORK AREA
- FITS IN NARROW BAYS
- ALI SAFETY CERTIFIED
- **25 YEAR STRUCTURAL WARRANTY**
- 10 YEAR MECHANICAL WARRANTY



Model System IA-10

SYSTEM IA-10/LC-12

- 10,000/12,000 LB. CAPACITY
- LOW 3 1/2" SWING ARMS (SYSTEM IA-10 ONLY)
- ALI SAFETY CERTIFIED
- ADJUSTABLE HEIGHT OVERHEAD STAINLESS STEEL HYDRAULIC LINES (NO RUBBER HOSES)
- **25 YEAR STRUCTURAL WARRANTY**
- 10 YEAR MECHANICAL WARRANTY

MEDIUM DUTY TWO POST



Model TP-18

TP-16, TP-18 & ML-220

- 16,000, 18,000 & 20,000 LB. CAPACITY
- ALI SAFETY CERTIFIED
- INFINITE POSITION MECHANICAL SAFETY LOCKS
- DIRECT DRIVE OPERATION
- ADJUSTABLE OVERHEAD STAINLESS STEEL HYDRAULIC LINES
- **25 YEAR STRUCTURAL WARRANTY**
- 10 YEAR MECHANICAL WARRANTY

HEAVY DUTY TWO POST



Model TP-30

TP-20, TP-26 & TP-30

- 20,000 THRU 30,000 LB. CAPACITIES
- ALI SAFETY CERTIFIED
- CLEAR FLOOR & CLEAR OVERHEAD
- ALL POSITION SAFETY LOCKS
- A PERFECT ALL PURPOSE FLEET LIFT DESIGNED FOR CARS & TRUCKS
- **25 YEAR STRUCTURAL WARRANTY**
- 10 YEAR MECHANICAL WARRANTY

LIGHT DUTY FOUR POST



FL-25

- 25,000 LB. CAPACITY
- ADJUSTABLE 24" WIDE RUNWAYS ACCOMMODATE ALL FORKLIFTS
- LARGE 10"x6" TOP RAIL IS REVERSIBLE TO EITHER SIDE
- ALL POSITION MECHANICAL, HYDRAULIC & ELECTRONIC SAFETY SYSTEMS
- RUNWAYS MADE FROM THREE PARALLEL 8" I BEAMS
- THE HEAVIEST CONSTRUCTION OF ANY COMPETITIVE LIFT



TR-19/25

- 19,000 OR 25,000 LB. CAPACITIES
- 16', 20', 25' OR 30' TRACK LENGTHS
- ALL POSITION MECHANICAL, HYDRAULIC & ELECTRONIC SAFETY SYSTEMS
- WHEELS FREE JACKS AVAILABLE FOR TIRE & BRAKE SERVICE

HEAVY DUTY FOUR POST



Model TR-75

TR-33/35/50/75/110/120

- 33,000 to 120,000 LB. CAPACITIES
- 20', 25' OR 30' OR LONGER TRACK LENGTHS UP TO 60"
- ALL POSITION MECHANICAL, HYDRAULIC & ELECTRONIC SAFETY SYSTEMS
- WHEELS FREE JACKS AVAILABLE FOR TIRE & BRAKE SERVICE

MOBILE COLUMN



Model MP-18-006

MOBILE COLUMN LIFTS: MP SERIES & WIRELESS 800 SERIES

- 14,000, 18,000, 24,000 & 30,000 LB. CAPACITIES PER COLUMN
- TOTAL CAPACITIES UP TO 240,000 LBS.
- AVAILABLE IN 2,4,6 OR 8 COLUMN CONFIGURATIONS
- ADJUSTABLE LIFTING FORKS
- SMOOTH ELECTRIC/HYDRAULIC OPERATION
- AVAILABLE IN AC OR DC (BATTERY) OPERATION

PARALLELOGRAM



Model 75-32-F

PARALLELOGRAM LIFTS

- 50,000, 75,000 & 100,000 LB. CAPACITIES
- AVAILABLE IN FLUSH OR SURFACE MOUNTED MODELS
- 32' to 48' RUNWAY LENGTHS
- ALL POSITION MECHANICAL, HYDRAULIC & ELECTRONIC SAFETY SYSTEMS
- WHEELS FREE JACKS AVAILABLE FOR TIRE & BRAKE SERVICE
- GALVANIZED MODELS AVAILABLE

VERTICAL RISE



VERTICAL RISE LIFTS

- 35,000-99,000 LB. CAPACITIES
- SURFACE MOUNTED, RECESSED PIT OR FLUSH MOUNTED
- MECHANICAL SAFETY LOCKS IN ALL LIFTING LEGS
- 79" TO 82" LIFTING HEIGHT ON ALL SURFACE MOUNTED MODELS. UP TO 13" HIGHER THAN COMPETITIVE LIFTS
- AVAILABLE IN A FULLY GALVANIZED VERSION FOR USE IN CORROSIVE WASH BAY ENVIRONMENTS

2 POST DRIVE-ON LIFT



SPEEDLANE ADAPTOR

- AVAILABLE FOR ALL MOHAWK 10,000 THROUGH 18,000 LB. 2 POST LIFTS
- EASILY TURNS A 2 POST SERVICE LIFT INTO A DRIVE ON LIFT AND BACK AGAIN
- ELIMINATES NEED TO POSITION SWING ARMS, SIMPLY DRIVE-ON AND BEGIN WORKING
- PROVIDES FULL WORKING ACCESS TO UNDERSIDE OF CAR
- EASILY INSTALLED OR REMOVED

TURF LIFT OPTION



TURF MAINTENANCE EQUIPMENT & AUTO SERVICE LIFT

- USE ON MOHAWK 10,000 THROUGH 18,000 LB. TWO POST LIFTS
- CONVERTS FROM FRAME ENGAGING LIFT TO TURF MAINTENANCE LIFT FOR ZERO TURN MOWERS, TURF EQUIPMENT AND FOUR WHEELERS
- 6,000 LB. CAPACITY
- CLEAR FLOOR WORK AREA
- EASILY REMOVED TO AGAIN BECOME A SERVICE LIFT

SAMPLE TWO POST SPECIFICATIONS

	A-7	SYSTEM 1A-10	LMF 12/TP-16/18	TP-20	TP-26/30
Capacities (lbs.)	7,000	10,000	12,000/16,000/18,000	20,000	26,000/30,000
Lifting Speed (seconds)	45	50	60	90	135
A) Motor Rating	2 HP 208-230V (3Phase Optional)	4 HP 208-230V (3Phase Optional)	4 HP 208-230VAC (3 phase Optional)	5HP 208/230V 3 Phase	
B) Synchronization	Hydraulic Fluid Displacement Using no Cables, Chains nor Overhead Obstruction				
C) Lifting Height (stroke)	6'	6'	6'	6'	6'
D) Max. Arm Height	6'4"	6'3 1/2"	6'5"	6'5"	6'7"
E) Max. Arm Height w/ Adapters	7'1"	7'6"	7'3"	7'3"	7'5"
F) Min. Arm Pad Height	4"	3 1/2"	5"	5"	7"
G) Overall Width	10'7"	11'10 3/8"	12'7 1/2"	14'	15'
H) Width Between Posts	7'8"	10'	10'	11'	12'
I) Width Between Carriages	7'	8'9"	8'9"	9'	9'9"
J) Column Height	7'	8'7"	8'7"	11'	11'
K) Overhead Line Height	Adjustable height or Routed Underground (Optional) Models A-7 thru TP-30				
L) Max. Cylinder Extension	N/A—Cylinders Do Not Protrude Past Column Height		13'6"	13'6"	13'5"
M) Weight (lbs.)	2000 lbs.	2500 lbs.	3100/3600 lbs.	7000 lbs.	8800-9300 lbs.

SAMPLE FOUR POST SPECIFICATIONS

	TR-19 & TR-25**	TR-33** & TR-35**	TR-50**	TR-75**	TR-120**
Capacities (lbs.)	19,000/25,000	33,000/35,000	50,000	75,000	120,000
Lifting Speed (sec.)	120	120	120	120	120
Motor Rating	2 HP 208/230V Single Phase*	10 HP 208/230V 3 Phase	10 HP 208/230V 3 Phase	10 HP 208/230V 3 Phase	15 HP 208/230V 3 Phase
A) Lifting Height (Stroke)	5'	5'	5'	5'	5'
B) Platform Height @ Full (Stroke)	5'9"	6'2 1/2"	6'3 1/2"	6'3 1/2"	6'3 1/2"
C) Track Width** (Standard)	24"	24" or 32"	24" or 32"	24" or 32"	36"
D) Track Length** (Standard)	TR-19—16', 20' TR-25—20', 25', 30'	20'-25'-30' (25' Standard)	20'-25'-30' (25' Standard)	20'-25'-30' (30' Standard)	30'-40' (30' standard)
E) Width** (Standard)	12'6"	14'5"	14'5"	14'5"	15'4"
F) Inside Post Width**	11'	12' Inside Posts	12' Inside Posts	12' Inside Posts	13'6"
G) Overall Length** (Standard)	27'3"	36'4"	36'4"	41'4"	47'7"
H) Weight (lbs.)	5250 lbs.	14,000 lbs.	17,000 lbs.	21,000 lbs.	30,000 lbs.

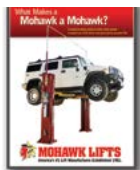
ABBREVIATED SAMPLE SPECS

* Three Phase Optional

**These measurements change specific to the Fleet Requirements

***Specifications subject to change without notice

Still proudly designed, welded
and manufactured in the U.S.A.



For more detailed product
information read this book at
www.mohawklifts.com.



www.facebook.com/mohawklifts



Mohawk Resources, LTD.

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Amsterdam, NY 12010

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(518) 842-1431

FAX: (518) 842-1289

www.mohawklifts.com

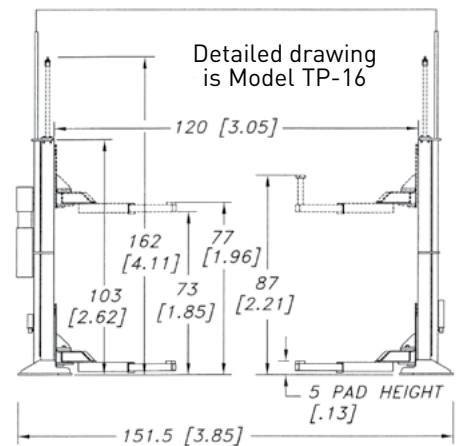


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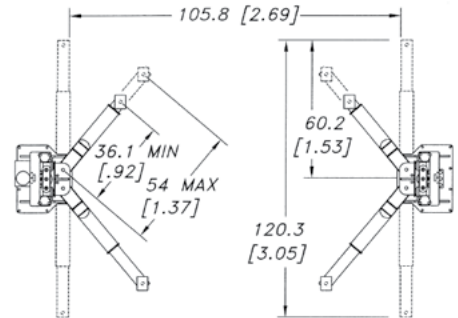


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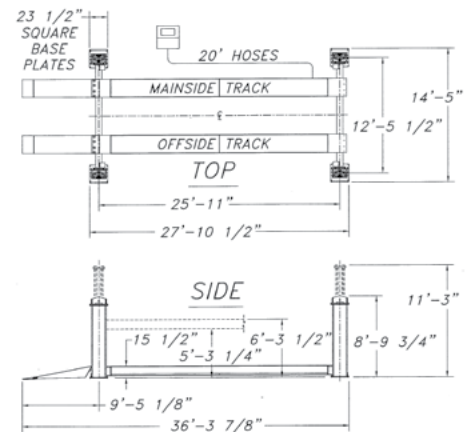
SHOWN WITH ADJUSTABLE HEIGHT
OVER-HEAD STEEL HYDRAULIC LINES.



UNITS: INCHES [METERS]

SPECIFICATIONS SUBJECT TO CHANGE WITHOUT NOTICE.

Detailed drawing is
Model TR-50



* SHOWN WITH 25' RUNWAYS.

** POWER UNIT LOCATION PER CUSTOMER'S SPECIFICATION.
SHOWN ABOVE IN STANDARD LOCATION.

*** SPECIFICATIONS SUBJECT TO CHANGE WITHOUT NOTICE.

AUTOCAD specs available online at
www.mohawklifts.com/specs

MOHAWK LIFT OPTIONS

MAKES THE BEST LIFTS EVEN BETTER!



Model LC-12



Model TP-30



Model MP-18-030



Model TR-110



Model 50-26 S



Model TR-75



MOHAWK

Americas Best Lift Investment...

Still proudly designed, welded
and manufactured in the U.S.A.



MOBILE COLUMN LIFT OPTIONS



Series MP-18
Accessory
#601-440-009



SAFETY WEIGHT GAUGE ▲

- Aides vehicle diagnosis by measuring weight within 5% of accuracy
- Keeps technicians and equipment safe by not overloading your lift
- Installed directly into the hydraulic system
- Gauge shows the lift has been locked when it reads "0" lbs. (zero)



Shown: MP-18 Accessory
#MP-1300-A-020

PENDANT CONTROL ▲

Allows walk around remote operation of all columns



Shown: MP-18
Accessory #MP-2500



FRONT TO REAR BUMPER ▲ ADAPTOR (HMMV Adaptors)

- Slips over the forks to allow vehicle to be raised by the bumper or frame
- 24,000 lb (one pair) lifting capacity



SLOPE INDICATOR ▲

Attaches to the mobile column to display the floor slope measured in degrees



MID & FULL HEIGHT JACK STANDS ▲

- 20,000, 30,000 or 40,000 lb. capacities
- Allows multiple vehicles to be raised with just 1 set of columns
- Complies with requirements of ASME PASE standard for portable automotive lifting devices
- 7" fine adjustment at top of stand
- Spring loaded for easy raising and lowering



Shown: MP-18
Accessory #MP-18-030

LONG LIFTING FORKS ▲

22" long forks allow BOTH rear tires to be lifted so they are not over pressurized



Shown: MP-18
Accessory
#MP-2400

WING PLOW ADAPTOR/RV SLIDE OUT ADAPTOR ▲

- Allows wing snow plow trucks to be raised without removing the snow plow
- Allows RV slides to be extended and lifted
- 25,000 lb. lifting capacity



Shown: MP-18
Accessory #MP-2300

CHASSIS LIFTING BEAM ▲

- Permits vehicles to be raised by the frame, leaving the wheels hanging free
- 35,000 lb. lifting capacity.



AUTO FRAME ADAPTOR ▲

Quickly slides over lifting forks & allows two columns to raise cars & light trucks by the frame to leave the wheels free

RUNWAY LIFT OPTIONS



Shown: MP-18
Accessory
#MP-2200



FORK LIFT ADAPTORS ▲

- Allows fork lifts to be serviced with the tires hanging free
- 28,000 lb. lifting capacity



COMMUNICATIONS CABLE REEL ▲

Attaches to column for quick extension and retraction of communication cables



LED LIGHTS ▲

Magnetic base for quick repositioning

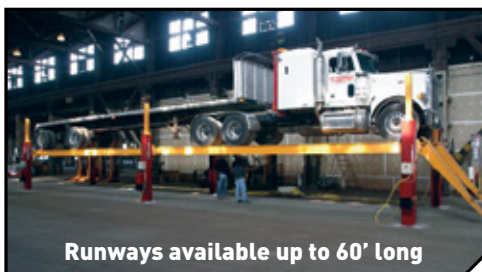


ROLLING ELECTRIC/HYDRAULIC OR AIR/HYDRAULIC JACKS ▲

- For wheels-free tire and brake service
- Two jacks allow the entire vehicle to be raised
- ALI certified



Shown: TR-50
Accessory
#050-050-062



Runways available up to 60' long



Available for models TR-33 - TR-75

DRIVE-THROUGH APPROACH RAMPS ▲

- Drive-through ramps make for easy-on, easy-off
- ALI certified
- Approach ramps (or drive-through ramps) are stationary or ramps can rise with the lift (stationary ramps standard)
- Customized lifts available with extra long, wide, capacity configurations



Shown: TR-50
Accessory
#075-011-055



Available for models TR-33 - TR-75

EXPLOSION/SHATTER PROOF FLUORESCENT TRACK LIGHTING ▲

- Brightens up even the darkest vehicle undercarriage, allowing technicians to clearly see
- ALI certified



Shown: TR-50
Accessory
#050-050-038



ALIGNMENT ▲ COMPATIBLE

Track alignment cutout option available on all 4-post lifts



Shown: TR-35
Accessory
#075-011-050

2-POST OPTIONS



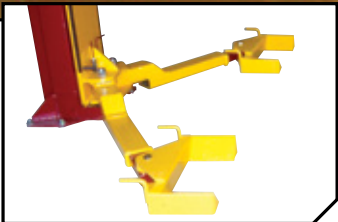
Shown: System
IA-10 Accessory
#016-011-012

WITH ADAPTORS

**WITHOUT
ADAPTORS**

WHEEL ADAPTORS ▲

- Allows for quick conversion from a frame contact lift, to a wheel engaging lift and back again
- Takes up less shop space than any 4-post lift
- Use on front, rear or all arms
- Ideal for vehicle storage
- Keeps tires at "street level" for exhaust work
- Standard model fits vehicle wheelbases up to 116"
- Longer model available with additional 5" long swing arm and 5" longer sliders for wheelbases up to 138"



Shown: TP-16
Accessory # 015-011-061

SWING-ARM LIFTING PAD ▲

- Attaches to swing arm and not slider
- Gives access for special lifting requirements
- Optional rubber protects underbody
- Available in rubber or steel



FOAM DOOR GUARD ▲

- 2" thick soft foam won't damage doors (unlike other hard plastic door protectors)
- Protects vehicle from dents and scratches if the door is accidentally opened into the columns

ADJUSTABLE LIFTING PAD ►

- Height adjustable ACME screw type lift pads
- Available for all 7,000 – 30,000 lb. capacity two-post lifts
- Choice of rubber or steel top pads
- Gives additional 3+" of fine pad adjustment

Shown: System IA
Accessory
#ZZ1035-A-003



LIGHT DUTY 2-POST OPTIONS



- 2 LIFTS IN 1 -



SPEEDLANE ADAPTORS ▲

- Turns your two-post lift into a quick drive-on lift
- No time wasted positioning swing arms
- Quickly slips on and locks in place in seconds
- Provides full under vehicle access
- Leaves wheels to hang free for tire, brake and under-vehicle service
- Weighs only 90 lbs.
- Available for Mohawk 9,000 to 18,000 lb. capacity two-post lifts
- ALI certified

**Series System IA
Accessory #ZZ757-D**



**Shown: System IA
Accessory #007-011-003**

◀ IN-FLOOR HYDRAULIC LINES

- Great for shops with low ceilings
- Made from one-piece stainless steel, hydraulic lines that never corrode
- Eliminates overhead lines
- Frees up overhead space for rolling shop cranes, tall vehicles, box vans or overhead shop equipment

EXTENDED HEIGHT OVERHEAD LINES ▶

- Made of stainless steel that never needs replacing
- Adjustable to any ceiling height
- Hydraulic lines can be lowered for low ceiling shops

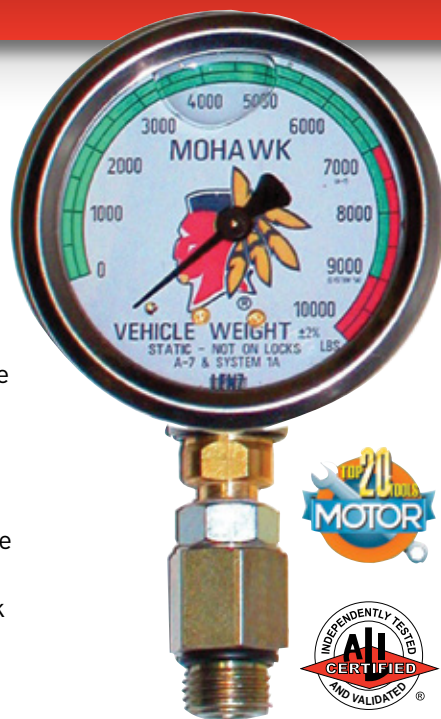


**Shown: System IA
Accessory #000-000-008**



SAFETY WEIGHT GAUGE ▶

- Aides in vehicle diagnosis by measuring weight within 5% accuracy
- Installed directly into the hydraulic system
- Easy to read gauge
- As a diagnostic tool, the weight gauge will help you sell heavy duty brake parts, shocks, and tires
- Available for all Mohawk two-post lifts
- Gauge allows techs to know the lift has been lowered and is locked on the mechanical locks
- ALL certified



**Shown: System IA
Accessory #601-440-018**

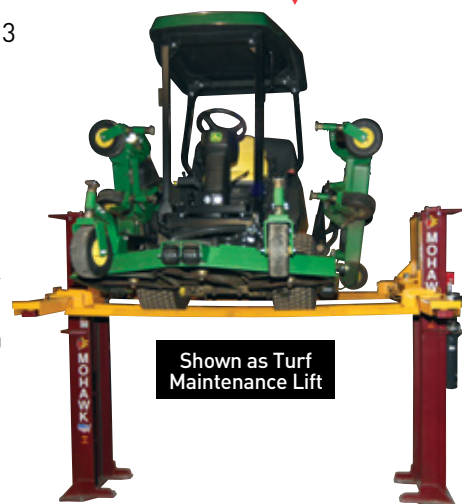


TURF MAINTENANCE EQUIPMENT & AUTO SERVICE LIFT ▶

- Allows for quick conversion from a frame engaging lift to a turf maintenance lift
- Services cars, trucks, zero turn mowers, turf equipment and four wheelers
- Fits both 2 stage and 3 stage arms with max wheelbase of 119 1/2" (on 3 stage arms)
- ALI Certified



**FRAME ENGAGING LIFT OR
TURF MAINTENANCE LIFT**



**Shown: System IA-10
Accessory #009-012-001**



OTHER LIFT OPTIONS

TIRE DOLLY MODEL TD-1000/2000 ▶

- 1,000 or 2,000 lb. capacity
- High 46" lifting height & 6" side shifting ability makes alignment simple
- Heavy Duty 4" steel ball bearing casters allow easy movement
- Tilting lift arms aid axle realignment and provide additional stability to the fully loaded tire dolly
- Safety chain provided to secure loads
- Rear casters swivel 360 degrees, front casters equipped with locks
- Counterbalanced tire dolly available for parallelogram lifts
- Air/hydraulic operation allows for easy raising and lowering of dual tire applications
- Use with any lift or anytime heavy-duty truck tires must be removed



AIR/ELECTRIC UTILITY STATION ▶

Utility station mounts to the lifts to combine convenience of;

- Two 110 Volt 3-prong outlets for shop tools or flashlights
- Two regulated air outlets for pneumatic shop tools
- Two conveniently located hooks for extension cord or air lines



◀ TRANSMISSION JACK

- 1,000 or 2,000 lb. capacity
- Fully adjustable universal saddle with adjustable arms to position the transmission
- Air/hydraulic foot pump provides hands free operation and easy convenient lifting

ROLLING OIL DRAIN PAN ▶

- 25 gallon capacity
- Self-evacuating when pressurized
- Easily rolls on high quality casters



SCISSOR LIFTING TABLE ▲

- 2,000 lb. capacity lifting table
- AIR/hydraulic operation
- Ideal for removing heavy components such as transmission and differentials
- 3' tall lowered height raises to 6'



For more detailed product information read this book at
www.mohawklifts.com



www.facebook.com/mohawklifts



Mohawk Resources, LTD.

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Amsterdam, NY 12010

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www.govlifts.com/hunter
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CONTRACT AWARD OVERVIEW* (www.govlifts.com/hunter)

ALABAMA

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

ALASKA

★ N-2017-VEH-0001
03/29/2017 - 02/09/2022

ARIZONA

★ ADSP019-215108
10/10/2018 - 02/09/2022

ARKANSAS

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

CALIFORNIA

★ CMAS-4-13-56-0055A
12/12/2013 - 6/30/2023

CALIFORNIA

★ PA #7-19-99-37-02
12/12/2013 - 02/10/2022

COLORADO

★ 113094
10/05/2018 - 02/09/2022

CONNECTICUT

★ 17PSX0074
06/06/2017 - 02/10/2022

DELAWARE

★ GSS17405-VEHLIFT
02/28/2017 - 02/09/2022

FLORIDA

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

GEORGIA (MOHAWK ONLY)

★ SWC 90817-001
02/23/2011 - 02/24/2021

GEORGIA (MOHAWK & HUNTER)

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

HAWAII

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

IDAHO

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

ILLINOIS

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

INDIANA

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

IOWA

★ MA005 18039
08/01/2017 - 02/09/2022

KANSAS

★ 05316
12/19/2019 - 02/9/2022

KENTUCKY

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

LOUISIANA

★ 4400017776 T#92456
10/23/2019 - 02/22/2022

MAINE

★ MA-7031000000000000103
03/10/2017 - 02/9/2022

MARYLAND

★ BPO #001B0600047
12/27/2017 - 07/21/2021

MASSACHUSETTS

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

MICHIGAN

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

MINNESOTA

★ 159449
05/22/2018 - 02/09/2022

MISSISSIPPI

★ 8200031877
04/05/2017 - 02/10/2022

MISSOURI

★ CC180160002
07/18/2017 - 02/10/2022

MONTANA

★ 05316
03/20/2017 - 02/9/2022

NEBRASKA

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

NEVADA

★ 8544
02/10/2017 - 02/09/2022

NEW HAMPSHIRE

★ 8002279
02/10/2018 - 02/10/2022

NEW JERSEY (NON-STATE)

★ Bid #ESCJN 18/19-36
Co-op #65MCECCPS
11/16/2018 - 11/15/2021

NEW MEXICO

★ 80-000-18-00047AC
04/10/2018 - 02/09/2022

NEW YORK

★ PC67221
10/21/2015 - 07/20/2021

NORTH CAROLINA

★ 070D
04/21/2017 - 02/10/2022

NORTH DAKOTA

★ 395
02/10/2017 - 02/10/2022

OHIO

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

OKLAHOMA

★ SW798
05/25/2017 - 02/09/2022

OREGON

★ MA #05316 PA #7671
10/27/2017 - 02/10/2022

PENNSYLVANIA

★ 4400017609
08/18/2017 - 02/10/2022

RHODE ISLAND

★ MPA# 548 Award #3567737
05/15/2018 - 02/09/2022

SOUTH CAROLINA

★ 4400016132
05/19/2017 - 02/10/2022

SOUTH DAKOTA

★ 17051
02/10/2017 - 02/09/2022

TENNESSEE

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

TEXAS

★ TXMAS-18-23V05
08/01/2018 - 07/21/2021

UTAH

★ MA2002
02/10/2017 - 02/09/2022

VERMONT

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

VIRGINIA

★ E194-77248
05/17/2017 - 02/09/2022

WASHINGTON

★ 05316
02/10/2017 - 02/09/2022

WEST VIRGINIA

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

WISCONSIN

★ 505ENT-017-VEHICLELEFT-01
04/13/2017 - 02/10/2022

WYOMING

★ 013020-MRL
4/14/2020 - 4/13/2024
Sourcewell/NJPA Award

GSA

★ GS-07F-207AA
07/1/2013 - 06/30/2023

HGACBUY

★ FL03-19
03/01/2017 - 02/28/2021

* This is a representation of current state contracts at the time of publication and is subject to change at any time. Visit www.govlifts.com for details or contact your representative for information on each individual state contract.

GET THE EQUIPMENT YOU WANT - ON CONTRACT!

Government Contracts: Competitively bid and competitively awarded.

HUNTER
Engineering Company



MOHAWK LIFTS



WHY USE AN ESTABLISHED STATE CONTRACT?

Save time:

State Procurement estimates the standard RFP/Bid Process consumes 259 procurement man-hours; that's equal to over \$11,000 in salary!

Save money:

Don't pay more for quality — leverage the volume purchasing power of government agencies across the U.S.

City, county, and state agencies

Can use the State Contract to purchase Mohawk lifts & Hunter wheel service equipment.

Purchase in full compliance with state and local procurement law

Equipment has already been competitively bid and competitively awarded on your agency's behalf

Best value equipment for your agency

Buying on-contract ensures your agency gets best-value equipment, with vendors awarded holistically on price, service capabilities, warranty, parts availability, reputation, and more.

*All Products include **PREPAID FREIGHT!***

For full details on state contracts, go to www.govlifts.com/hunter

Hunter's state-of-the-art automotive technology



WinAlign® Alignment System

Receive accurate results in seconds with Hunter's highly-efficient alignment system.



RX Scissor Lifts

Maximize productivity by handling large capacities on space-saving, low-to-ground lifts.



Road Force Elite® GSP9700

Solve vibration problems with Hunter's innovative complete wheel diagnostics.



TC39 Tire Changer

Easy-to-use center clamp tire changers with bead press arm to assist in mounting of difficult assemblies.



AutoComp Elite™ On-Car Brake Lathe

Service each rotor precisely in less than 9 minutes.



Inspection Systems

Test alignment angles, brakes, emissions, battery health, tire pressure and tread depth in minutes!



WinAlign® Heavy-Duty Alignment System

Save time and effort with Hunter's alignment system designed for multi-axle vehicles.



ForceMatch® HD Balancer

End wheel vibrations for a wide range of vehicles from passenger cars to Class 8 trucks.



TCX625HD Tire Changer

Service over-the-road truck tires safely and easily. Easy-to-use features make it ideal for match-mounting.

HUNTER
Engineering Company

ALIGNMENT SYSTEMS

WINALIGN® ALIGNMENT SYSTEM

WinAlign® fully integrates the functions of the console, sensors and lift into one highly efficient alignment system.

WinAlign® systems build profits and find service opportunities with:

- ✓ The most extensive vehicle information database in the industry
- ✓ Vehicle-specific adjustment tools and procedures
- ✓ Graphically driven step-by-step instructions
- ✓ Automated tasks that save steps and speed service
- ✓ Many configurations to fit challenging shop floor layouts



HAWKEYE ELITE®

Hunter's QuickGrip® adaptors and three-dimensional targets accelerate service with setup times in seconds, not minutes.

- ✓ Lightweight
- ✓ No metal-to-metal contact
- ✓ No knob twisting



ProAlign® alignment system also available.

LIFT RACKS

RX SCISSOR LIFT

Hunter's RX Scissor Lift is "a must" for service centers with high volume and limited workspace.

- ✓ 10,000-, 12,000-, 14,000- and 16,000-lb. capacities
- ✓ Clear access to front and rear
- ✓ Optional PowerSlide® auto-lock system controls turnplates and slipplates
- ✓ Optional Inflation Station sets tire pressure without cumbersome hoses and gauges



Model RX14KIS

FOUR-POST LIFTS

Expand service capabilities with Hunter's high-capacity four-post lifts.

- ✓ Massive 18,000-lb. capacity
- ✓ Industry leading 26" wide runways
- ✓ Increased maximum wheelbases accommodate large vehicles
- ✓ PowerSlide® and Inflation Station options available



Model L451T-PS

AUTONOMOUS INSPECTION

QUICK CHECK DRIVE™

Autonomous alignment check with no stopping or labor required.

- ✓ Alignment measurement
- ✓ Automatic vehicle ID
- ✓ Body damage images



QUICK TREAD EDGE™

Drive over tread depth system automatically measures the tread depth.

- ✓ Measure a four-inch tire segment, not a single line or point
- ✓ Generate three-dimensional model of customer tires
- ✓ Pair with Quick Check Drive for autonomous alignment and tire tread results
- ✓ Edgewear detection increases tire sale opportunities



WHEEL BALANCERS

ROAD FORCE® ELITE

Hunter's premier wheel diagnostic machine solves vibration and drivability problems with a series of patented tools.

- ✓ Hunter's patented vision system automatically scans the wheel
- ✓ Solve vibrations with a Road Force® test faster than a traditional balance
- ✓ StraightTrak® measurement eliminates tire pulls



Model RFE33

SMARTWEIGHT® TOUCH

High-performance features in a mid-range machine provide fast, efficient balancing service.

- ✓ Includes SmartWeight® technology
- ✓ Intuitive touchscreen interface
- ✓ eCal™ automatic calibration



Model SWT00

SMARTWEIGHT® TOUCH

High-performance features in a mid-range machine provide fast, efficient balancing service.

- ✓ Includes SmartWeight® technology
- ✓ Intuitive touchscreen interface
- ✓ eCal™ automatic calibration



Model SWP77

HUNTER

TIRE CHANGERS

REVOLUTION™ WALKAWAY™

Fully automatic and easy-to-use for today's diverse assemblies.

- ✓ Adds safety for both operator and assembly
- ✓ Handles virtually all tires in 57% less time
- ✓ Eliminates experience gap
- ✓ Simplifies training

AUTO34S

Service the most difficult performance tires and custom wheels with ease.

- ✓ Leverless technology eliminates prying and bead stress
- ✓ Minimizes risk of wheel damage and injury to operator
- ✓ Easy operation for all wheel sizes, designs and fitments
- ✓ Services 10- to 34-inch wheels

TCX57

The leverless tool head and patented bead press system easily service everything from simple steel wheels to difficult custom designs.

- ✓ Leverless tool head easily lifts bead
- ✓ Swing arm saves time and space
- ✓ Wheel range of 6 to 30 inches

TC39/37

Easy-to-use center clamp tire changers with bead press arm to assist in mounting of difficult assemblies.

- ✓ Damage-free service with optional leverless operation
- ✓ Powerful motor and drive with variable speed rotation

TCX50 SERIES

Power and speed make these tabletop tire changers suitable for volume service of all tire and wheel combinations.

TCX53: Multi-press arm services 10- to 26-inch wheels

TCX51: Single-press arm services 10- to 26-inch wheels

TCX50: Services 10- to 26-inch wheels



BRAKE LATHES

AUTOCOMP ELITE™

Bringing machine tool precision to rotor refinishing. Hub-Mounted Lathes increase productivity and reduce comebacks.

- ✓ Eliminates setup errors with on-vehicle machining

BL COMBINATION BENCH LATHE

Unique BL Series lathe design allows the operator to switch back and forth from drum to rotor service with unmatched ease and speed.



HEAVY-DUTY

WinAlign® heavy-duty alignment system

Hunter's HD system delivers unique alignment features specifically for HD truck, trailer and bus applications.

- ✓ New adaptors
- ✓ No toe lines, cables or "strings"
- ✓ More than 60 axle configurations supported
- ✓ Specification database supplied by major manufacturers



Heavy Duty Tire Changers



TCX625HD

High performance servicing of heavy-duty truck assemblies

- ✓ Bead-breaking, drop-down inner roller saves time
- ✓ Tulip-style clamp eases service and prevents wheel damage
- ✓ Hydraulic-powered carriage eases wheel clamp positioning

TCX645HD

Standard disk and hook for mounting and demounting.

- ✓ Efficient electro-hydraulic-powered tire changer with 3527-lb capacity
- ✓ Capabilities to make wheel service for trucks, buses, tractors and other specialized machinery faster, easier and more profitable
- ✓ Hydraulic-powered carriage shuttles and integrated storage

FORCEMATCH® HD

Vibration management and wheel uniformity measurement for a wide range of vehicles from passenger cars to Class 8 trucks.

- ✓ Optimizes rolling uniformity of HD assemblies
- ✓ Allows shops to mount wheels by diameter and eccentricity
- ✓ Minimizes tire wear and maximizes ride quality



HUNTER

HUNTER

SALES, SERVICE & SUPPORT



Hunter Sales Representatives are very knowledgeable in the industry, to help grow your business.



Hunter Service Representatives are always nearby with a van fully-stocked with service parts to keep you up and running.



Hunter's Service Center ships 99.9% of part orders the same day.



Hunter Training Centers offer specialized education for your technicians.

Some products are shown with options or accessories which must be purchased separately. For detailed information see the specific product brochure or contact your local Hunter Representative. Because of continuing technological advancements, specifications, models and options are subject to change without notice.

HUNTER
Engineering Company



MOHAWK LIFTS

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email: hunter@mohawklifts.com

1-800-833-2006

www.govlifts.com/hunter
hunter@mohawklifts.com





MOHAWK LIFTS



Model
LC-12

TWO POST



Model
TP-20



Model TR-75

FOUR POST



Model MP-18-007

MOBILE COLUMN



Model 73-35-F

PARALLELOGRAM



Model IA-10
V-077-A-36F

VERTICAL RISE



*Proudly designed, welded and
manufactured in the U.S.A. since 1981*

Buy Once. Buy Right. Buy a Mohawk.

*IF THERE IS A VEHICLE IN THE AIR . . .
MAKE SURE THERE IS A MOHAWK LIFT UNDERNEATH IT.*

Mohawk, the undisputed leader in lift technology, offers environmentally safe above-ground lifts ranging from 7,000 to 240,000 lb. capacities.

Since 1980 Mohawk has manufactured the highest quality, safest auto and truck lifts available. Mohawk is the #1 lift supplier for all government, state, utility, and fleet lifting requirements. Mohawk's popularity is based on safety systems, longevity, design, construction, and the most inclusive warranty in the lift industry.

MOHAWK TWO POST LIFTS

Mohawk two post lifts are available in 11 different models and range in capacity from 7,000 to 30,000 lbs. Mohawk lifts feature the industry's heaviest construction for a lifetime of trouble-free service. Mohawk two post lifts offer a 25 year structural and 10 year mechanical warranty. Equipped with a variety of truck adaptors as standard equipment, Mohawk two post lifts are the lifts that will raise any vehicle that comes in the shop.

Mohawk two post lifts are hydraulically synchronized using overhead (or in-floor) hydraulic lines that can be set at any working height. Height adjustable overhead lines eliminate overhead cable covers & allow tall trucks to be fully raised. Mohawk two post lifts feature multiple position mechanical safety locks in both columns for safe, secure and stable lifting.

MOHAWK FOUR POST LIFTS

Mohawk four post lifts are available in a variety of capacities starting at 19,000 lbs. for school buses and medium-duty trucks, heavier models for coaches or fire trucks, and the heaviest model of 120,000 lbs. for any type of off road equipment.

Mohawk four post lifts feature the heaviest designs made using fork lift channel and roller bearing construction. Heavy cross rails and I beam track construction assure a lifetime of service. Multiple safety systems consist of mechanical, electronic & hydraulic safeties operate at all lifting heights and assure the operator safety.



MOHAWK MOBILE COLUMN LIFTS

2, 4, 6 and 8 column configurations in 14,000-30,000 lbs. per column capacities, for a total of 28,000 to 240,000 lb. lifting capacity. Available in AC or DC wireless operation and offers the industry's most versatile and heaviest rated adapters.

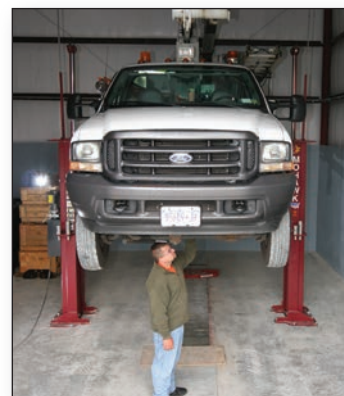
MOHAWK VERTICAL RISE & PARALLELOGRAM

Available from 35,000 to 100,000 lb. capacities and track lengths from 20 to 48 feet in surface, recessed and flush mounted styles with optional rolling jacks or full lift galvanization for corrosive work areas.

MOHAWK SPECIALTY LIFTS

Mohawk offers specialty lifts and accessories for a wide range of service equipment ranging from fork lifts to DOT snow plow trucks. No matter what you're lifting Mohawk has a better and safer way to lift it.

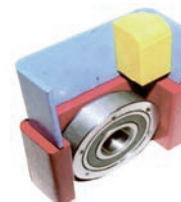
For more details visit:
MohawkLifts.com/Dare2Compare



Mohawk's Patented hydraulic equalization eliminate floor plates and overhead obstruction, giving you a clear floor work space for complete access under any vehicle.



Mohawk two post lifts use height adjustable overhead stainless steel hydraulic lines NOT restrictive overhead cable and rubber hose covers that limit lifting height.



Mohawk fork lift channel column and sealed bearing (red/silver) shown lower with competitive lift bent sheet metal column and plastic slide block (blue/yellow).



MOHAWK LIFTS

LIGHT DUTY TWO POST

SYSTEM 1A

- ✓ 10,000 lb capacity
- ✓ ALI safety certified
- ✓ Low 3 1/2" swing arms
- ✓ Adjustable height overhead stainless steel hydraulic lines (no rubber hoses)
- ✓ 25 year structural warranty
- ✓ 10 year mechanical warranty
- ✓ 10 Year mechanical warranty



Model 1A

LC-12 & LMF-12

- ✓ 12,000 lb capacity
- ✓ ALI safety certified
- ✓ Adjustable height overhead stainless steel hydraulic lines (no rubber hoses)
- ✓ 25 year structural warranty
- ✓ 10 year mechanical warranty



Model System LC-12

MEDIUM DUTY TWO POST

TP-16, TP-18 & ML-220

- ✓ 16,000 - 20,000 lb. capacity
- ✓ ALI safety certified
- ✓ Infinite position mechanical safety locks
- ✓ Direct drive operation
- ✓ Adjustable overhead stainless steel hydraulic lines
- ✓ 25 year structural warranty
- ✓ 10 year mechanical warranty



Model TP-16

HEAVY DUTY TWO POST

TP-20, TP-26 & TP-30

- ✓ 20,000 Thru 30,000 lb. capacities
- ✓ ALI safety certified
- ✓ Clear floor & clear overhead
- ✓ All position safety locks
- ✓ A perfect all purpose fleet lift designed for cars & trucks
- ✓ 25 year structural warranty
- ✓ 10 year mechanical warranty



Model TP-30

MOBILE COLUMN: MP & 800 SERIES

Mobile Column: MP & 800 Series

- ✓ 14,000, 18,000, 24,000 & 30,000 lb. capacities per column
- ✓ Total capacities up to 240,000 lbs.
- ✓ Available in 2, 4, 6 or 8 column configurations
- ✓ 15" and 22" forks to fully engage dual tires
- ✓ Smooth electric/hydraulic operation
- ✓ Wireless options available
- ✓ Available in AC or DC wireless operation



Model MP-18-006

MOBILE COLUMN ADAPTORS

MP Series Adaptors

- ✓ Front to Rear Bumper/Frame (26,000 lb. capacity)
- ✓ Wing/Snow Plow (25,000 lb. capacity)
- ✓ Chassis Lifting Beam (35,000 lb. capacity)
- ✓ Auto Frame/Side to Side (8,000 lb. capacity)
- ✓ Fork Truck (28,000 lb. capacity)



MOHAWK LIFTS

FOUR POST RUNWAY

TR-19 and TR-25

- ✓ 19,000 Or 25,000 lb. capacities
- ✓ 16', 20', 25' or 30' track lengths
- ✓ All position mechanical, hydraulic & electronic safety systems
- ✓ Wheels free jacks available for tire & brake service
- ✓ Alignment compatible with Hunter equipment



HEAVY DUTY FOUR POST

TR-33, TR-35, TR-50, TR-75, TR-110 and TR-120

- ✓ 33,000 To 120,000 lb. capacities
- ✓ 20', 25' Or 30' or longer track lengths up to 60'
- ✓ All position mechanical, hydraulic & electronic safety systems
- ✓ Alignment compatible with Hunter equipment



Model TR-75

PARALLELOGRAM LIFTS



Model 75-35-F

PARALLELOGRAM LIFTS

- ✓ 35,000, 50,000, 75,000 & 100,000 lb. capacities
- ✓ Available in flush or surface mounted models
- ✓ 26' To 48' runway lengths
- ✓ All position mechanical, hydraulic & electronic safety systems
- ✓ Wheels free jacks available for tire & brake service
- ✓ Galvanized models available

TURF MAINTENANCE EQUIPMENT & AUTO SERVICE LIFT

TURF MAINTENANCE EQUIPMENT & AUTO SERVICE LIFT

- ✓ Use on Mohawk 10,000 through 18,000 lb. two post lifts
- ✓ Converts from frame engaging lift to turf maintenance lift for zero turn mowers, turf equipment and four wheelers
- ✓ 6,000 lb. capacity
- ✓ Clear floor work area
- ✓ Easily removed to again become a service lift



Model IA-10
Accessory: 009-012-001

VERTICAL RISE LIFTS

VERTICAL RISE LIFTS

- ✓ 35,000 - 99,000 lb. capacities
- ✓ Available in flush or surface mounted models
- ✓ 20' to 48' runway lengths
- ✓ All position mechanical, hydraulic and electronic safety systems
- ✓ Wheels free jacks available for tire and brake service
- ✓ Alignment Compatible with Hunter Systems



Model V-077-A-36F

2 POST DRIVE-ON LIFT OPTION

SPEEDLANE ADAPTOR

- ✓ Available for all Mohawk 10,000 through 18,000 lb. 2 post lifts
- ✓ Easily turns a 2 post service lift into a drive on lift and back again
- ✓ Eliminates need to position swing arms, simply drive-on and begin working
- ✓ Provides full working access to underside of car
- ✓ Easily installed or removed



Model ZZ757-D



MOHAWK LIFTS





**MOHAWK
LIFTS**

**DARE TO COMPARE
10,000–12,000 LB
CAPACITY LIFTS**

Mohawk Lifts vs. The Competition



25
YEAR
WARRANTY

**ROTARY
LIFTS**

2 Year Warranty

**CHALLENGER
LIFTS**

2 Year Warranty

#1

COLUMN COMPARISON

12,000 lb. capacity Rotary column lying
inside a 10,000 lb. capacity Mohawk Lift

3/4" High
Strength Forklift
Mast Section

Bent Sheet
Metal

**ROTARY
LIFT**

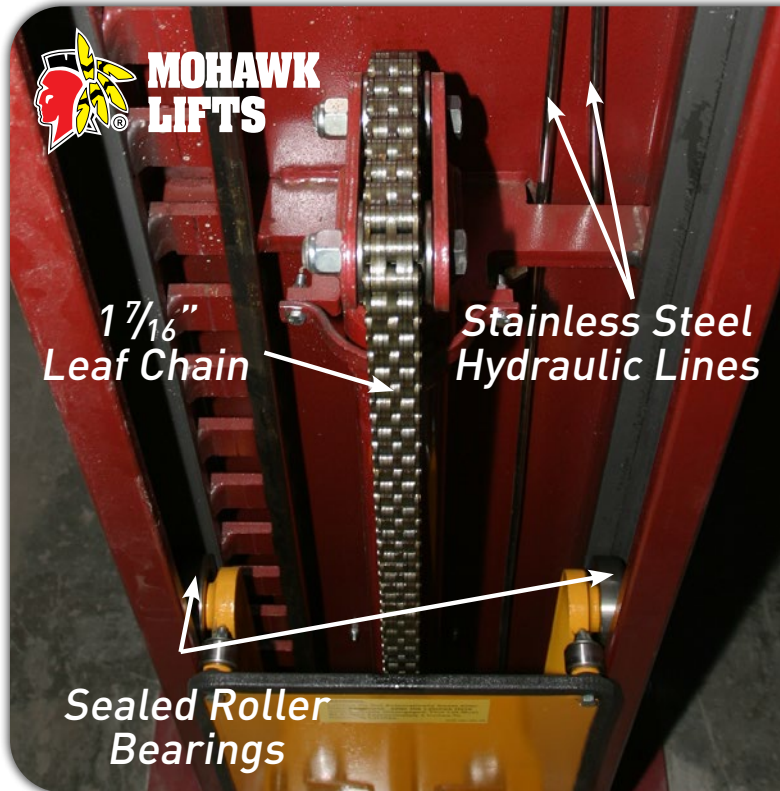
CHALLENGER LIFT



**MOHAWK
LIFTS**

#2

HYDRAULIC VS. CABLE SYNCHRONIZATION



A full hydraulic system—as opposed to a stretchable, adjustable, wire rope / cable equalization system—ensures the safest, most level rise. When lifting heavy vehicles with uneven weight distribution, a direct-hydraulic synchronization system is superior.

Get more info at MohawkLifts.com/Equalization

#3

THE US NAVY DOESN'T TRUST WIRE ROPES



NAVFAC Vertical Transportation Equipment Program

NAVFAC VTE Program Safety Directive AL-2013.01

12 April 2013

SUBJ: AUTOMOTIVE LIFT SURVEY OF SUSPENSION WIRE ROPE

Primary Responsibility: NAVFAC VTE Program Lead Certifying Officials, Navy Wide

Encl: (1) NAVFAC Mid-Atlantic Safety Office Near-Miss Notice
(2) NAVFAC VTE Program Safety Survey 12 April 2013

1. On 29 March 2013, Encl (1) was issued as a result of catastrophic failure of the wire rope suspension means on a **BRAND INTENTIONALLY OMITTED** automotive lift in Norfolk, VA. The lift design utilizes steel wire ropes to raise and lower the vehicle ...

Daily: Check cables and sheaves for wear. Observe for frayed cable strands. Wipe cables with a rag to detect hard to see small broken cable strands. Replace cables showing any broken strands. Replace worn parts as required with genuine Rotary parts.

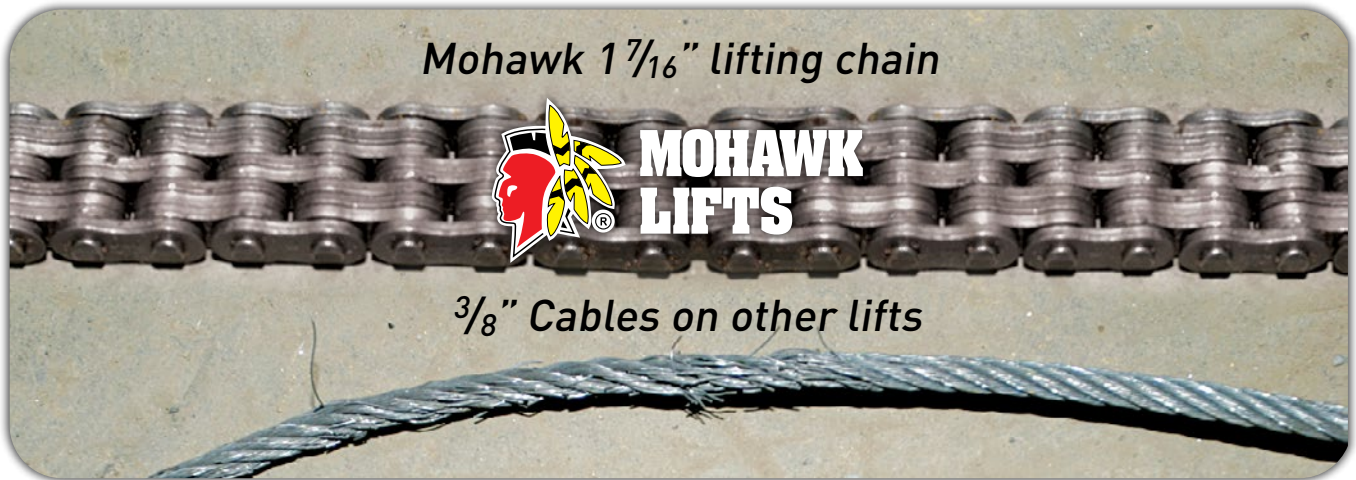
Operating Manual - Cable Equalized Lift



Equalization cables on competitive lifts fray, require daily inspections and need frequent maintenance

#4

LIFTING CHAINS VS. CABLES



Challenger and Rotary lifts use cables, which stretch, fray, and have cable sheaves, which need frequent replacement. Mohawk chains are guaranteed for 10 years.

SWING ARM DEFLECTION



Both vehicles are Chevy Silverado's yet arms on the left are at a 90 degree angle while the other brand droops down

#5

COLUMN WEIGHT

10,000 lb.
Mohawk Lift
System 1A



612 lbs.



VS.



12,000 lb.
Rotary Lift
SP012

ROTARY LIFT



331 lbs.

#6

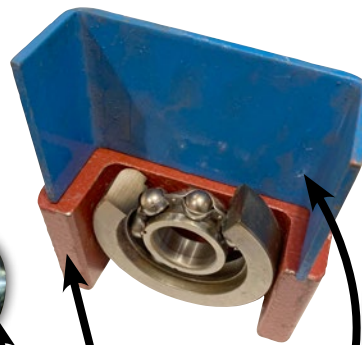


**MOHAWK
LIFTS**

CARRIAGE DESIGN

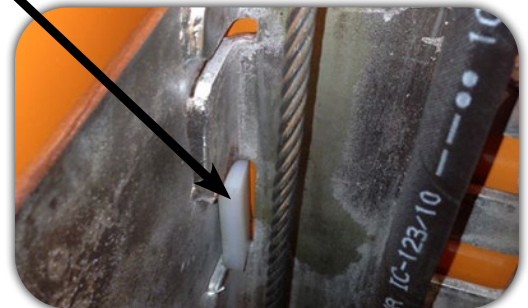


1" Thick
Steel Plate
Safety Lock



Forklift Channel
vs.
Bent Sheet
Metal

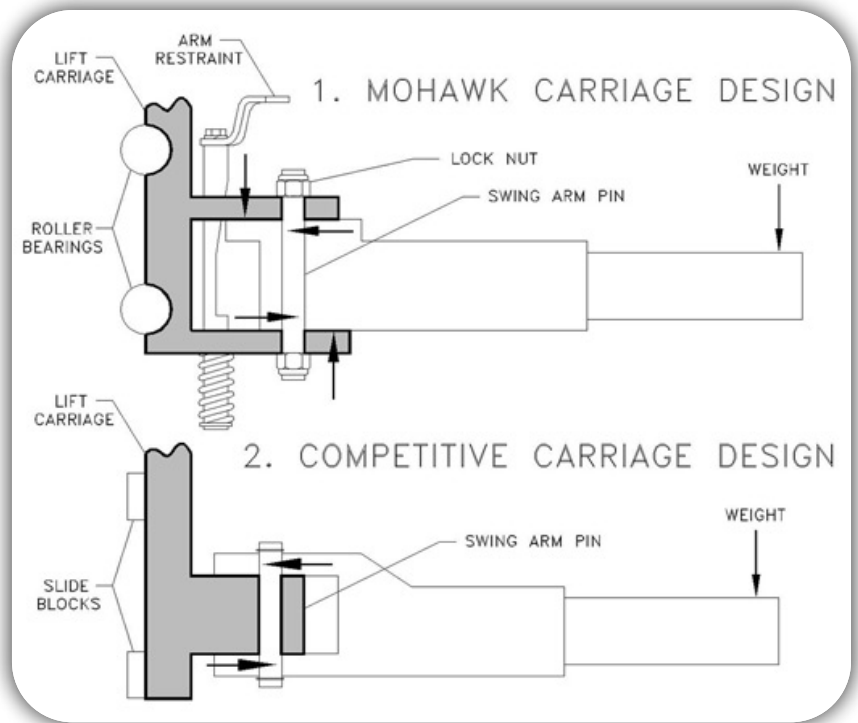
Roller Bearings
vs.
Plastic Slide
Blocks



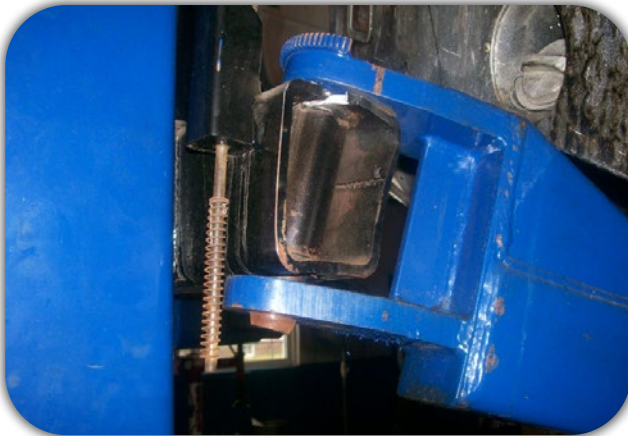
Unlike other lifts, each Mohawk carriage rolls on (4) 4" main and (4) cam follower, double sealed, self lubricating, heavy duty ball bearing rollers for a lifetime of trouble-free service. Competitors use plastic slide blocks (shown in white), which require frequent replacement (typically every 3-5 years).

#7

SWING ARMS



Mohawk carriage grips the arm distributing the load throughout vs. lower quality lifts with the majority of shearing force on the arm pin.



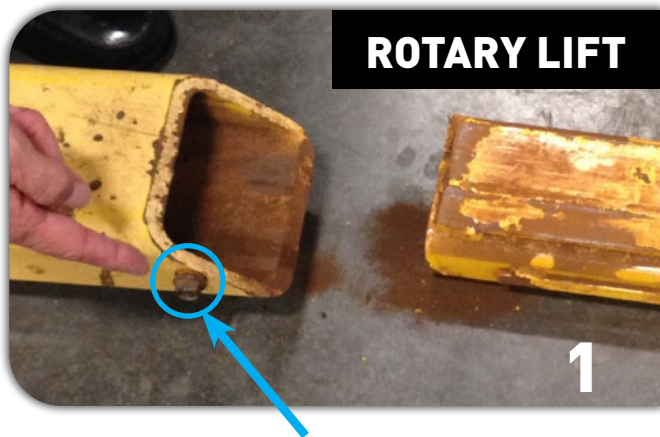
SWING ARMS SLIDERS



1. Swing arm slider stop malfunction based on bolt backing out.

2. Metal structure failer due to poor design.

Both of these are impossible to happen on a Mohawk due to a full 360° welded end cap around the arm.



This bolt needs to be tightened or the slider can slide out of the arm



Torn Steel, not reinforced like Mohawk Lifts

#9

WEARABLE COMPONENTS



Competitor Lifts Components



Broken,
Low-Grade
Cable Bolt



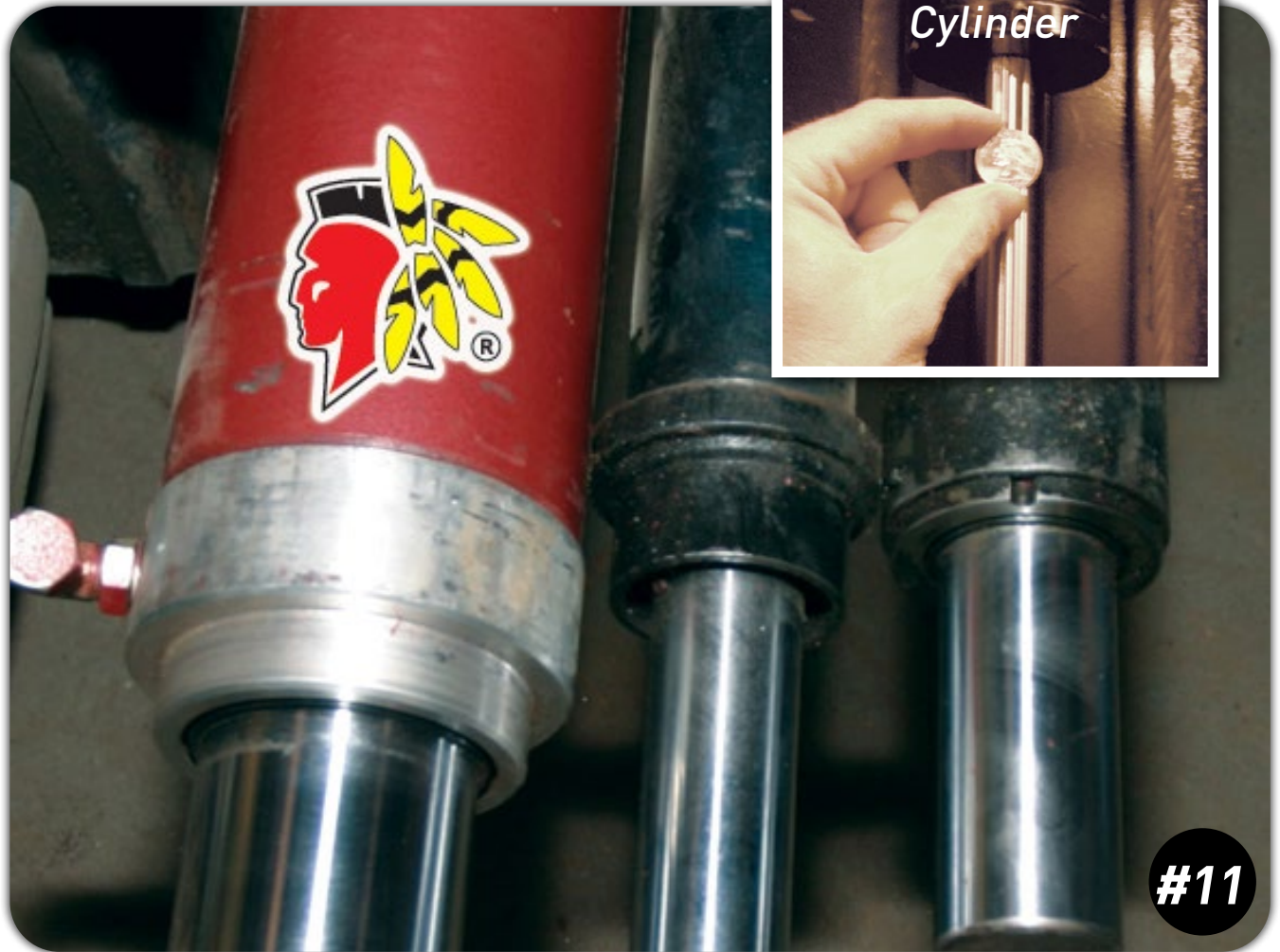
Broken
Plastic Cable
Roller



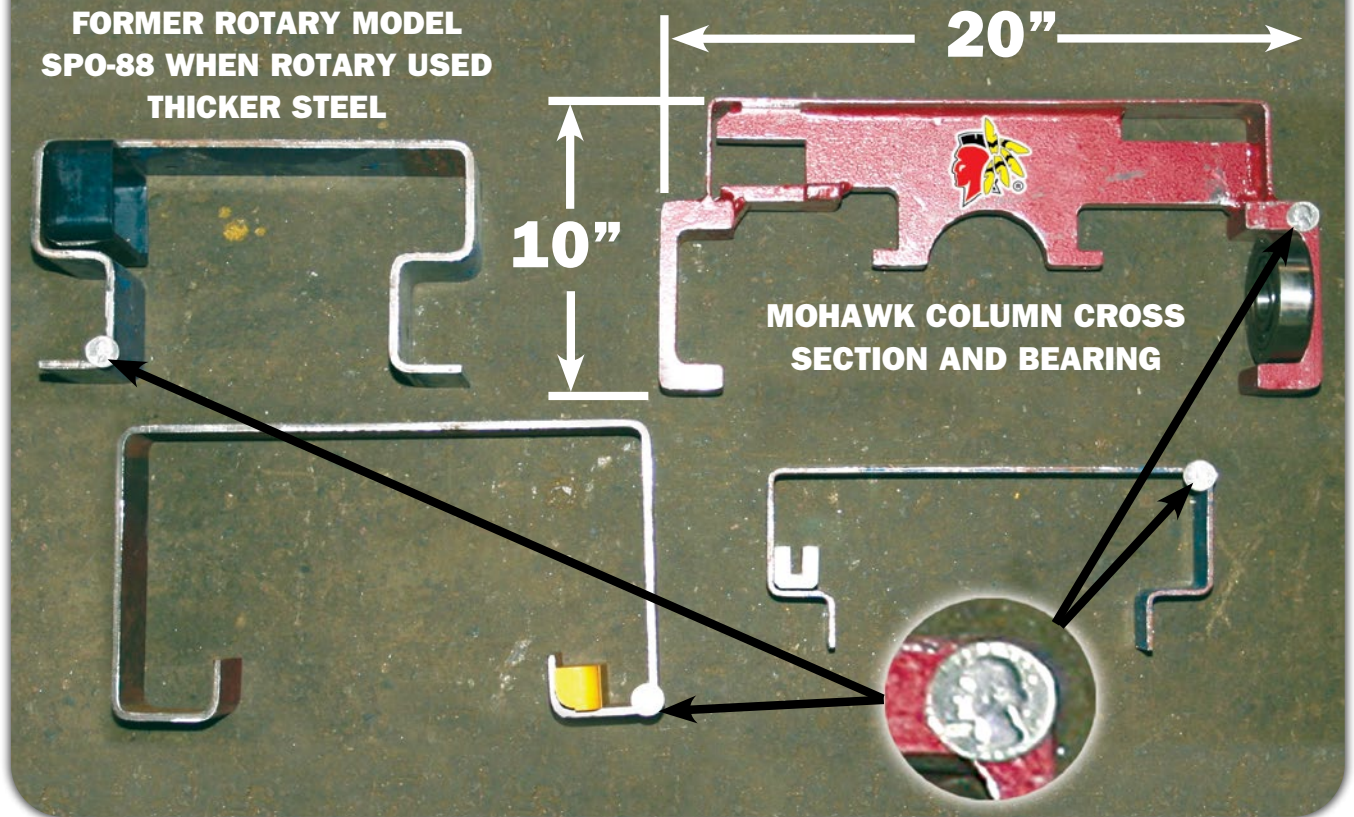
Most lifts use wire ropes/cables, plastic pulleys, rubber hoses, and plastic slide blocks that all wear out and need regular replacement. Mohawks' sealed roller bearings, stainless steel hydraulic lines and lifting rods simply DON'T wear out.

CYLINDER SIZE COMPARISON

Mohawk's large 4" cylinders equal a longer seal, cylinder, motor and pump life vs higher operating pressure of small cylinders.



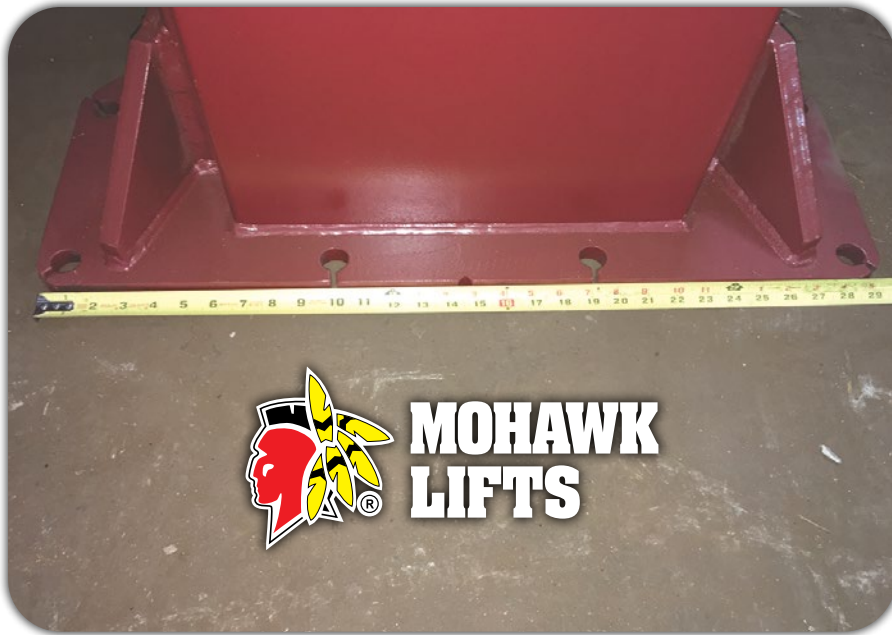
LIFT COLUMN CROSS SECTIONS



*Mohawk's forklift channel & bearing (top right) vs. 3 different sheet metal columns that use plastic sliders. Like a forklift mast, Mohawk lifts are built to **NOT WEAR OUT!** Note the U.S. quarters on all four pieces (for scale).*

#12

COLUMN FOOTPRINT

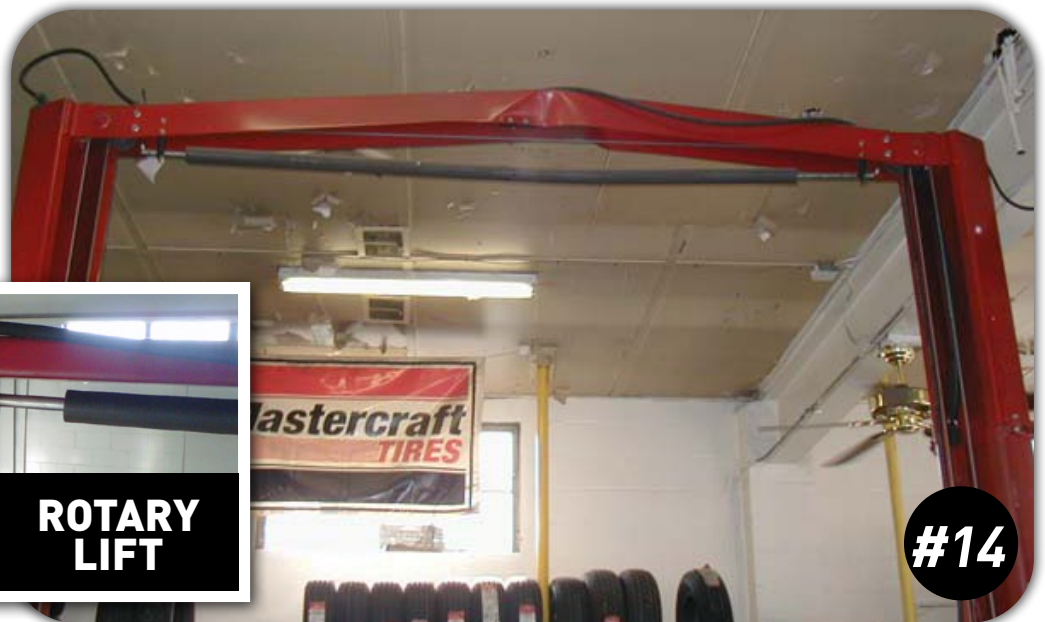


Mohawk's 29" wide and stable footprint uses 8 anchors vs. smaller footprints with less anchors. Note 4 anchor bolt holes across the critical rear vs. 2 anchor bolt holes.



OVERHEAD OBSTRUCTIONS

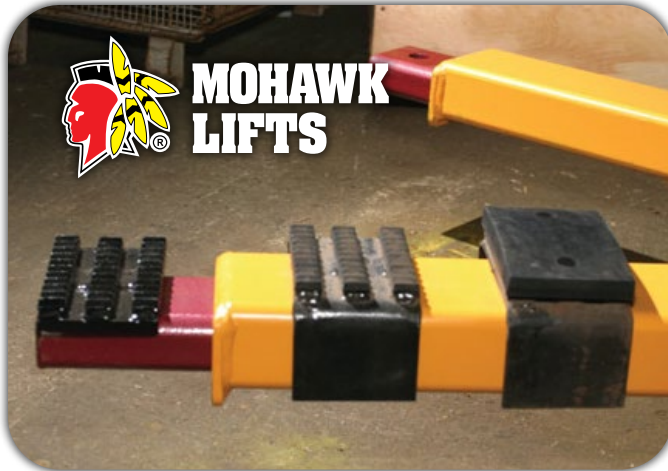
Fixed overhead shutoffs limit lifting height. Mohawk offers adjustable overhead or in-floor lines (shown) for all your lifting needs and low ceiling shops.



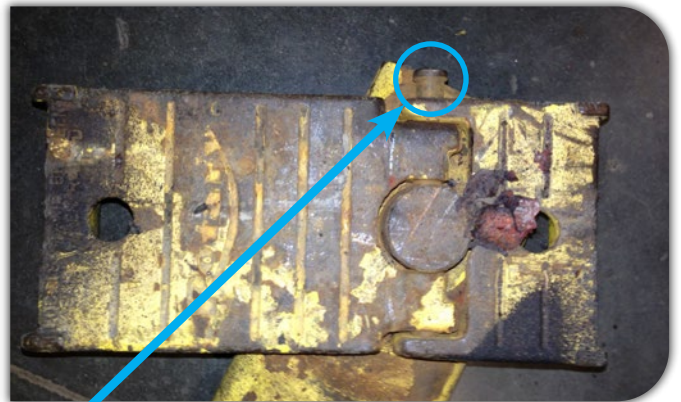
**ROTARY
LIFT**

#14

LIFTING PADS



Some of Mohawk's optional lifting pads



Shows broken pin & ability of flip up adaptor to come apart. Note pin backing out of flip pad.

#15



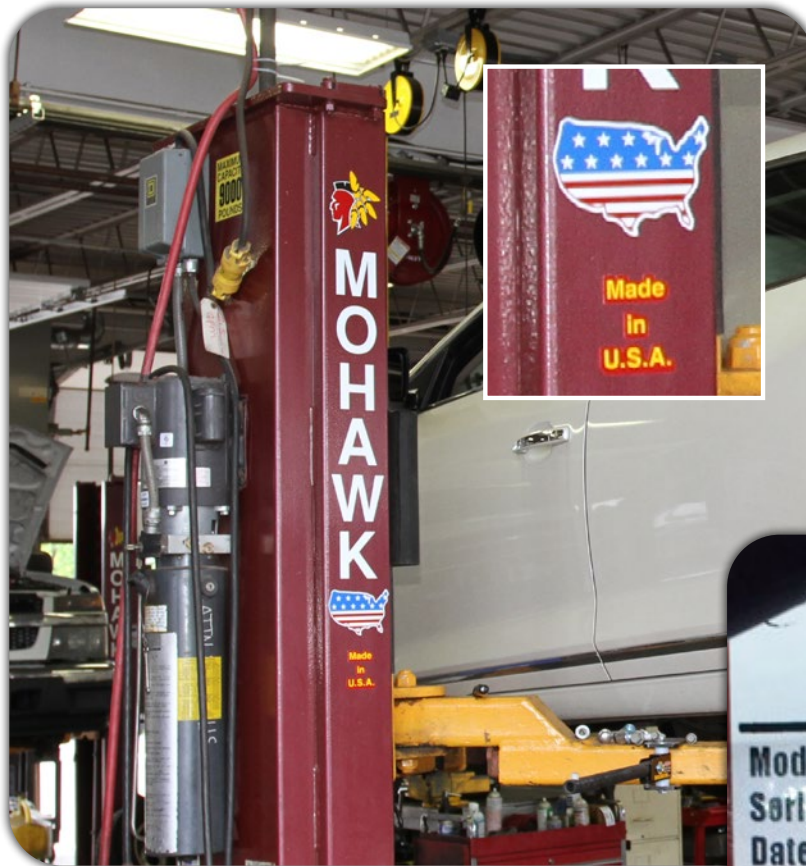
HEIGHT ADAPTERS

All Mohawk two post lifts include ALI certified truck adapters (3", 5", 6", 7 1/2", and/or 10" depending on lift) standard vs. the other brands offering them at extra cost.

Mohawk 10,000 lb. lifts come with 3" and 6" stackable truck adapters.

Mohawk 12,000–20,000 lb. lifts come with 5", 7 1/2", and 10" height adapters (shown left).

MADE IN THE USA OR OFFSHORE?



Made in China

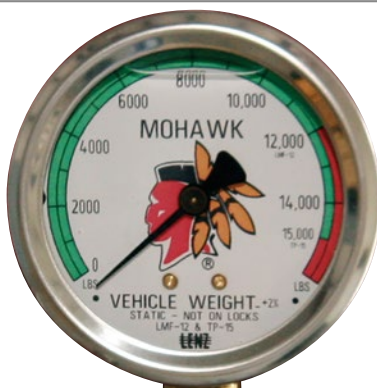
All Mohawk two post lifts are designed, welded, and manufactured in the U.S.A. while other lift brands are made in communist China or only assembled in the U.S.A. from Chinese parts.



What does this mean to you?

#17

MOHAWK TWO POST ACCESSORIES



Shown:
LMF-12
Accessory
#601-440-
017

SAFETY WEIGHT GAUGE

Shows techs lift has been lowered on mechanical locks and aids in vehicle diagnosis.



Shown: System
IA-10 Accessory
#016-011-012

STORAGE ADAPTER

Converts quickly between frame and wheel engaging, ideal for vehicle storage, takes up less room than a 4-post lift.



Shown: System IA-10
Accessory #009-012-001

DUAL TROUGH TURF KIT

Designed as a traditional vehicle service lift or converts to a turf maintenance lift.



Shown: System IA
Accessory #ZZ757-D

DRIVE-ON ADAPTER

Eliminates wasted time positioning swing arms. Wheels and tires hang free for easy maintenance with full under-car access.

#18



MOHAWK LIFTS

- *Heaviest Built*
- *The Longest Warranty*
- *US Made*
- *Widest or Narrowest Lift*
- *Lowest Ceiling Required*

***Before You Buy Any Lift
See a Mohawk Lift***

Check out how a Mohawk Lift is made here:
www.MohawkLifts.com/2Post-Construction

Call or visit Mohawk at:

1-800-833-2006

www.MohawkLifts.com

Mohawk Lifts is a trademark of Mohawk Lifts LLC.,
which is not affiliated with the competitors included in this
comparative advertisement.



**MOHAWK
LIFTS**

MOBILE COLUMN LIFTS DARE TO COMPARE

Mohawk Lifts vs.
Other Mobile Column Lifts



*Do you know the limitations
of other brands?*

ARI PHOENIX

ROTARY LIFT

STERTIL KONI

SEFAC

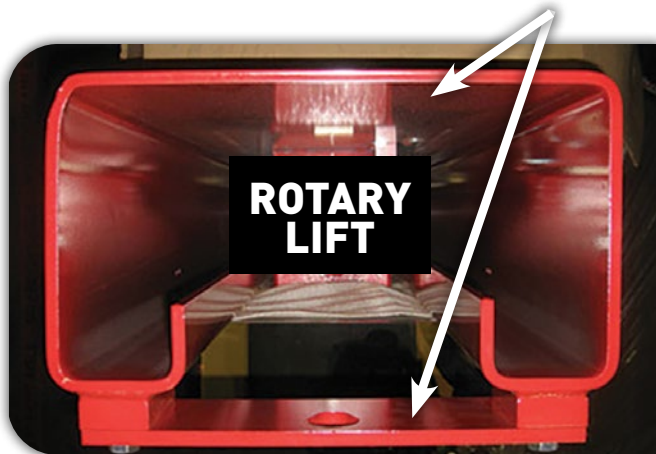
COLUMN CONSTRUCTION

#2

Mohawk mobile column lifts are made with fork lift masts. Fork lift masts are built to last forever, vs. bent sheet metal columns, which is weakened sheet metal.



Bent Sheet Metal Columns & Support "Strips" / "Braces"



OPERATING CONDITIONS

#3

#1 - Mohawk Lifts DO NOT have limiting ambient temperature operating conditions.

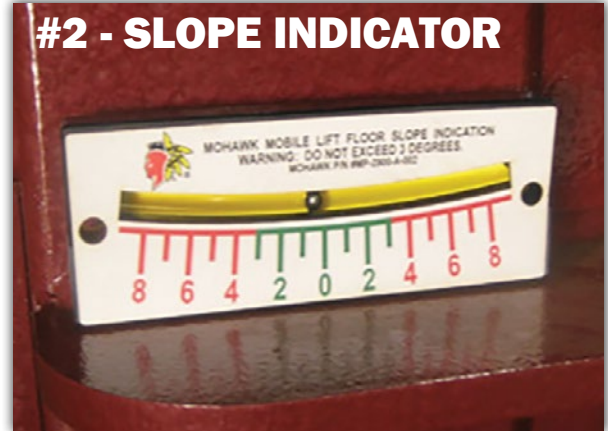
#2 - Mohawk Lifts CAN BE used on a 3° max floor slope vs. Rotary Lifts with 0.6° or Steril Koni 0° max.

Mohawk offers a slope indicator accessory to verify the angle of shop floor.

#3 - Mohawk's mobile columns have available 22" lifting forms to raise both dual tires.

#4 - Mohawk Lifts DO NOT have limiting operation conditions on duty cycle times.

#2 - SLOPE INDICATOR



Rotary Lift Mobile Column Warning Decal

OPERATING INSTRUCTIONS
Only Authorized Personnel Are to Operate Lift. Before operating lift, read Operation & Maintenance Manual and Safety documents supplied with lift.

⚠ WARNING This motor has internal arcing or sparking parts. To minimize the Risk of Explosion, DO NOT expose to flammable vapors.

#1 **OPERATING CONDITIONS:** Lift is not intended for outdoor use and has an operating ambient temperature range of 41°-104°F (5°-40°C).

DO NOT use lift in a manner other than intended. Included (but not limited to) examples of unapproved uses of the lift are: lifting vehicle by only one side, lifting different axles with a column pair, and lifting non-approved items. See Operation Manual for more detailed instructions.

#2 DO NOT use on asphalt. Lift must be on concrete with a minimum strength of 3000PSI and a minimum thickness of 4.5". Maximum allowed floor slope is 1/8" per foot side to side of vehicle and 1/4" per foot front to rear of vehicle. DO NOT use on a suspended floor structure without specific approval from structural engineer.

#3 Ensure tires are properly inflated before lifting. DO NOT exceed tire load rating when raising vehicle.

#4 Motor duty cycle is one full lifting operation within a 10 minute period. Example: 80 second rise time, 8 minutes 40 second rest.

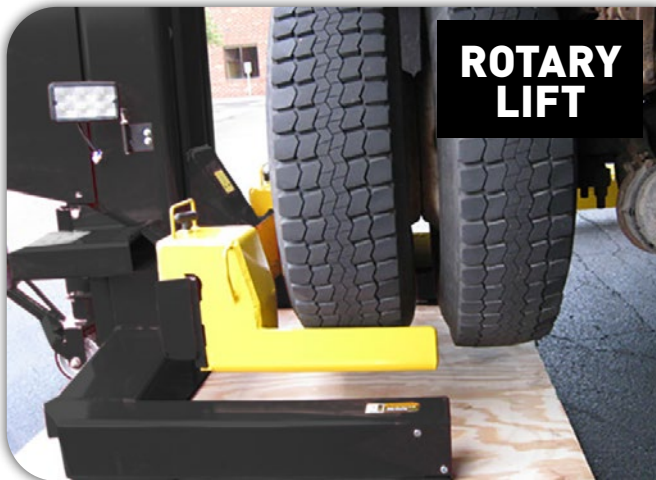
Release parking brake before raising vehicle.

Error Codes and Explanations:
E1 Improper Configuration

LIFTING FORKS

#4

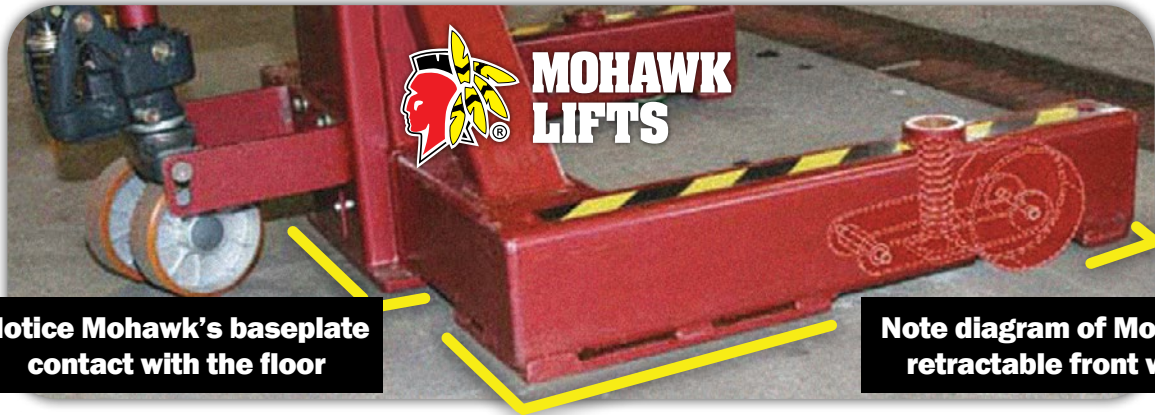
Mohawk uses 22" lifting forks to fully engage dual rear tires. Shorter forks won't fully engage a flotation tire or grab **both rear tires** which over pressurizes the tires.



MOBILE - SAFETY

#5

Mohawk mobile columns have large baseplates & retractable rubber wheels to ensure load is grounded and stabilized



Notice Mohawk's baseplate contact with the floor

Note diagram of Mohawk's retractable front wheel

Note: Competitive lifts make minimal contact with the shop floor. Retractable wheels are safer. Would you go weightlifting in roller skates?



Notice minimal contact with floor area under column

**STERIL
KONI**



Wheels bear much of the load

SEFAC

LIFT QUALITY

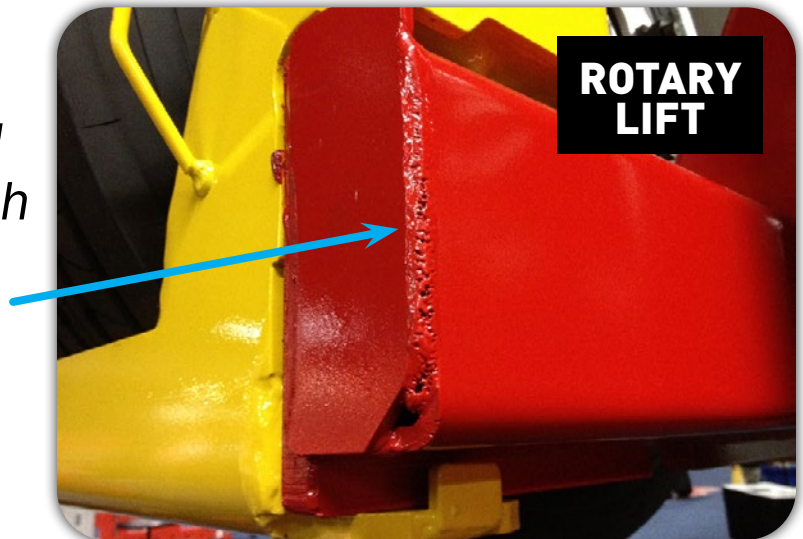
#6

*Mohawk Lifts are designed and built above and beyond the industry standards for safety and quality. Mohawk builds lifts to last a **LIFETIME**.*



This photo shows weld quality on a Rotary Mach 4 mobile lift

Photo taken at APWA Show in Anaheim CA in August 2012



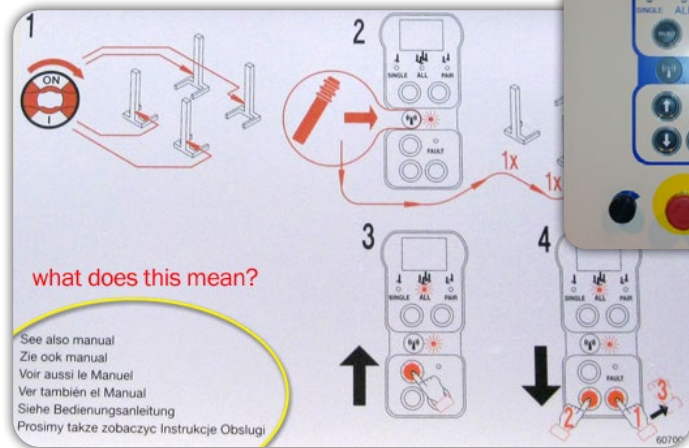
LIFT OPERATION

#7

Unlike other lifts, Mohawk mobile columns use touch screens and easy to follow startup sequence unlike the competition.



STERIL KONI



ROTARY LIFT

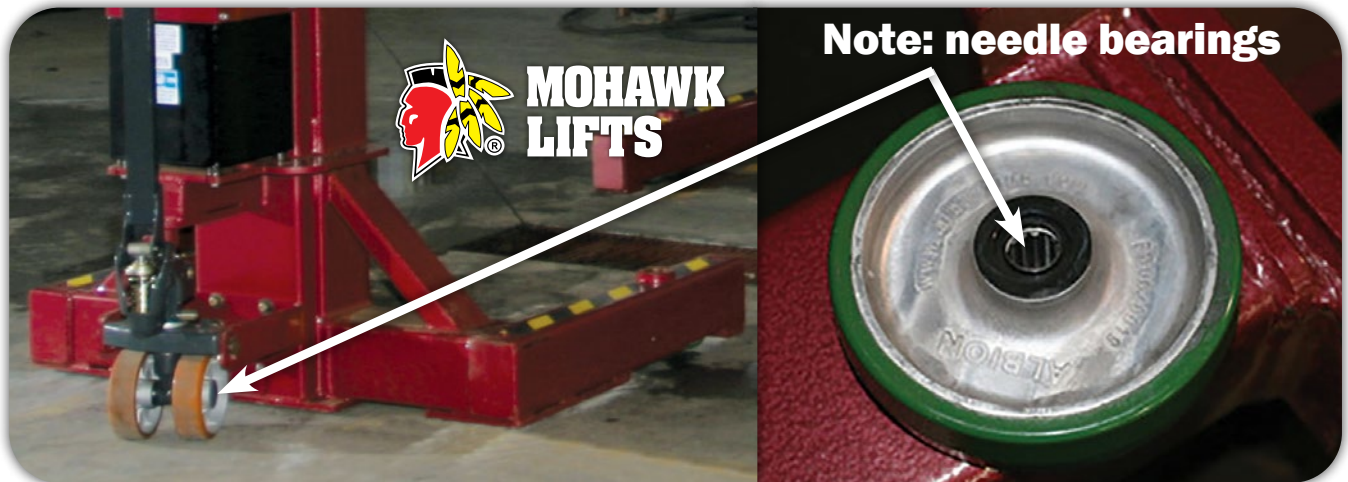


**Mohawk's easy to follow
startup and operational
controls**

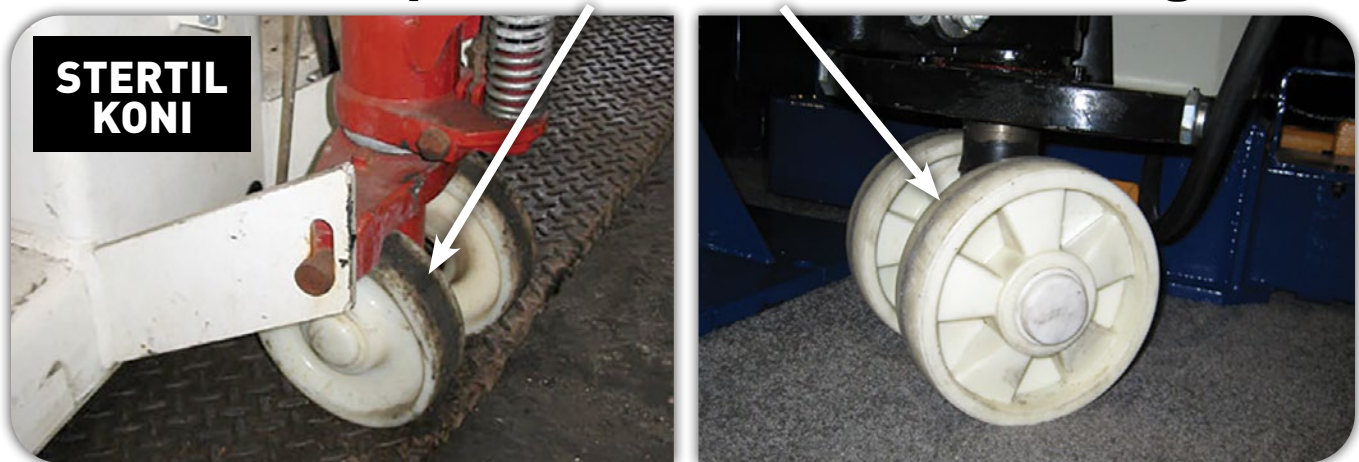
RUBBER CUSHIONED WHEELS

#8

Mohawk's wide rubber coated, bearing enclosed wheels help ease column movement whereas some other lifts use solid plastic or metal wheels can easily get stuck on expansion seams, stones, or a dropped washer on the shop floor.



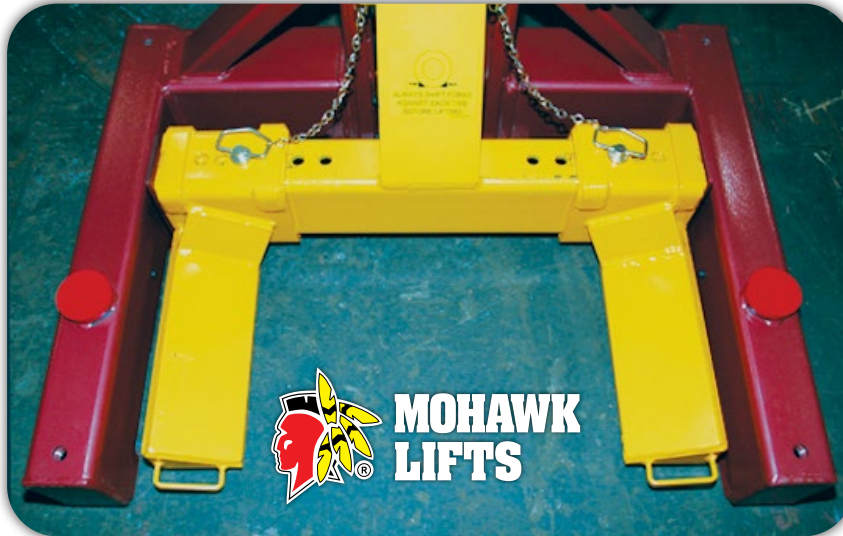
Note: solid plastic wheels without rubber coating



ADJUSTABLE FORKS

#9

Adjustable forks don't need wheel reducer sleeves which can be forgotten, reduce lifting capacity or slip off



vs. fixed position forks that require wheel reducer sleeves for smaller tires



FRONT TO REAR ADAPTERS

#10



**Shown: MP-18
Accessory
#MP-2500-A-004**

Mohawk's slip-on front to rear bumper adapter allows lifting with only two columns with a maximum lifting capacity of 26,000 lbs

Other brands offer this option but with just a small fraction of the lifting capacity



DOUBLE WIDE COLUMN OPTION

#11

Mohawk offers double wide columns for tandem wheel lifting (4 columns do the work of 6 columns).



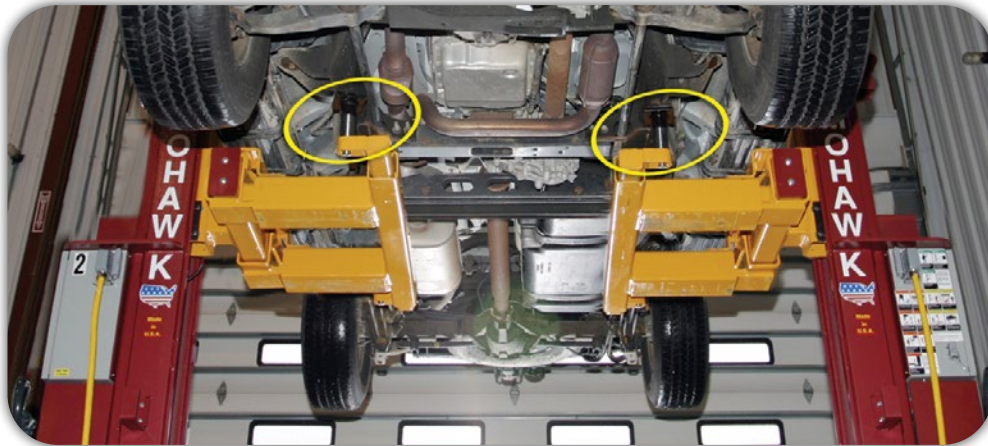
**Above shows fork number 2 & 3
engaging single rear tire**



AUTO FRAME ADAPTERS

#12

Mohawk's auto frame adapter quickly slides over lifting forks & allows two columns to raise cars & light trucks by the frame to leave wheels free.



MOBILE JACK STANDS

#13

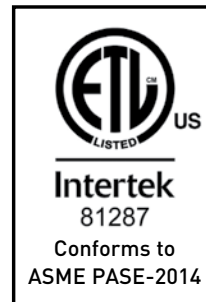
Mohawk jack stands are available in rubber coated flat pads or optional axle engaging lift pads.



Mohawk jack stands are ETL certified to meet the one and only national safety standard ASME PASE and are available in 20,000, 30,000 or 40,000 lb. capacities.

**1 set of
columns
+
1 set of
stands
=
2 vehicles in
the air**

Mohawk's mobile jack stands are equipped with handle and large casters for easy movement.



- A set of stands allows columns to be moved to a different bay and raise another vehicle.
- Adjustable height stands are available in 47-77" and 30-47" varieties.

OTHER MOHAWK OPTIONS

#14



Shown: MP-18 Accessory
#MP-1300-A-020

PENDANT CONTROL - Allows walk around remote operation to view all columns



Shown: MP-18 Accessory
#MP-2400

WING PLOW ADAPTER/RV SLIDE OUT ADAPTER

- Allows wing snow plow trucks to be raised **without removing the snow plow**
- Allows RV slides to be extended and lifted



MP-18 Series
Accessory
#MP-2200-A-001

FORK TRUCK ADAPTER KIT

- Permits two columns to be used to raise fork lifts
- Mohawk's fork lift adaptor capacity is ALL certified to 28,000 lbs.



MP-24 Series Accessory
#MP-2300-A-006

CHASSIS LIFTING BEAM - Permits vehicles to be raised by the frame, leaving the **wheels hanging free**.

WHERE IS THE LIFT MADE

#15

*Headquartered in Amsterdam, N.Y
Mohawk mobile column lifts are
proudly designed, welded, and
manufactured in the U.S.A.*





MOHAWK LIFTS

- *Heaviest Built*
- *The Longest Warranty*
- *Made in America*

***Before You Buy Any Lift
See a Mohawk Lift***

Check out how a Mohawk Lift is made here:
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Call or visit Mohawk at:

1-800-833-2006

www.MohawkLifts.com

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DARE TO COMPARE 16,000–20,000 LB CAPACITY LIFTS

Mohawk Lifts
vs.
The Competition



MOHAWK



#1

COLUMN COMPARISON

Mohawk Forklift Mast / “[” Channel Column Design vs
Bent Sheet Metal, Double “S” Design.

3/4” High
Strength Forklift
Mast Section

Bent Sheet Metal

**ROTARY
LIFT**

CHALLENGER LIFT

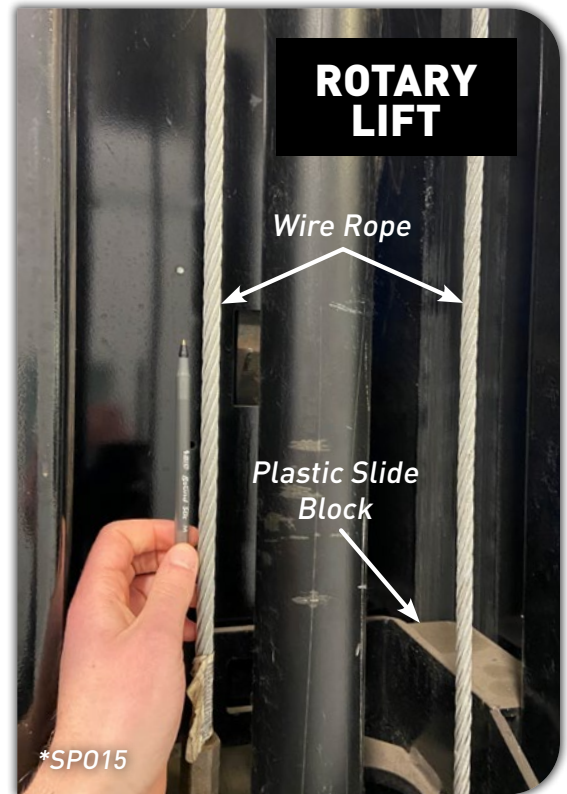


**MOHAWK
LIFTS**

*Column designs are exemplary. Shown
is SP012 12,000 lb. Column inside a
Mohawk 10,000 lb. System-1A Column

#2

DIRECT DRIVE VS. CABLE DRIVE



Hydraulic vs. Cable Synchronization

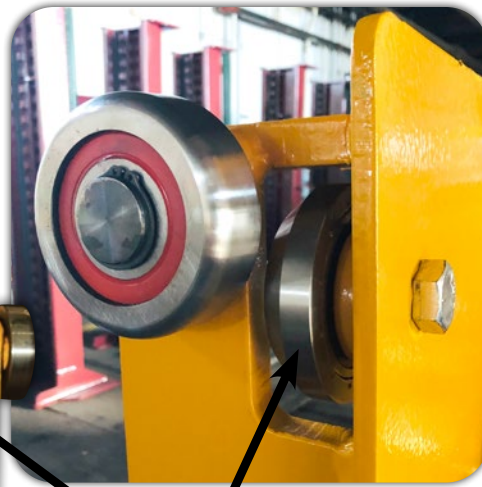
A full hydraulic system—as opposed to a stretchable, adjustable, wire rope / cable equalization system—ensures the safest, most level rise. When lifting heavy vehicles with uneven weight distribution, a direct-hydraulic synchronization system is superior.

Get more info at MohawkLifts.com/Equalization

#3



**MOHAWK
LIFTS**



1" Thick Steel
Plate Safety
Lock

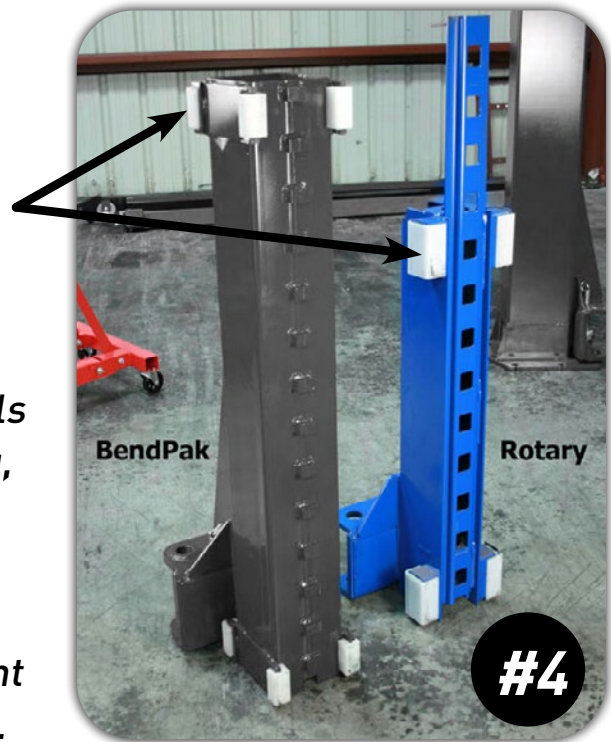
Fork Lift
Mast
Bearings

Side Load
Bearings
vs.
Plastic Slide
Blocks

Unlike other lifts, Mohawk carriage rolls on (8) 4" double sealed, self lubricating, heavy duty ball bearing rollers for a lifetime of trouble-free service. Competitors use plastic slide blocks (shown in white), which require frequent replacement (typically every 3-5 years).

CARRIAGE DESIGN

**Competitive images below
are of 10,000 lb. capacity lifts*





**MOHAWK
LIFTS**

4" Cylinder

Direct Drive
Lifting Rods

Sealed Roller
Bearings

LIFT COMPONENTS

Wire Rope, Plastic Cable
Roller, Plastic Slide
Block & Rubber Hose



Broken Cable Roller

3/8" Wire
Rope

Rubber
Hydraulic
Hose

Plastic
Slide
Block
(sheave)

- Sealed roller bearings
- Stainless steel hydraulic lines
- Direct drive lifting rods

VS.

- Plastic sliders
- Plastic cable rollers
- Rubber hydraulic hoses
- Wire rope

#5

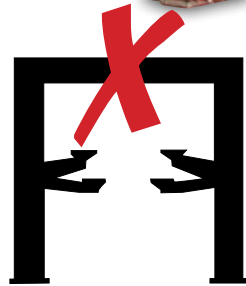
OVERHEAD OBSTRUCTIONS



Bent overhead cable cover



Mohawk offers adjustable overhead or in-floor hydraulic lines (shown) for all your lifting needs or for low ceiling shops.

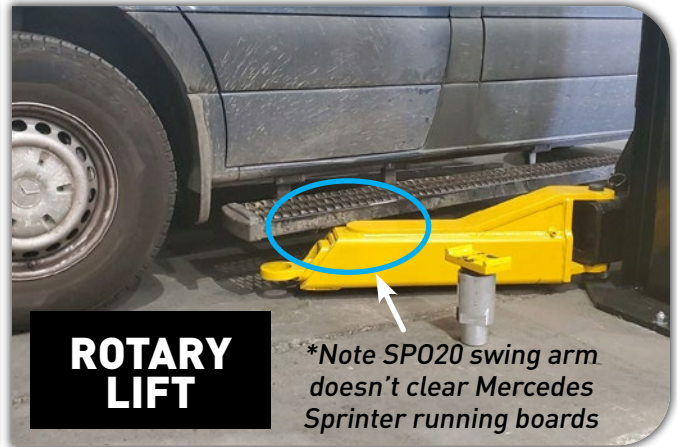
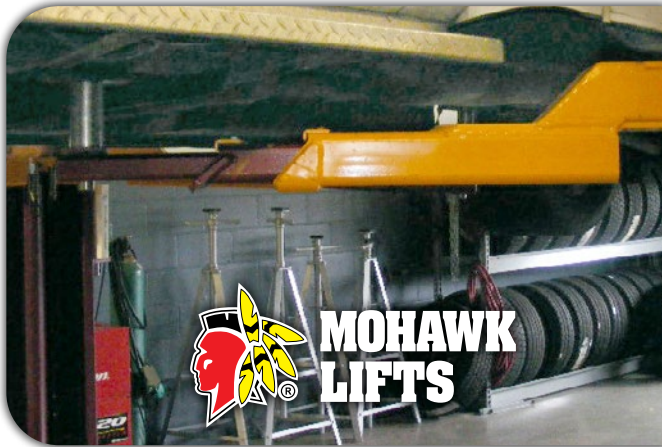


*Other lifts have fixed overhead cable covers which **limit lifting height.***



#6

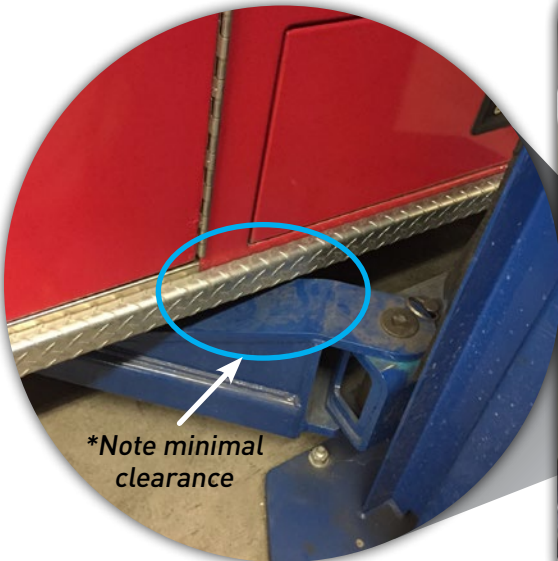
SWING ARM CLEARANCE



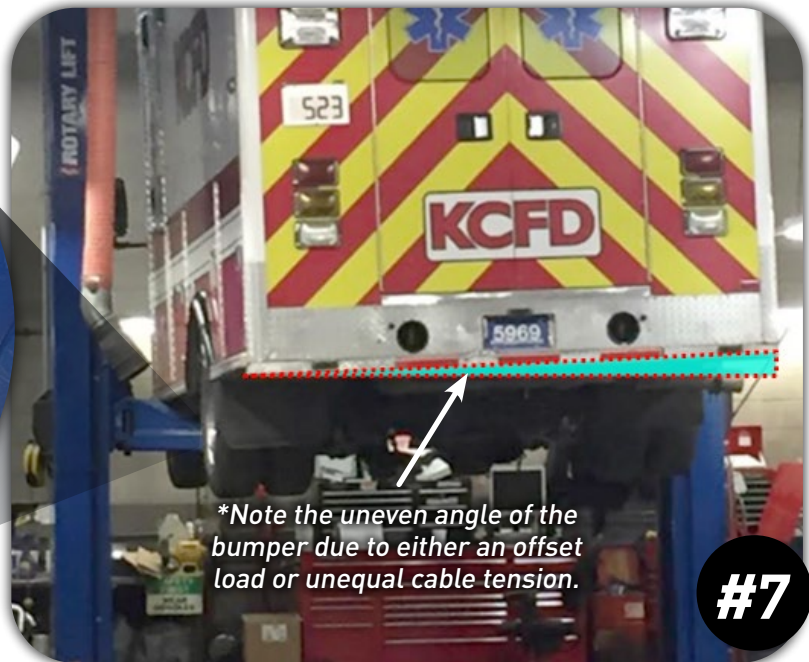
**ROTARY
LIFT**

**Note SP020 swing arm
doesn't clear Mercedes
Sprinter running boards*

Mohawks' low profile 4.5" swing arms fit under most passenger cars, and low riding or wide body vehicles. Competitive lift pad heights are ~6", and arm slopes/tubes are too high to fit under many widebody boxes, running boards, fuel tanks, etc.



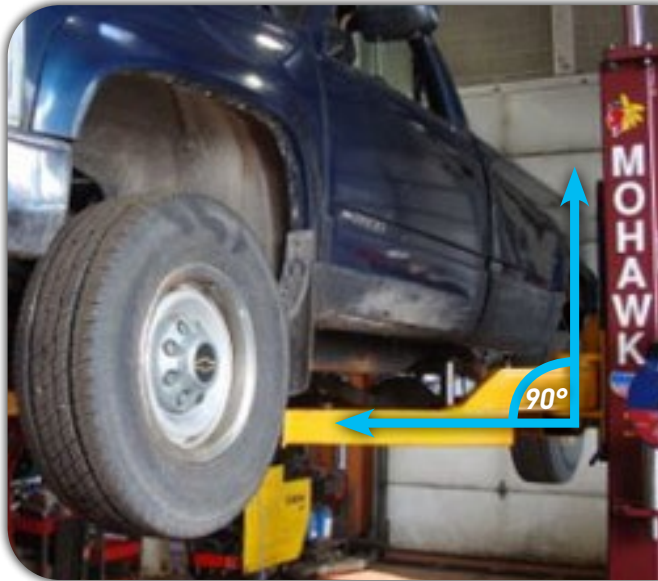
**Note minimal
clearance*



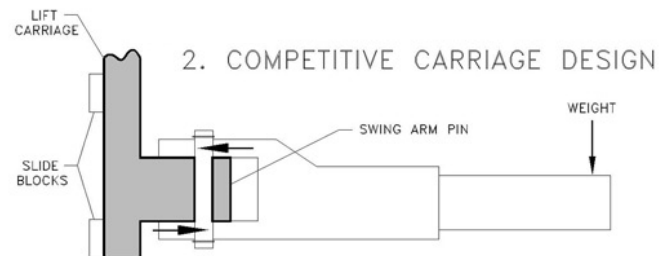
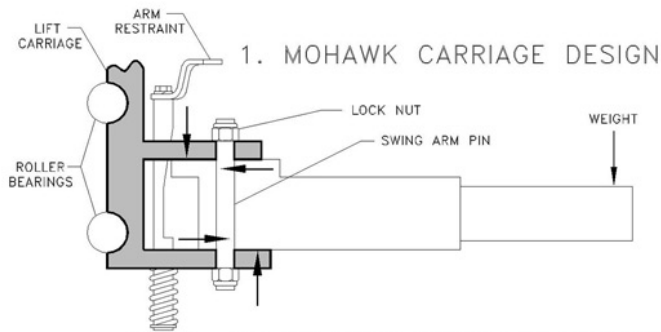
**Note the uneven angle of the
bumper due to either an offset
load or unequal cable tension.*

#7

SWING ARM DEFLECTION



Both vehicles are Chevy Silverado's yet arms on the left are at a 90 degree angle while the other brand droops down.



Top carriages (left) grip the arm distributing the load throughout vs. some lifts with a majority of the sheering force on the arm pin.

WEARABLE COMPONENTS



Competitor Lifts Components



Broken,
Low-Grade
Cable Bolt

10,000 lb. capacity lift shown



Broken
Plastic Cable
Roller

*The competition use wire ropes/cables, plastic pulleys, rubber hoses, plastic slide blocks that all wear out needing regular maintenance and replacement. Mohawks' sealed roller bearings, stainless steel hydraulic lines and direct drive lifting rods are designed to **LAST A LIFETIME.***

WARRANTY

ITEM	MOHAWK	COMPETITORS
Structural	25 years	1–5 years
Mechanical	10 years	1 year
Hydraulic Cylinders	5 years	1–2 years
Cylinder Seals	Lifetime, Orig. Owner	1 year
Power Unit	2 years	1–2 years
Electrical Components	1 year	1 year

COST OF REPLACEMENT

MOHAWK	COMPETITORS	FREQUENCY	PART COST	SERVICE COST*	TOTAL COST*	DOWNTIME COSTS
<u>NONE</u>	Plastic Slide Blocks	2–5 years	\$60–\$100/set	\$500–\$1000	\$560–\$1100	\$150–\$250/ hour
	Rubber Hoses	0–5 years	\$200–\$400/set	\$200–\$500	\$400–\$900	
	Wire Ropes	2–4 years	\$200–\$500/set	\$200–\$500	\$400–\$800	
	Cable Rollers	3–5 years	\$30–\$60/pair	\$200–\$500	\$230–\$560	
	Power Unit	0–10 years	\$500–\$1000	\$200–\$500	\$700–\$1500	

TOTAL COST OF OWNERSHIP - 10 YEARS**

Mohawk Two-Post Lift: \$0.00 (10 year Mechanical Warranty)

Competitive Two-Post Lift: \$3,000++

**Service cost may or may not include dispatch and mileage. Surveyed by lift service companies nationally.*

*** Expected/estimated*

CYLINDER SIZE COMPARISON

Mohawk's large 4" cylinders equal a longer seal, cylinder, motor and pump life vs higher operating pressure of small cylinders.



All 4 cylinders shown are from 10,000 lb. models

Mohawk Lifts have a **LIFETIME** warranty on cylinder seals. Competitors only have 12 months.

#11

THE US NAVY DOESN'T TRUST WIRE ROPES



NAVFAC Vertical Transportation Equipment Program

NAVFAC VTE Program Safety Directive AL-2013.01

12 April 2013

SUBJ: AUTOMOTIVE LIFT SURVEY OF SUSPENSION WIRE ROPE

Primary Responsibility: NAVFAC VTE Program Lead Certifying Officials, Navy Wide

Encl: (1) NAVFAC Mid-Atlantic Safety Office Near-Miss Notice
(2) NAVFAC VTE Program Safety Survey 12 April 2013

1. On 29 March 2013, Encl (1) was issued as a result of catastrophic failure of the wire rope suspension means on a **BRAND INTENTIONALLY OMITTED** automotive lift in Norfolk, VA. The lift design utilizes steel wire ropes to raise and lower the vehicle ...

Daily: Check cables and sheaves for wear. Observe for frayed cable strands. Wipe cables with a rag to detect hard to see small broken cable strands. Replace cables showing any broken strands. Replace worn parts as required with genuine Rotary parts.

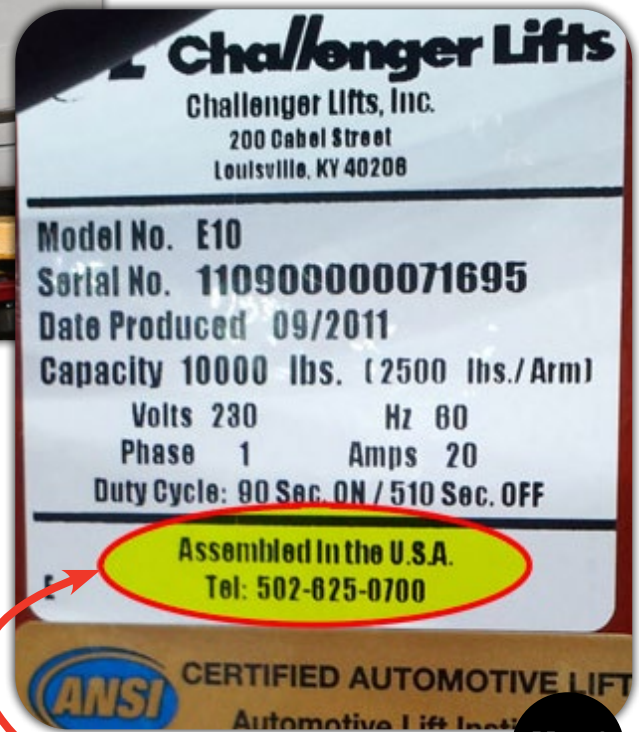
Operating Manual - Cable Equalized Lift



Equalization cables on competitive lifts fray, requiring daily inspections and frequent maintenance

#12

MADE IN THE USA OR OFFSHORE?



All Mohawk two post lifts are designed, welded, and manufactured in the U.S.A. while other lift brands are made in communist China or only assembled in the U.S.A. from Chinese parts.

What does this mean to you?

#13

MOHAWK TWO POST ACCESSORIES



Shown:
TP-16
Accessory
#601-440-
017

SAFETY WEIGHT GAUGE

Shows techs lift has been lowered on mechanical locks and aids in vehicle diagnosis



Shown: System
IA-10 Accessory
#016-011-012

STORAGE ADAPTER

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Accessory #009-012-001

DUAL TROUGH TURF KIT

The only lift made (or designed) for both vehicle service and turf maintenance equipment



Shown: System IA
Accessory #ZZ757-D

DRIVE-ON ADAPTER

No wasted time positioning swing arms, wheels and tires hang free for easy maintenance with full under-car access

#14



MOHAWK LIFTS

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- The Longest Warranty
- US Made
- Widest or Narrowest Lift
- Lowest Ceiling Required

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comparative advertisement.





Vendor: **MOHAWK RESOURCES LTD**
 PO Box 110, Amsterdam, NY 12010
HUNTER@MOHAWKLIFTS.COM
 800-833-2006



For purchase of Hunter equipment using:

Missouri State Contract #
CC180160002
Valid: 07/18/2017 - 02/10/2022

All quoted equipment has been Competitively Bid and Competitively Awarded on Missouri State Contract # CC180160002, and is Guaranteed Best government pricing. Freight, Installation, Training & Training Certificates Included @ No Charge.

CUSTOMER
St Charles Department 2550 Bethel Road, St Charles, MO 63301 hightower.org

QUOTE NO	QUOTE DATE
St Charles 030321 PRONTO-III	3/3/2021
Freight Terms:	FOB Destination, Prepaid
Payment Terms:	Net 30
Lead Time:	25-40 Business Days ARO
Good Through: May 2, 2021	

PART #	DESCRIPTION	QTY	LIST PRICE	CONTRACT PRICE	TOTAL
PRONTO-III	Alignment System with compact mobile cabinet, 24" LCD display, color printer. Manually operated, cabinet mounted vertical camera lift provides full range of travel for extra lift height or to work with the vehicle on the floor and move from bay to bay.	1	\$ 17,814.00	\$ 13,890.06	\$ 13,890.06

Click here for Mohawk Resources Federal Form W-9: www.mohawklifts.com/Mohawk-W9

NOTES:

Subtotal	\$ 13,890.06
Sales Tax (if applicable)	\$ -
TOTAL	\$ 13,890.06

This quotation is subject to the terms and conditions noted on the following page

TERMS AND CONDITIONS

- 1) This order is subject to the standard terms and conditions of the above named contract and the corresponding master agreement, which are hereby incorporated by reference and accessible at www.govlifts.com.
- 2) The quoted prices have been competitively bid and awarded and are guaranteed to be the lowest government prices.
- 3) Electrical and compressed air connections to equipment are not included on this quotation. Any required concrete or electrical work is to be supplied by an outside contractor or the buyer and is not included in this quote.
- 4) All software pre-installed on, or subsequently released by Hunter for, Hunter equipment is licensed pursuant to the Hunter Engineering Company End User License Agreement ("EULA") accompanying such software. By placing an order for, purchasing, or using Hunter equipment, you acknowledge and agree to be legally bound by the EULA, which is hereby incorporated by reference.
- 5) Each party will agree to defend, hold harmless, and indemnify the other from any cost, loss, or damages of any type, including attorney fees, to the extent that they arise from the breach of the Agreement and/or willful misconduct or negligence.
- 6) The buyer is responsible for inspecting all products at the time of delivery and before signing the delivery receipt, freight bill, or bill of lading. Should the buyer determine at the time of delivery that any items are damaged or missing the buyer must note the item, discrepancy, or condition on the delivery receipt, freight bill, or bill of lading. Mohawk is not responsible for missing or damaged products when the buyer has signed the delivery receipt, freight bill, or bill of lading in good condition.
- 7) A fork truck must be supplied at the offload site to unload the equipment from the freight carriers and, if applicable, for installation.
- 8) Price does not include sales tax (unless applicable), duties, brokerage, or any other fees.
- 9) Any and all permits, licenses, fees, etc. are the buyers responsibility

To place your order using this quotation, please fill in the following required information:

BILLING INFORMATION

Name: _____
Address: _____

Contact: _____
Phone: _____
Email: _____

SHIPPING INFORMATION

Name: _____
Address: _____

Contact: _____
Phone: _____
Email: _____

Delivery Hours/Instructions: _____

Acknowledged and Accepted by:

Authorized Buyers Name (PRINT)

Title

Phone

Authorized Buyers Signature

Date

Email

Remit orders to:

MOHAWK RESOURCES LTD.
PO Box 110, Amsterdam, NY 12010
HUNTER@MOHAWKLIFTS.COM
Fax: 518-842-1289

Sales, Service, and Manager Personnel Lookup

Enter any combination of last name, first name, state, or territory number.

If unsure of the spelling of a last name, enter only a few letters of the name.

For example, typing "bl" in the last name box will yield a display of several people whose last names contain "bl".

Tip: By leaving all fields blank, you will get the entire list of sales and service personnel. This may take some time, however.

Representative Search

Last Name:

First Name:

State/Province:

Territory Number:

Type:

- ☒ All
- ☐ Sales Representative
- ☐ Service Representative
- ☐ Trainer
- ☐ Regional Manager
- ☐ Canadian Representative

Sort:

- ☒ Last Name ☐ Territory

Clear

Search

Representative Search by Zipcode

Zip Code:

Clear

Search



Sales

Communications

Service

Product Support (/productsupport)

Training

Anderson, Charles

Type: Sales Representative

Territory: HOU033

Address:

1415 Trails of Katy Ln

Katy, TX 77494

Email: hunterequipmentinfo@gmail.com (mailto:hunterequipmentinfo@gmail.com)

Primary Contact:

Mobile: (832)-657-1102

Secondary Contact:

Via Email



Bigham III, BJ

Type: Service Representative

Territory: SAT032

Address:

P.O. Box 2426

Granbury, TX 76048

Email: bjbigham.Hunter@gmail.com (mailto:bjbigham.Hunter@gmail.com)

Primary Contact:

Business: (817)-559-3933

Secondary Contact:

Via Email



Sales

Service

Product Support (/productsupport)

Training

Communications

Billings, Chris

Type: Service Representative

Territory: SAT042

Address:

18014 DOMINO RD.

WALLER, TX 77484

Email: billingsequipsolutions@gmail.com (mailto:billingsequipsolutions@gmail.com)

Primary Contact:

Mobile: (281)-785-5840

Secondary Contact:

Via Email



Billings, Chris

Type: Service Representative

Territory: HOU032

Address:

18014 DOMINO RD.

WALLER, TX 77484

Email: billingsequipsolutions@gmail.com (mailto:billingsequipsolutions@gmail.com)

Primary Contact:

Mobile: (281)-785-5840

Secondary Contact:

Via Email



Sales

Communications

Service

Product Support (/productsupport)

Training

Bogan, Patrick

Type: Service Representative

Territory: DAL056

Address:

955 COUNTY ROAD 2154

Caddo Mills, TX 75135

Email: patthehunterguy@gmail.com (mailto:patthehunterguy@gmail.com)

Primary Contact:

Mobile: (972)-369-9521

Secondary Contact:

Via Email



Bradford, David

Type: Sales Representative

Territory: SAT045

Address:

27540 Twin Peak

San Antonio, TX 78261

Email: ddb1019@gvtc.com (mailto:ddb1019@gvtc.com)

Primary Contact:

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Sales

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Product Support (/productsupport)

Training

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Sales

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Product Support (/productsupport)

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Communications

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Product Support (/productsupport)

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Sales

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Sales

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Address:

40 Cypress Creek Pkwy #384

Houston, TX 77090-3530

Email: redshirt28@hotmail.com (<mailto:redshirt28@hotmail.com>)

Primary Contact:

Business: (281)-844-7540

Secondary Contact:

Mobile: (281)-844-7540



Sales

Communications

Service

Product Support (/productsupport)

Training

Towner, Aaron

Type: Service Representative

Territory: SAT054

Address:

216 Blacktail Court

Azle, TX 76020

Email: huntersvc@yahoo.com (mailto:huntersvc@yahoo.com)

Primary Contact:

Mobile: (940)-867-0465

Secondary Contact:

Via Email



Trainer, Gordon

Type: Sales Representative

Territory: SAT033

Address:

209 Tanglewood Rd.

Temple, TX 76502

Email: gtrainer@aol.com (mailto:gtrainer@aol.com)

Primary Contact:

Mobile: (254)-760-1463

Secondary Contact:

Via Email



Sales

Communications

Service

Product Support (/productsupport)

Training

Trainer, Brice

Type: Service Representative

Territory: SAT004

Address:

411 Downing St.

Belton, TX 76513

Email: bricetrainer41@gmail.com (mailto:bricetrainer41@gmail.com)

Primary Contact:

Mobile: (254)-295-7098

Secondary Contact:

Via Email



Van Winkle, Clint

Type: Service Representative

Territory: HOU070

Address:

PO Box 1319

Pinehurst, TX 77362-1319

Email: hunterrep97@Reagan.com (mailto:hunterrep97@Reagan.com)

Primary Contact:

Mobile: (281)-799-1593

Secondary Contact:

Business: (281)-799-1593



Sales

Communications

Service

Product Support (/productsupport)

Training

Wiesehan, Randall

Type: Service Representative

Territory: SAT048

Address:

31027 Keeneland Dr.

Boerne, TX 78015

Email: waessi@cs.com (mailto:waessi@cs.com)

Primary Contact:

Mobile: (210)-827-4877

Secondary Contact:

Via Email



Wilson, Bill

Type: Regional Manager

Territory: SAT000

Address:

8271 Liberty Park

Boerne, TX 78015

Email: bwilson@hunter.com (mailto:bwilson@hunter.com)

Primary Contact:

Business: (806)-786-7524

Secondary Contact:

Via Email



Sales

Service

Product Support (/productsupport)

Training

Communications

Windham, Chris

Type: Service Representative

Territory: HOU046

Address:

1801 GREENFIELD DR
ROSENBERG, TX 77471

Email: chriswindham.heco@outlook.com (mailto:chriswindham.heco@outlook.com)

Primary Contact:

Mobile: (864)-625-8753

Secondary Contact:

Via Email



Yoder, Joe

Type: Sales Representative

Territory: DAL027

Address:

8617 Bacardi Dr.
Dallas, TX 75238

Email: joe@huntersalesrep.com (mailto:joe@huntersalesrep.com)

Primary Contact:

Business: (972)-998-2660

Secondary Contact:

Via Email

Sales

Service

Product Support (/productsupport)

Training

Communications

(/)

11250 Hunter Drive
Bridgeton, MO 63044
+1 (314) 731-0000

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[RM Portal \(https://apps.hunter.com/jqMarketing/rmPortal/rmPortal.html\)](#)

[Sales](#)

[Service](#)

[Product Support \(/productsupport\)](#)

[Training](#)

Communications

Sales, Service, and Manager Personnel Lookup

Enter any combination of last name, first name, state, or territory number.

If unsure of the spelling of a last name, enter only a few letters of the name.

For example, typing "bl" in the last name box will yield a display of several people whose last names contain "bl".

Tip: By leaving all fields blank, you will get the entire list of sales and service personnel. This may take some time, however.

Representative Search

Last Name:

First Name:

State/Province:

Territory Number:

Type:

- ☒ All
- ☐ Sales Representative
- ☐ Service Representative
- ☐ Trainer
- ☐ Regional Manager
- ☐ Canadian Representative

Sort:

- ☒ Last Name ☐ Territory

Clear

Search

Representative Search by Zipcode

Zip Code:

Clear

Search



Allen, Ryan

Type: Service Representative

Territory: CIN030

Address:

6280 County Rd. 9

Edison, OH 43320

Email: rallen32@icloud.com (mailto:rallen32@icloud.com)

Primary Contact:

Mobile: (740)-361-6266

Secondary Contact:

Via Email



Allen, Ryan

Type: Service Representative

Territory: CLE030

Address:

6280 County Rd. 9

Edison, OH 43320

Email: rallen32@icloud.com (mailto:rallen32@icloud.com)

Primary Contact:

Mobile: (740)-361-6266

Secondary Contact:

Via Email



Askew, Dustin

Type: Sales Representative

Territory: CLE029

Address:

11919 Kenyon Rd

Mt. Vernon, OH 43050

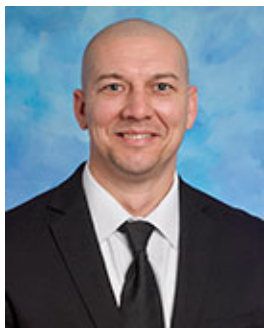
Email: hunterdustin2014@gmail.com (<mailto:hunterdustin2014@gmail.com>)

Primary Contact:

Mobile: (740)-504-7135

Secondary Contact:

Via Email



Bielski, Josh

Type: Sales Representative

Territory: CIN003

Address:

5139 State Route 152

Richmond, OH 43944

Email: bielskij.huntersales@outlook.com (<mailto:bielskij.huntersales@outlook.com>)

Primary Contact:

Mobile: (412)-780-2124

Secondary Contact:

Via Email



Bishop, Jon

Type: Regional Manager

Territory: CLE000

Address:

2058 Forest Edge Dr

Cuyahoga Falls, OH 44223

Email: jbishop@hunter.com (mailto:jbishop@hunter.com)

Primary Contact:

Mobile: (215)-485-0137

Secondary Contact:

Via Email



Buescher, Don

Type: Sales Representative

Territory: CIN037

Address:

9029 Eldora Dr

Cincinnati, OH 45236

Email: donaldbuescher@gmail.com (mailto:donaldbuescher@gmail.com)

Primary Contact:

Mobile: (513)-623-3748

Secondary Contact:

Via Email



Burke, Jordan

Type: Service Representative

Territory: CIN002

Address:

7543 Walnut Dr

Canal Winchester, OH 43110

Email: burkepartsandservice@gmail.com (mailto:burkepartsandservice@gmail.com)

Primary Contact:

Mobile: (614)-271-2122

Secondary Contact:

Via Email



Burke, Jordan

Type: Service Representative

Territory: CLE002

Address:

7543 Walnut Dr

Canal Winchester, OH 43110

Email: burkepartsandservice@gmail.com (mailto:burkepartsandservice@gmail.com)

Primary Contact:

Mobile: (614)-271-2122

Secondary Contact:

Via Email



Clark, Tobin

Type: Sales Representative

Territory: CLE025

Address:

1523 Clubview Blvd. South

Columbus, OH 43235

Email: tobin@toberclark.com (<mailto:tobin@toberclark.com>)

Primary Contact:

Business: (614)-648-9570

Alternative Business: (614)-648-9570

Secondary Contact:

Mobile: (614)-648-9570



Egert, Tom

Type: Service Representative

Territory: CLE032

Address:

561 Eagle Walk Rd.

Delaware, OH 43015

Email: thomasegert@gmail.com (<mailto:thomasegert@gmail.com>)

Primary Contact:

Business: (614)-791-1159

Secondary Contact:

Via Email



Eisenhart, Matt

Type: Sales Representative

Territory: IND039

Address:

6020 Culpepper Ct

Centerville, OH 45459

Email: mdeisenhart@hotmail.com (mailto:mdeisenhart@hotmail.com)

Primary Contact:

Mobile: (937)-581-1048

Secondary Contact:

Via Email



Fogel, Robert

Type: Service Representative

Territory: CLE020

Address:

8233 GARFIELD DR.

Garrettsville, OH 44231

Email: rfogel03@gmail.com (mailto:rfogel03@gmail.com)

Primary Contact:

Mobile: (330)-717-2167

Secondary Contact:

Via Email



Fox, Dave

Type: Trainer

Territory: CLE098

Address:

1230 Wind Field Ct

Dayton, OH 45458

Email: huntertraining1@gmail.com (<mailto:huntertraining1@gmail.com>)

Primary Contact:

Mobile: (937)-477-3062

Secondary Contact:

Via Email



Harvey, Tom

Type: Service Representative

Territory: CLE016

Address:

414 Classic Drive

Tallmadge, OH 44278

Email: tharv71@gmail.com (<mailto:tharv71@gmail.com>)

Primary Contact:

Business: (330)-790-1332

Secondary Contact:

Via Email



Hatter, Nathan

Type: Service Representative

Territory: CIN036

Address:

6873 Oleander Ct.

Liberty Township, OH 45044

Email: Hattermechanical@gmail.com (mailto:Hattermechanical@gmail.com)

Primary Contact:

Mobile: (513)-218-8614

Secondary Contact:

Via Email



Hoffman, Gavin

Type: Service Representative

Territory: CIN014

Address:

PO Box 160

Miamitown, OH 45041

Email: gavinhman@gmail.com (mailto:gavinhman@gmail.com)

Primary Contact:

Business: (513)-400-5980

Secondary Contact:

Via Email



Huff, Rich

Type: Service Representative

Territory: CLE068

Address:

2650 Elmwood Dr

Sylvania, OH 43560

Email: rhuffc8K8@msn.com (mailto:rhuffc8K8@msn.com)

Primary Contact:

Mobile: (419)-467-2176

Secondary Contact:

Via Email



Leffler, Joe

Type: Service Representative

Territory: IND006

Address:

6500 Sandusky Rd

Lima, OH 45801

Email: nwohiohunter@gmail.com (mailto:nwohiohunter@gmail.com)

Primary Contact:

Business: (419)-230-7837

Alternative Business: (419)-296-6277

Secondary Contact:

Via Email



Leffler, Joe

Type: Service Representative

Territory: CLE006

Address:

6500 Sandusky Rd

Lima, OH 45801

Email: nwohiohunter@gmail.com (mailto:nwohiohunter@gmail.com)

Primary Contact:

Business: (419)-230-7837

Alternative Business: (419)-296-6277

Secondary Contact:

Via Email



Linfert, Greg

Type: Sales Representative

Territory: CIN027

Address:

1337 Dorado Ct

Amelia, OH 45102

Email: GregLinfert@gmail.com (mailto:GregLinfert@gmail.com)

Primary Contact:

Mobile: (513)-518-2793

Secondary Contact:

Via Email



Marzen, Rick

Type: Service Representative

Territory: CLE048

Address:

8159 South Bedford Rd

Macedonia, OH 44056

Email: rmequipmentservices@gmail.com (mailto:rmequipmentservices@gmail.com)

Primary Contact:

Mobile: (330)-671-1458

Secondary Contact:

Via Email



McCabe II, Michael

Type: Sales Representative

Territory: CIN015

Address:

1074 Marla Drive

Milford, OH 45150

Email: mmccabeii@aol.com (mailto:mmccabeii@aol.com)

Primary Contact:

Business: (513)-460-7567

Secondary Contact:

Via Email



Oliver, Andy

Type: Service Representative

Territory: CLE026

Address:

146 N Buckeye St

Bellevue, OH 44811

Email: A_oliver1181@yahoo.com (mailto:A_oliver1181@yahoo.com)

Primary Contact:

Mobile: (419)-357-3836

Secondary Contact:

Mobile: (419)-357-3836



Olszewski, James

Type: Sales Representative

Territory: CLE027

Address:

7386 Fayette Blvd

Chippewa Lake, OH 44215

Email: jimo@neo.rr.com (mailto:jimo@neo.rr.com)

Primary Contact:

Business: (330)-321-8604

Secondary Contact:

Via Email



Price, Dan

Type: Sales Representative

Territory: CLE001

Address:

110 Secor Woods Lane

Perrysburg, OH 43551

Email: nwohiohunter@yahoo.com (mailto:nwohiohunter@yahoo.com)

Primary Contact:

Mobile: (419)-786-8237

Secondary Contact:

Via Email



Rudokas, Pete

Type: Service Representative

Territory: CIN026

Address:

4856 Meadow Vista Ct

Liberty Twp, OH 45011

Email: peterudokas@gmail.com (mailto:peterudokas@gmail.com)

Primary Contact:

Business: (513)-708-3073

Secondary Contact:

Via Email



Schackmann, Peter

Type: Sales Representative

Territory: IND051

Address:

6760 Whitaker St.

Dayton, OH 45415

Email: ohiohuntersales@gmail.com (<mailto:ohiohuntersales@gmail.com>)

Primary Contact:

Mobile: (513)-484-0562

Secondary Contact:

Via Email



Seaman, Matt

Type: Sales Representative

Territory: CLE057

Address:

8315 Dewey Rd

Thompson, OH 44086

Email: mattseaman.hunterengineering@gmail.com (<mailto:mattseaman.hunterengineering@gmail.com>)

Primary Contact:

Mobile: (216)-509-3998

Secondary Contact:

Via Email



Steele, Sean

Type: Service Representative

Territory: CLE008

Address:

11046 Valley View Rd

Sagamore Hills, OH 44067

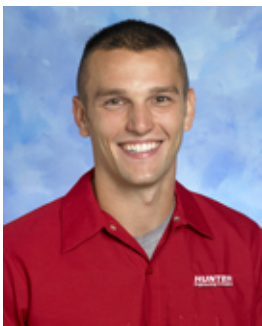
Email: Sean@SteeleQuality.com (mailto:Sean@SteeleQuality.com)

Primary Contact:

Business: (440)-658-3068

Secondary Contact:

Via Email



Steiner, Nick

Type: Service Representative

Territory: CLE004

Address:

5300 Opossum Run Rd.

Grove City, OH 43123

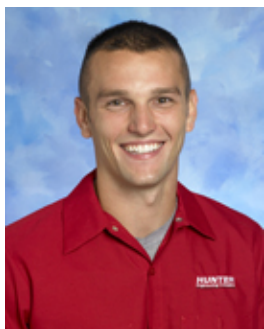
Email: nickaf124@yahoo.com (mailto:nickaf124@yahoo.com)

Primary Contact:

Business: (513)-403-1024

Secondary Contact:

Via Email



Steiner, Nick

Type: Service Representative

Territory: IND014

Address:

5300 Opossum Run Rd.

Grove City, OH 43123

Email: nickaf124@yahoo.com (mailto:nickaf124@yahoo.com)

Primary Contact:

Business: (513)-403-1024

Secondary Contact:

Via Email



Steiner, Greg

Type: Service Representative

Territory: IND028

Address:

2804 Quail Field dr

Lebanon, OH 45036

Email: gsteiner64@yahoo.com (mailto:gsteiner64@yahoo.com)

Primary Contact:

Business: (513)-646-3230

Secondary Contact:

Mobile: (513)-646-3230



Stevic, Keith

Type: Service Representative

Territory: CLE024

Address:

2170 Bailey Rd

Cuyahoga Falls, OH 44221

Email: jrwrench28@gmail.com (mailto:jrwrench28@gmail.com)

Primary Contact:

Mobile: (330)-474-9156

Secondary Contact:

Via Email



Todd, Greg

Type: Sales Representative

Territory: CLE007

Address:

920 West Cambridge

Alliance, OH 44601

Email: OhioWheelmanHunter@gmail.com (mailto:OhioWheelmanHunter@gmail.com)

Primary Contact:

Mobile: (330)-285-8385

Secondary Contact:

Via Email



VanCuren, Curtis

Type: Service Representative

Territory: CIN034

Address:

73621 Reservoir Hill Rd

Flushing, OH 43977

Email: curtisvancuren@gmail.com (mailto:curtisvancuren@gmail.com)

Primary Contact:

Mobile: (740)-827-6016

Secondary Contact:

Via Email



Yascavage, Dustin

Type: Heavy Duty Sales Representative

Territory: CIN089

Address:

9745 Stonerock Ct

Centerville, OH 45458

Email: dustin.yascavage@gmail.com (mailto:dustin.yascavage@gmail.com)

Primary Contact:

Mobile: (937)-623-4323

Secondary Contact:

Via Email



Yascavage, Dustin

Type: Heavy Duty Sales Representative

Territory: CLE089

Address:

9745 Stonerock Ct

Centerville, OH 45458

Email: dustin.yascavage@gmail.com (<mailto:dustin.yascavage@gmail.com>)

Primary Contact:

Mobile: (937)-623-4323

Secondary Contact:

Via Email



Yascavage, Dustin

Type: Heavy Duty Sales Representative

Territory: IND789

Address:

9745 Stonerock Ct

Centerville, OH 45458

Email: dustin.yascavage@gmail.com (<mailto:dustin.yascavage@gmail.com>)

Primary Contact:

Mobile: (937)-623-4323

Secondary Contact:

Via Email

(/)

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Bridgeton, MO 63044
+1 (314) 731-0000

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ATTACHMENT C: REQUIRED BIDDER INFORMATION & CERTIFICATIONS

Purpose of this Attachment C: CCOG requires the following information about Bidders who submit proposals in response to any CCOG request for proposal (“RFP”) in order to facilitate the execution of the master group purchasing agreement (“**Master Agreement**”) with the winning supplier (“**Winning Supplier**”). CCOG reserves the right to reject a Bidder’s proposal if a Bidder fails to provide this information fully, accurately, and by the deadline set by CCOG in **RFP Section 1.3 – Anticipated Procurement Timetable**. Further, some of this information (as identified below) **must** be provided in order for CCOG to accept and consider a Bidder’s proposal. **Failure to provide such required information may result in a Bidder’s proposal being deemed nonresponsive to this RFP.**

Instructions: provide the following information about the Bidder. Bidders may a) complete this document in Microsoft Word by completing the form fields, print this attachment, and sign it in the designated signature areas, b) complete this document using the form fields, print to .pdf, and provide certified electronic signatures in the designated signature areas, or c) print this attachment, complete it, and sign it in the designated signature areas. It is mandatory that the information provided is certified with an original signature (in blue ink, please) or signed using a certified electronic signature by a person with sufficient authority and/or authorization to represent Bidder. Bidders are to provide the completed and signed information and certifications to CCOG as described in **RFP Section 4.2 – Format for Organization of the Proposal**.

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]

Bidders must provide all the information outlined below.

1. Equalis Group RFP Name: <u>RFP # COG-2115, Vehicle Lift & Related Vehicle Maintenance Equipment, Services & Solutions</u>	2. Proposal Due Date: <u>March 4, 2021 at 3:00 PM Eastern</u>
3. Bidder Name: <u>Mohawk Lifts LLC</u> <i>(legal name of the entity responding to RFP)</i>	4. Bidder Federal Tax ID # or Social Security #: <u>Tax ID: 85-3221959</u>
5. Bidder Corporate Address: <u>PO Box 110</u> <u>65 Vrooman Ave</u> <u>Amsterdam, NY 12010</u>	6. Bidder Remittance Address <i>(or "same" if same as Item #5):</i> <u>Same</u> Click or tap here to enter text. City, State Zip

7. Print or type information about the Bidder representative/contact person <u>authorized to answer questions regarding the proposal submitted by your company:</u>	
Bidder Representative:	<u>Steve Perlstein</u>
Representative's Title:	<u>President</u>
Address 1:	<u>PO Box 110</u>
Address 2:	<u>65 Vrooman Ave</u>
City, State Zip:	<u>Amsterdam, NY 12010</u>
Phone #:	<u>Cell: 518-424-0956</u>
Fax #:	<u>518-842-1289</u>
E-Mail Address:	<u>sperlstein@mohawklifts.com</u>
8. Print or type the name of the Bidder representative <u>authorized to address contractual issues, including the authority to execute a contract on behalf of Bidder, and to whom legal notices regarding contract termination or breach, should be sent</u> (if not the same individual as in #7, provide the following information on each such representative and specify their function):	
Bidder Representative:	<u>Same as #7, Steve Perlstein</u>
Representative's Title:	<u>Title</u>
Address 1:	<u>Street Address 1</u>
Address 2:	<u>Street Address 2</u>
City, State Zip:	<u>City, State Zip</u>


Phone #: Direct/Cell Phone #
 Fax #: Fax #.
 E-Mail Address: Email Address

9. Is this Bidder an Ohio certified Minority Business Enterprise ("MBE")? Yes ☐ No ☒


If yes, attach a copy of current certification to your proposal as an appendix in the third section of your proposal.

10. Mandatory Supplier Certifications:

CCOG may not enter into contracts with any suppliers who have been found to be ineligible for state contracts under specific federal or Ohio statutes or regulations. Bidders responding to any CCOG RFP MUST certify that they are NOT ineligible by signing each of the four statements below. **Failure to provide proper affirming signature on any of these statements will result in a Bidder's proposal being deemed nonresponsive to this RFP.**


I,  (insert signature of representative shown in Item #7 above), hereby certify and affirm that **Mohawk Lifts LLC** (insert Bidder name as shown in Item #3 above), has not been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in transactions by the United States Department of Labor, the United States Department of Health and Human Services, or any other federal department or agency as set forth in 29 CFR Part 98, or 45 CFR Part 76, or other applicable statutes.

AND

I,  (insert signature of representative shown in Item #7 above), hereby certify and affirm that **Mohawk Lifts LLC** (insert Bidder name as shown in Item #3 above), is in compliance with all federal, state, and local laws, rules, and regulations, including but not limited to the Occupational Safety and Health Act and the Ohio Bureau of Employment Services and the following:

- Not penalized or debarred from any public contracts or falsified certified payroll records or any other violation of the Fair Labor Standards Act in the last three (3) years;
- Not found to have violated any worker's compensation law within the last three (3) years;
- Not violated any employee discrimination law within the last three (3) years;
- Not have been found to have committed more than one (1) willful or repeated OSHA violation of a safety standard (as opposed to a record keeping or administrative standard) in the last three (3) years;
- Not have an Experience Modification Rating of greater than 1.5 (a penalty-rated employer) with respect to the Bureau of Workers' Compensation risk assessment rating; and
- Not have failed to file any required tax returns or failed to pay any required taxes to any governmental entity within the past three (3) years.

AND

I,  (insert signature of representative shown in Item #7 above) hereby certify and affirm that **Mohawk Lifts LLC** (insert Bidder name as shown in Item #3 above), is not on the list established by the Ohio Secretary of State, pursuant to ORC Section 121.23, which identifies persons and businesses with more than one unfair labor practice contempt of court finding against them.

AND

I [Signature] (insert signature of representative shown in Item #7 above) hereby certify and affirm that Mohawk Lifts LLC (insert Bidder name as shown in Item #3, above), either is not subject to a finding for recovery under ORC Section 9.24, or has taken appropriate remedial steps required under that statute to resolve any findings for recovery, or otherwise qualifies under that section to enter into contracts with CCOG.

11. Supplemental Bidder Contract and Equal Employment Opportunity Information:

- A. Provide data on Bidder employees both nationwide (inclusive of Ohio staff) and the number of Ohio employees:

	<u>Nationwide:</u>	<u>Ohio Offices:</u>
Total Number of Employees:	<u>53</u>	<u>0</u>
% of those who are Women:	<u>23%</u>	<u>0</u>
% of those who are Minorities:	<u>26%</u>	<u>0</u>

- B. If you are selected as the Winning Supplier and this RFP involves the provision of services to Equalis Group Members, will you subcontract any part of the work?

- ☐ NO -or-
☒ YES, but for less than 50% of the work -or-
☐ YES, for 50% or more of the work

- C. If any part of your proposal would be performed by any subcontractors, provide the following information on each subcontractor (additional pages may be added as needed):

Subcontractor Name: This is dependent upon the state and the product being purchased. By example, please see the attached listing of Hunter Representatives in the state of Ohio and Texas. Further information is available upon request.

Street Address 1: Street Address 1

Street Address 2: Street Address 2

City, State Zip: City, State Zip

Work to be Performed: Distribution and/or installation of Mohawk Lifts.

Estimated percentage of total proposal to be performed by subcontractors: **3-17 %**

(Do NOT show dollar amounts here; show % of WORK sub-contractors will perform/provide).

Define the part of the work that will be performed by each subcontractor.

As indicated above, the work performed varies depending on location and product. Please see item A. of attachment "subcontractor work." This attachment describes the maximum percent of work permitted per lift model.

Subcontractor's employee information (attach additional pages if needed):

Mohawks' subcontractors employ independent representatives nationwide.

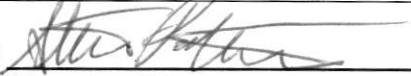
	<u>Nationwide:</u>	<u>Ohio Offices:</u>
Total Number of Employees:	<u> </u>	<u>0</u>

% of those who are Women: _____ 0

% of those who are Minorities: _____ 0

12. Bidder has reviewed the Model Master Agreement attached to the RFP as Attachment E, and if awarded a contract, ☐ Bidder will not (or) ☒ Bidder will request changes to the standard language and has marked the requested changes and returned the model document with this proposal for consideration by CCOG and Equalis Group, LLC. (All requested changes to Model Master Agreement contract language are subject to negotiation and CCOG and Equalis Group, LLC approval.)

13. Bidder has reviewed the Model Administration Agreement attached to the RFP as Attachment E, and if awarded a contract, ☐ Bidder will not (or) ☒ Bidder will request changes to the standard language and has marked the requested changes and returned the model document with this proposal for consideration by Equalis Group, LLC. (All requested changes to Model Administration Agreement contract language are subject to negotiation and Equalis Group, LLC approval.)

14. I  (insert signature of representative shown in Item #7 above) hereby affirm that this proposal accurately represents the capabilities and qualifications of Mohawk Lifts LLC (insert Bidder name as shown in item #3, above), and I hereby affirm that the cost(s) proposed to CCOG for the performance of services and/or provision of goods covered in this proposal in response to this CCOG RFP is a firm fixed price structure as described in the Cost Proposal, inclusive of all incidental as well as primary costs. (Failure to provide the proper affirming signature on this item may result in the disqualification of your proposal.) The only item that is an exception is that some Mohawk purchasers prefer to install their own lifts. Others prefer to have the lift installed for them. Many purchasers are technically trained and capable of installing their own lift; self-installation does not have any effect on warranty.

15. Additional Documents:

CCOG makes every attempt to meet the varying legal requirements of public agencies across the country. The documents included in this section are intended to give our contracts the broadest geographic reach by meeting the procurement requirements of other states outside of Ohio.

15.1. Lobbying Certification

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than ten thousand dollars (\$10,000) and not more than one hundred thousand dollars (\$100,000) for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, on behalf of Bidder that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative

agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.

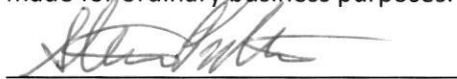
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding one hundred thousand dollars (\$100,000) in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.



Signature of Bidder representative

15.2. Boycott Certification

Bidder must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.



Signature of Bidder representative

15.3. Federal Funds Certification Form (EDGAR)

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the "Uniform Guidance" or "EDGAR" requirements). All bidders submitting proposals must complete this Federal Funds Certification Form regarding bidder's willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to Members for their use while considering their purchasing options when using federal grant funds. Members may also require Supplier Partners to enter into ancillary agreements, in addition to the contract's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

For each of the items below, respondent should certify bidder's agreement and ability to comply, where applicable, by having respondents authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a respondent fails to complete any item in this form, CCOG will consider the respondent's response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Supplier Partner using federal funds.

15.3.1. Supplier Partner Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at one hundred fifty thousand dollars (\$150,000), which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where Supplier Partners violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any contract award will be subject to Terms and Conditions of the Master Agreement, as well as any additional terms and conditions in any purchase order, participating agency ancillary contract, or Member construction

contract agreed upon by Supplier Partner and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the CCOG Terms and Conditions.

The remedies under the contract are in addition to any other remedies that may be available under law or in equity. By submitting a proposal, you agree to these Supplier Partner violation and breach of contract terms.

Does Supplier Partner agree? P.S. 

(Initials of Authorized Representative)

15.3.2. Termination for Cause or Convenience

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of ten thousand dollars (\$10,000) resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. Participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating agency to do so. Bidder will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does Supplier Partner agree? P.S. 

(Initials of Authorized Representative)

15.3.3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Supplier Partner agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Supplier Partner agrees that it shall comply with such provision.

Does Supplier Partner agree? P.S. 

(Initials of Authorized Representative)

15.3.4. Davis-Bacon Act

When required by Federal program legislation, Supplier Partner agrees that, for all participating agency prime construction contracts/purchases in excess of two thousand dollars (\$2,000), Supplier Partner shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted

Construction"). In accordance with the statute, Supplier Partner is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Supplier Partner shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Supplier Partner agrees that, for any purchase to which this requirement applies, the award of the purchase to the Supplier Partner is conditioned upon Supplier Partner's acceptance of the wage determination.

Supplier Partner further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States". The Act provides that each Supplier Partner or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does Supplier Partner agree? P.S. 
(Initials of Authorized Representative)

15.3.5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency contracts or purchases in excess of one hundred thousand dollars (\$100,000) that involve the employment of mechanics or laborers, Supplier Partner agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Supplier Partner is required to compute the wages of every mechanic and laborer on the basis of a standard work week of forty (40) hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of forty (40) hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does Supplier Partner agree? P.S. 
(Initials of Authorized Representative)

15.3.6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Supplier Partner agrees to comply with the above requirements when applicable.

Does Supplier Partner agree? P.S. 
(Initials of Authorized Representative)

15.3.7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended – Contracts and subgrants of amounts in excess of one hundred fifty thousand dollars (\$150,000) must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Supplier Partner agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does Supplier Partner agree? P.S. 

(Initials of Authorized Representative)

15.3.8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Supplier Partner certifies that Supplier Partner is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier Partner further agrees to immediately notify the Cooperative and all Members with pending purchases or seeking to purchase from Supplier Partner if Supplier Partner is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does Supplier Partner agree? P.S. 

(Initials of Authorized Representative)

15.3.9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 USC 1352) – Supplier Partners that apply or bid for an award exceeding one hundred thousand dollars (\$100,000) must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Supplier Partner agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does Supplier Partner agree? P.S. 

(Initials of Authorized Representative)

15.3.10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier Partner agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and

otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds ten thousand dollars (\$10,000) or the value of the quantity acquired during the preceding fiscal year exceeded ten thousand dollars (\$10,000); procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does Supplier Partner agree? P.S. 
(Initials of Authorized Representative)

15.3.11. Profit as a Separate Element of Price

For purchases using federal funds in excess of one hundred fifty thousand dollars (\$150,000), a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.323(b). When required by a participating agency, Supplier Partner agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier Partner agrees that the total price, including profit, charged by Supplier Partner to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Supplier Partner's Group Purchasing Agreement.

Does Supplier Partner agree? P.S. 
(Initials of Authorized Representative)

15.3.12. General Compliance and Cooperation with Members

In addition to the foregoing specific requirements, Supplier Partner agrees, in accepting any purchase order from a Member, it shall make a good faith effort to work with Members to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements. *

***Mohawk agrees to 15.3.12 unless the Equalis member creates unrealistic terms and conditions beyond the original scope of the award in their Purchase Order.**

Does Supplier Partner agree? P.S. 
(Initials of Authorized Representative)

15.3.13. Applicability to Subcontractors

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does Supplier Partner agree? P.S. 
(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

Mohawk Lifts LLC

Bidder Name



Signature of Authorized Company Official

Steve Perlstein

Printed Name

President

Title

03/01/2021

Date

16. Required Documents for Supplier Partners Intending to Do Business in New Jersey

16.1. Ownership Disclosure Form

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), Bidder shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Bidder Name: Mohawk Lifts LLC

Street Address: 65 Vrooman Ave

City, State Zip: Amsterdam, NY 12010

Complete as appropriate:

I Click or tap here to enter text., certify that I am the sole owner of Click or tap here to enter text., that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:

I Steve Perlstein, a partner in Mohawk Lifts LLC, do hereby certify that the following is a list of all individual partners who own a 10 percent (10%) or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10 percent (10%) or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.

OR:



I, Steve Perlstein, an authorized representative of Mohawk Lifts LLC, a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10 percent (10%) or more of the corporation's stock or the individual partners owning a 10 percent (10%) or greater interest in that partnership.

(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

NAME	ADDRESS	% INTEREST
Steve Perlstein	1420 Rosehill Blvd, Niskuna NY 12309	20%
Sage Capital Investors' Roundtable III	8000 Maryland Ave, Suite 1200, St. Louis MO 63105	49.8%
Wesley Jones	42 Glen Eagles, St. Louis, MO 63124	15.1%
John Lemkemeier	15 Briarcliff, St. Louis, MO 63124	15.1%
Click or tap here to enter text.	Click or tap here to enter text.	

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.



 Authorized Signature and Title

03/03/2021
 Date

16.2. Non-Collusion Affidavit (to be completed and included with each proposal submitted to Members in NJ)

Bidder Name: Mohawk Lifts LLC
 Street Address: 65 Vrooman Ave
 City, State Zip: Amsterdam, NY 12010
 State of New Jersey
 County of Customer County

I, Steve Perlstein of the Amsterdam in the County of Montgomery, State of New York of full age, being duly sworn according to law on my oath depose and say that:

I am the President of the firm of Mohawk Lifts LLC, the Bidder making the proposal for the goods, services, or public work specified under the attached proposal, and that I executed the said proposal with full authority to do so; that said respondent has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said bid proposal and in this affidavit are true and correct, and made with full knowledge that the Customer Name relies upon the truth of the statements contained in said bid

proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services, or public work.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by:

Mohawk Lifts LLC

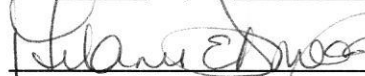


Authorized Signature

President

Subscribed and sworn before me

this 13 day of March, 2021



Notary Public of New Jersey

My commission expires 7/24, 2022

SEAL

MELANIE E DOWGIELWICZ
Reg # 01D06150424
Notary Public, State of New York
Qualified in Montgomery County
My commission expires JULY 24th, 2022

**16.3. Affirmative Action Affidavit
(P.L. 1975, C.127)**

Bidder Name: Mohawk Lifts LLC
Street Address: 65 Vrooman Ave
City, State Zip: Amsterdam, NY 12010

Bid Proposal Certification:

Indicate below your compliance with New Jersey Affirmative Action regulations. Your proposal will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

Supplier Partners must submit with proposal:

1. A photocopy of their Federal Letter of Affirmative Action Plan Approval

OR

2. A photocopy of their Certificate of Employee Information Report

OR

3. A complete Affirmative Action Employee Information Report (AA302)

Public Work – Over Fifty Thousand Dollars (\$50,000) Total Project Cost:

Check One –

☐ No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the Customer Name, or

☒ Approved Federal or New Jersey Plan – certificate enclosed

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

Mohawk Lifts LLC



Authorized Signature

President

03/01/2021

P.L. 1995, c. 127 (N.J.A.C. 17:27)

MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT, PROFESSIONAL & SERVICE CONTRACTS

During the performance of this contract, the Supplier Partner agrees as follows:

The Supplier Partner or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The Supplier Partner will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Supplier Partner agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The Supplier Partner or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the Supplier Partner, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The Supplier Partner or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the Supplier Partner's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The Supplier Partner or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The Supplier Partner or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The Supplier Partner or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The Supplier Partner or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The Supplier Partner or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The Supplier Partner and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

Signature of Procurement Agent

16.4. Political Contribution Disclosure Form

Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to Supplier Partners.** What follows are instructions on the use of form local units can provide to Supplier Partners that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 (www.nj.gov/dca/lgs/lfnslfnmenu.shtml).

1. The disclosure is required for all contracts in excess of seventeen thousand five hundred dollars (\$17,500) that are **not awarded** pursuant to a "fair and open" process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some Supplier Partner submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the Supplier Partner** and on file at least ten (10) days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The Supplier Partner must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that Supplier Partners be provided a list of the affected agencies. This will assist Supplier Partners in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a) The Division has prepared model disclosure forms for each county. They can be downloaded from the "County PCD Forms" link on the Pay-to-Play web site at www.nj.gov/dca/lgs/p2p. They will be updated from time-to-time, as necessary.
 - b) A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
 - c) Some Supplier Partners may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d) The form may be used "as-is", subject to edits as described herein.
 - e) The "Supplier Partner Instructions" sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the Supplier Partner also complete a "Stockholder Disclosure Certification." This will assist the local unit in its obligation to ensure that Supplier Partner did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the twelve (12) months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Supplier Partner Instructions. **NOTE: This section is not applicable to Boards of Education.**

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Supplier Partner Instructions

Supplier Partners receiving contracts from a public agency that are NOT awarded pursuant to a "fair and open" process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that ten (10) days prior to the award of such a contract, the Supplier Partner shall disclose contributions to:

- 1) any State, county, or municipal committee of a political party,
- 2) any legislative leadership committee*,
- 3) any continuing political committee (a.k.a., political action committee),
- 4) any candidate committee of a candidate for, or holder of, an elective office:
 - a) of the public entity awarding the contract,
 - b) of that county in which that public entity is located,
 - c) of another public entity within that county,
 - d) or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county. The disclosure must list reportable contributions to any of the committees that exceed three hundred dollars (\$300) per election cycle that were made during the twelve (12) months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- 1) individuals with an "interest" ownership or control of more than ten percent (10%) of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit,
- 2) all principals, partners, officers, or directors of the business entity or their spouses,
- 3) any subsidiaries directly or indirectly controlled by the business entity,
- 4) IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs). When the business entity is a natural person, "a contribution by that person's spouse or child, residing therewith, shall be deemed to be a contribution by the business entity." [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure. Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report. The enclosed list of agencies is provided to assist the Supplier Partner in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the Supplier Partner's responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement. The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the Supplier Partner's submission and is disclosable to the public under the Open Public Records Act. The Supplier Partner must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law.

NOTE: This section does not apply to Board of Education contracts.

¹ N.J.S.A. 19:44A-3(s): "The term "legislative leadership committee" means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures."

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Required Pursuant to N.J.S.A. 19:44A-20.26

Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
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Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount

☐ Check here if the information is continued on subsequent page(s)

List of Agencies with Elected Officials Required for Political Contribution Disclosure

N.J.S.A. 19:44A-20.26

County Name:

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

Municipalities (Mayor and members of governing body, regardless of title):

USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM WWW.NJ.GOV/DCA/LGS/P2P A COUNTY-BASED, CUSTOMIZABLE FORM.

16.5. Stockholder Disclosure Form

Name of Business:

☒ I certify that the list below contains the names and home addresses of all stockholders holding ten percent (10%) or more of the issued and outstanding stock of the undersigned.

OR

☐ I certify that no one stockholder owns ten percent (10%) or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

☐ Partnership

☐ Corporation

☐ Sole Proprietorship

LLC 



- ☐ Limited Partnership
☒ Limited Liability Corporation
☐ Limited Liability Partnership
☐ Subchapter S Corporation

Steven Perlstein
Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: Steve Perlstein Home Address: 1420 Rosehill Blvd. Niskayuna, NY 12309	Name: Wesley Jones Home Address: 42 Glen Eagles, St. Louis, MO 63124
Name: Sage Capital Investor's Roundtable III Home Address: 8000 Maryland Avenue Suite 1200 St. Louis, MO 63105	Name: Stockholder Name Home Address: Home Address
Name: John Lemkemeier Home Address: 15 Briarcliff St. Louis, MO 63124	Name: Stockholder Name Home Address: Home Address
Subscribed and sworn before me this <u>3</u> day of <u>March</u> , 20 <u>22</u> (Notary Public) <i>[Signature]</i> My Commission expires: <u>7/24/2022</u>	<i>[Signature]</i> (Affiant) <u>STEVEN PERLSTEIN</u> (Print name & title of affiant) (Corporate Seal)

MELANIE E DOWGIELWICZ
Reg # 01D06150424
Notary Public, State of New York
Qualified in Montgomery County
My commission expires JULY 24th, 2022

17. Required Documents for Supplier Partners Intending to Do Business in Arizona

17.1. Arizona Supplier Partner Requirements

AZ Compliance with Federal and state requirements. Supplier Partner agrees when working on any federally assisted projects with more than two thousand dollars (\$2,000.00) in labor costs, to comply with all federal and state requirements, as well as Equal Opportunity Employment requirements and all other federal and state laws, statutes, etc. Supplier Partner agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files. Supplier Partner must retain records for three years to allow the federal grantor agency access to these records, upon demand. Supplier Partner also agrees to comply with the Arizona Executive Order 75-5, as amended by Executive Order 99-4.

When working on contracts funded with Federal Grant monies, Supplier Partner additionally agrees to comply with the administrative requirements for grants, and cooperative agreements to state, local and federally recognized Indian Tribal Governments.

AZ Compliance with workforce requirements. Pursuant to ARS 41-4401, Supplier Partner and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS 23-214 subsection A, which states, "...every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program".

CCOG reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. CCOG and its members reserve the right to inspect the papers of any Supplier Partner or subcontract employee who works under this contract to ensure compliance with the warranty above.

AZ Supplier Partner Employee Work Eligibility. By entering into this contract, Supplier Partner agrees and warrants compliance with A.R.S. 41-4401, A.R.S. 23-214, the Federal Immigration and Nationality Act (FINA), and all other Federal immigration laws and regulations. CCOG and/or Equalis Group members may request verification of compliance from any Supplier Partner or subcontractor performing work under this contract. CCOG and Equalis Group members reserve the right to confirm compliance. In the event that CCOG or Equalis Group members suspect or find that any Supplier Partner or subcontractor is not in compliance, CCOG may pursue any and all remedies allowed by law, including but not limited to suspension of work, termination of contract, suspension and/or debarment of the Supplier Partner. All cost associated with any legal action will be the responsibility of the Supplier Partner.

AZ Non-Compliance. All federally assisted contracts to members that exceed ten thousand dollars (\$10,000.00) may be terminated by the federal grantee for noncompliance by Supplier Partner. In projects that are not federally funded, respondent must agree to meet any federal, state or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee.

Registered Sex Offender Restrictions (Arizona). For work to be performed at an Arizona school, Supplier Partner agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are present, or reasonably expected to be present. Supplier Partner agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Equalis Group member's discretion. Supplier Partner must identify any additional costs associated with compliance to this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Offshore Performance of Work Prohibited. Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States.

Terrorism Country Divestments. In accordance with A.R.S. 35-392, CCOG and Equalis Group members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, Supplier Partner warrants compliance with the Export Administration Act.

The undersigned hereby accepts and agrees to comply with all statutory compliance and notice requirements listed in this document.

A handwritten signature in black ink, appearing to be "H. P. L.", written over a horizontal line.

Signature of Authorized Representative

03/02/2021

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type. See Specific Instructions on page 3.	1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Mohawk Lifts LLC	
	2 Business name/disregarded entity name, if different from above	
	3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► P Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) ►	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <i>(Applies to accounts maintained outside the U.S.)</i>
	5 Address (number, street, and apt. or suite no.) See instructions. PO Box 110 65 Vrooman Ave	Requester's name and address (optional)
	6 City, state, and ZIP code Amsterdam, NY 12010	
7 List account number(s) here (optional)		

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
			-			-			
or									
Employer identification number									
8	5	-	3	2	2	1	9	5	9

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ► <i>Christine O'Reilly</i>	Date ► 10/21/20
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.



EQUAL OPPORTUNITY POLICY FOR PROTECTED VETERANS AND INDIVIDUALS WITH DISABILITIES

It is the policy of Mohawk Lifts LLC to comply with the laws, regulations, and orders that provide for and impose obligations on employers with respect to the management of their equal employment opportunity and affirmative action plans.


Accordingly, Mohawk Lifts LLC will conduct its business and practices in a manner that fully complies with and supports Presidential Executive Order 11246, as amended, Section 503 of the Rehabilitation Act of 1973, as amended, the Vietnam Era Veterans' Readjustment Assistance Act of 1974, as amended, and all applicable federal, state, and local laws and regulations. Our compliance with these laws and regulations is calculated to eliminate discrimination against employees or applicants for employment on account of race, color, religion, sex, sexual orientation, gender identity, national origin, age, protected veteran status, disability, or genetics. To achieve these goals and make Mohawk Lifts LLC a stronger company and a more rewarding place for all employees to work, Mohawk Lifts LLC will recruit, hire, train, and promote persons in all job classifications without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, protected veteran status, or disability; base decisions on employment so as to further the principle of equal employment opportunity; ensure that promotion decisions comply with the principles of equal opportunity by making certain that requirements for such opportunities are valid; and ensure that all other personnel actions such as compensations, benefits, transfers, layoffs, recall, company-sponsored training, education, tuition assistance and social and recreational programs will be administered without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, protected veteran status, or disability. Mohawk Lifts LLC will provide reasonable accommodations to qualified applicants and employees with a disability. Requests for reasonable accommodations should be made to the Human Resources Department.

Employees and applicants are not to be subjected to harassment, intimidation, threats, coercion or discrimination because they have engaged in or may engage in any of the following activities involving the laws enforced by OFCCP, the Americans with Disabilities Act, or any other Federal, state or local laws requiring equal opportunity:

1. filing a complaint;
2. assisting or participating in an investigation, compliance review, hearing, or any other related activity;
3. opposing any act or practice made unlawful by these laws; or
4. exercising any other right protected by these laws or implementing regulations.

Nancy T. Blair, SPHR, CEBS, SHRM-SCP, Director, Human Resources, is designated as Equal Employment Opportunity Coordinator of the Affirmative Action Plans for Mohawk Lifts LLC and is responsible for its implementation, including audit and reporting systems. Nancy T. Blair's telephone number is (518) 842-1431 Ext. 2200. If any employee has a suggestion, problem, or complaint, she/he should feel free to contact Nancy T. Blair.

As President & CEO in charge of Mohawk Lifts LLC, I hereby reaffirm our commitment to advance the concepts of equal opportunity. To ensure that this policy is adhered to, in the day-to-day activities of our management, all personnel actions will be monitored, analyzed, and reported on periodically throughout each year.


Steven Perlstein, President & CEO
Mohawk Lifts LLC

Block 14 continued:

- a. Ancillary Services under Special Item Number (SIN) 253-90 for Mohawk Brand lifts are priced as following:

<u>MODEL</u>	<u>NOT TO EXCEED</u>
2-Post Lifts	10% of unit cost
4-Post Lifts (FL, TR-19, TR-25)	17% of unit cost
4-Post Lifts (TR-33 through TR-120)	5% of unit cost
Mobile Column Lifts	3% of unit cost
Parallelogram Lifts	6% of unit cost

- b. Only the items listed in the Installation/Set-Up and training on Mohawk' website <http://www.mohawklifts.com/op> are included in the cost of the service.
- c. Any other brand of Lifts or products other than Mohawk are not covered under this modification.
- d. Any agency request for service that is not on the printed installation instructions are considered "Open Market" and is to be quoted as such.
- e. The Industrial Funding Fee is a separate collection mechanism. The GSA contract price (price paid by customers ordering from the GSA Schedule), will be calculated by applying the prevailing IFF rate to the net discounted price. The IFF rate is currently 0.75%.
- f. Contractor is required to update their GSA Advantage load. It must state that any service not stated in the Installation instructions found on Mohawk's website are not a part of the contract and will be quoted on an "Open Market" basis.

All other terms and conditions remain unchanged.
This modification issued at no cost to either party.

**Source Selection Information
See FAR 3.104**

THIS ADMINISTRATION AGREEMENT (this "**Agreement**"), effective as of **Month Day, Year** (the "**Effective Date**"), is entered into by and between Mohawk Lifts LLC, a New York corporation with its principal place of business at 65 Vrooman Ave, Amsterdam, NY 12010, and Equalis Group LLC, a Delaware limited liability company with its principal place of business at 5550 Granite Parkway, Suite 298, Plano, Texas 75024 ("**Equalis**"). Throughout this Agreement, Winning Supplier and Equalis are referred to interchangeably as in the singular "**Party**" or in the plural "**Parties**."

SECTION 1. RECITALS

A. The Cooperative Council of Governments, Inc. ("**CCOG**") serves as a lead public agency (a "**Lead Public Agency**") for Equalis Group ("**Equalis Group**"), a national cooperative purchasing organization, by publicly procuring master cooperative purchasing agreements for products and services to be made available to Equalis Group members ("**Equalis Group Member**" or "**Member**").

B. CCOG issued request for proposal ("**RFP**") #COG-2115 dated January 29, 2021 for contracting on behalf of Equalis Group Members for Vehicle Lifts and related garage equipment ("**Products & Services**") and awarded a contract to Mohawk Lifts LLC.

C. CCOG, Equalis, and Mohawk Lifts LLC entered into that certain master cooperative purchasing agreement (the "**Master Agreement**") #COG-2115 effective as of **Month Day, Year** to provide Products & Services to Equalis Group Members.

D. Equalis serves as the Contract Administrator of the Master Agreement on behalf of CCOG.

E. Equalis actively promotes Master Agreements to current and prospective Equalis Group Members (collectively "**Prospective Participants**") through a range of marketing, prospecting, and sales strategies, including, but not limited to, marketing and sales collateral development, direct mail, web marketing, electronic communications, attendance at events, Winning Supplier sales representative training, and Winning Supplier field sales support (collectively, "**Equalis Services**") as more fully defined in **Appendix B**.

F. Any Prospective Participant who purchases Products & Services from Winning Supplier subject to the Master Agreement shall be considered a "**Program Participant**".

G. Winning Supplier desires to promote and expand its operations and increase the sales of its Products & Services to public sector, private sector, and non-profit organizations through Equalis Group.

NOW, THEREFORE, in consideration of the mutual promises contained herein, the Parties agree to the following terms and conditions:

SECTION 2. BUSINESS TERMS

2.1. **Defined Terms.** Any capitalized terms contained herein not defined in this Agreement shall have the same meaning as defined in the Master Agreement.

2.2. **Appendices.** Winning Supplier agrees to provide Products & Services to Program Participants as may be agreed to by the Parties in accordance with the specific terms and conditions set forth in the Master Agreement, this Agreement, and the appendices attached hereto and made a part of this Agreement (if one, an "**Appendix**" or more, "**Appendices**").

- (i) **Appendix A** defines Winning Supplier's reporting requirements.
- (ii) **Appendix B** sets forth the roles and responsibilities of the Parties.
- (iii) **Appendix C** defines the financial terms between the Parties.

2.3. **Terms in Appendices.** In all cases where the terms of this Agreement and any Appendices disagree, the terms in the Appendix shall control.

2.4. **Publicity & Joint Marketing.**

(a) **Publicity.** A Party may only issue press releases or other public announcements with respect to this Agreement with the prior, written consent of the other Party.

(b) **Joint Marketing / Logo & Name Use.** Winning Supplier authorizes Equalis to use Winning Supplier's trademarks, names, and logos as provided by Winning Supplier to Equalis. Equalis authorizes Winning Supplier to use Equalis' trademarks, names, and logos as provided by Equalis to Winning Supplier. Each Party's use of the other Party's trademarks, names, and logos will be limited to standard communication, including correspondence, newsletters, and website material, and joint marketing efforts, including, but not limited to, utilizing the same on correspondence, collateral, agreements, websites, newsletters, or other marketing materials promoting the Products & Services pursuant to the Master Agreement and this Agreement. Notwithstanding the foregoing, the Parties understand and agree that except as provided herein, neither Party shall have any right, title, or interest in the other Party's trademarks, names, and logos. Upon termination of this Agreement, each Party shall immediately cease use of the other Party's trademarks, names, and logos.

SECTION 3. TERMS & CONDITIONS

3.1. **Express Limitation of Equalis Liability.** With respect to any purchases of Products & Services by CCOG or any Program Participant pursuant to the Master Agreement, Equalis shall not be: (i) construed as a dealer, re-marketer, representative, partner, or agent of any type of the Winning Supplier, CCOG, or any Program Participant; (ii) obligated by, liable for, or in any way responsible for any order of Products & Services made by CCOG or any Program Participant or any employee thereof under the Master Agreement or for any payment required to be made with respect to such order for Products & Services; and (iii) obligated by, liable for, or in any way responsible for any failure by CCOG or any Program Participant to comply with procedures or requirements of applicable law or the Master Agreement or to obtain the due authorization and approval necessary to purchase Products & Services under the Master Agreement. Equalis makes no representation or guaranty with respect to any minimum purchases by CCOG or any Program Participant, whether individually or collectively, or any employee thereof under this Agreement or the Master Agreement. The terms of this section shall survive the termination of this Agreement.

3.2. **Term & Termination.** The Term of this Agreement is the same as the Term of the Master Agreement. This Agreement shall only be terminated, and shall be terminated, if and when the Master Agreement is terminated. Upon termination of the Master Agreement for any reason, Winning Supplier shall continue making Administrative Fee and other payments, as set forth in **Appendix C**, to Equalis that are generated by individual Program Participant's purchase of Products & Services for a period of either i) one (1) year from the date of termination, or ii) through the then current expiration date of the Master Agreement, whichever is shorter, to the extent that Winning Supplier continues to generate revenue from each Program Participant's purchase of Products & Services following the termination of the Master Agreement.

3.3. **Audit of Winning Supplier.** Equalis, whether directly or through an independent auditor or accounting firm, shall have the right to perform audits, including inspection of books, records, and computer data relevant to Winning Supplier's provision of Products & Services to Program Participants and payment of Administrative Fees to Equalis pursuant to the Master Agreement and this Administration Agreement, to ensure that pricing, inventory, quality, process, and business controls are maintained; provided, however, that such inspections and audits will be conducted upon reasonable notice to Winning Supplier and so as not to unreasonably interfere with Winning Supplier's business or operations.

3.4. **Force Majeure.** This Agreement will be temporarily suspended during any period to the extent that either Party during that period is unable to carry out its obligations under this Agreement or the Appendices by reason of an Act of God or the public enemy, act of terrorism, pandemic or epidemic, fire, flood, labor disorder not caused by Winning Supplier, civil commotion, closing of the public highways not caused by Winning Supplier, government interference, government regulations, or any other event or occurrence beyond the reasonable control of the affected Party ("Event of Force Majeure"). Neither Party will have any liability to the other Party for a delay in performance nor failure to perform to the extent this Agreement or any Appendix is so temporarily suspended; provided that nothing contained herein shall apply to payment obligations with respect to obligations which have already been performed under this Agreement.

3.5. **Notices.** All notices, claims, certificates, requests, demands, and other communications required or permitted hereunder ("Notice") must be in writing and will be deemed given to the addresses set forth herein (a) when delivered personally to the recipient, (b) upon delivery by reputable overnight courier service (charges prepaid), or (c) upon delivery or refusal of delivery by certified or registered mail, return receipt requested, and addressed to the intended recipient. The Parties agree that day-to-day business communications, including notification of a change of address or revisions to any Appendix, may be made via electronic communication, including email.

3.6. **Addresses for Notices.** This section may be modified at any time by either Party providing the other Party with written Notice, including via email, of a change of address or addition or deletion to the individuals who will be copied on all Notices.

a. If to Winning Supplier:

and with copy to:

Mohawk Lifts LLC
Attn: Steve Perlstein, President
PO Box 110
65 Vrooman Ave
Amsterdam, NY 12010

orders@mohawklifts.com
PO Box 110
65 Vrooman Ave
Amsterdam, NY 12010

b. If to EQUALIS:

Equalis Group LLC
Attn: Eric Merkle, SVP
5550 Granite Parkway, Suite 298
Plano, Texas 75024

3.7. **Waiver.** Other than the rights and obligations with respect to payment provided by this Agreement, waiver by either Party of or the failure of either Party hereto to enforce at any time its rights with regard to any breach or failure to comply with any provision of this Agreement by the other Party may not be construed as, or constitute, a continuing waiver of such provision, or a waiver of any other future breach of or failure to comply with the same provision or any other provision of this Agreement.

3.8. **Governing Law; Invalidity.** This Agreement shall be construed and enforced in accordance with, and governed by, the laws of the State of Ohio without regard to rules of conflict of laws. If any provision of this Agreement is declared unlawful or unenforceable by judicial determination or performance, then the remainder of this Agreement shall continue in force as if the invalidated provision did not exist. Any suits filed by either Party pursuant to this Agreement shall be brought in a court of competent jurisdiction located in Cuyahoga County, Ohio. In the event either Party initiates a suit and that suit is adjudicated by a court of competent jurisdiction, the prevailing Party shall be entitled to reasonable attorney's fees and costs from the non-prevailing Party in addition to any other relief to which the court determines the prevailing Party is entitled or awarded.

3.9. **Modification.** No release, discharge, abandonment, waiver, alteration, or modification of any of the provisions of this Agreement, or any of the Appendices incorporated herein, shall be binding upon either Party unless set forth in a writing signed by authorized representatives of the Parties.

3.10. **Assignment.** This Agreement and the rights and obligations hereunder may not be assignable by either Party hereto without the prior written consent of the other Party, which consent shall not be unreasonably withheld, conditioned, or delayed, provided, however, that either Party may assign its respective rights and obligations under this Agreement without the consent of the other Party in the event either Party shall hereafter effect a corporate reorganization, consolidation, merger, merge into, sale to, or a transfer of all or substantially all of its properties or assets to another entity. Subject to the preceding sentence, this Agreement will be binding upon, inure to the benefit of, and be enforceable by the Parties and their respective successors and assigns. Any instrument purporting to make an assignment in violation of this section shall be null and void. This Agreement may be extended to additional entities affiliated with either Party upon the agreement of the other Party. No such extension will relieve the extending Party of its rights and obligations under this Agreement.

3.11. **No Third-Party Beneficiaries; Survival of Representations.** This Agreement is made solely for the benefit of the Parties to it, and no other persons will acquire or have any right under or by virtue of this Agreement. Except as otherwise provided herein, all representations, warranties, covenants, and agreements of the Parties shall remain in full force and effect regardless of any termination of this Agreement, in whole or in part.

3.12. **Entire Agreement.** The Master Agreement and this Agreement, together with all attachments, appendices, and exhibits hereto, constitutes the entire agreement between the Parties with respect to the subject matter hereof and supersedes all prior oral or written representations and agreements with regard to the same subject matter. The Parties acknowledge that this Agreement has been negotiated and incorporates their collective agreement as to the provisions to be contained herein. Therefore, no presumption will arise giving benefit of interpretation by virtue of authorship of any provision of this Agreement, and any ambiguity may not be construed for or against any Party.

3.13. **Execution in Counterparts.** This Agreement may be executed in one or more counterparts, each of which will be deemed an original. For purposes of this Agreement, a facsimile, scanned, or electronic signature will be deemed an original signature.

3.14. **Titles, Headings & Recitals.** The Preamble to this Agreement is hereby incorporated herein and made part of this Agreement. The Recitals stated within this Agreement are deemed to be a part of this Agreement. The titles and headings of the sections and paragraphs of this Agreement are inserted for convenience only and shall not constitute a part hereof or affect in any way the meaning or interpretation of this Agreement.

[SIGNATURE PAGE TO FOLLOW]

IN WITNESS WHEREOF, the Parties hereto have caused this Agreement to be executed by their duly authorized representatives as of the Effective Date.

WINNING SUPPLIER	EQUALIS GROUP LLC
By: _____	By: _____
Name: Steve Perlstein	Name: Eric Merkle
As: President	As: SVP, Sourcing & Operations
Date: _____	Date: _____

Commented [MR1]: Signed copy available upon request. The Bonfire portal would only allow a Word Doc to be uploaded, the signed copy is a PDF due to being scanned.

APPENDIX A: WINNING SUPPLIER REPORTING REQUIREMENTS

Commented [MR2]: Every National Cooperative (NASPO, Sourcewell, HGAC, and GSA for example) requires quarterly administrative reports. Mohawk requests that the standard verbiage be changed to allow for quarterly reporting as the established standard set by the country's largest cooperatives.

This Appendix may be modified at any time with the mutual written consent of the Parties, including via email.

Winning Supplier shall electronically provide Equalis with a detailed line item ~~quarterly monthly~~ report showing the dollar volume of all member Products & Services sales under the contract for the previous ~~month quarter~~. Reports shall be sent via e-mail to Equalis offices at Reporting@EqualisGroup.org. ~~Reports are due on the fifteenth (15th) day after the end of the previous month.~~ It is the responsibility of Winning Supplier to collect and compile all sales under the Master Agreement from Program Participants and submit ~~four one (41) quarterly monthly~~ reports. Fields below marked as *required indicate a required field. All other fields are preferred, but not required:

Member Data	Equalis Member ID
	Vendor Customer Number *required (or Equalis Member ID)
	Customer Name *required
	Customer Street Address *required
	Customer City *required
	Customer Zip Code *required
	Customer State *required
Distributor Data	Distributor Name
	Distributor ID
	Distributor Street Address
	Distributor City
	Distributor Zip Code
	Distributor State
Product Data	Product Category level 1
	Product Category level 2 (Where available or applicable)
	Product Category level 3 (Where available or applicable)
	Distributor Product Number
	Manufacturer Product Number
	Product Description
	Product Brand Name
	Product packaging Unit of Measure level 1
	Product packaging Unit of Measure level 2
	Product packaging Unit of Measure level 3
Spend Data	Purchase Unit of Measure
	Purchase Quantity
	Distributor Landed Cost Total \$ (without deviations)
	Distributor Landed Cost Total \$ (with mfr deviations)
	Customer Purchase Total \$ *required
	Admin Fee % *required
	Admin Fee \$ *required

APPENDIX B: ROLES & RESPONSIBILITIES

This Appendix defines the roles and responsibilities of Equalis and Winning Supplier under this Agreement. This Appendix may be modified at any time with the mutual written consent of the Parties, including via email.

1. Equalis Services.

- 1.1. Winning Supplier Sales Representative Training. Equalis will develop, as appropriate and subject to Winning Supplier approval, various sales training materials, sales tools, and marketing collateral to promote the Master Agreement and Winning Supplier's Products & Services. Equalis, as appropriate, will i) conduct periodic sales trainings with Winning Supplier sales representatives assigned to sell Products & Services, ii) provide sales representatives with marketing collateral and sales tools to utilize with sales prospects, with particular focus on the procurement process that led to the establishment of the Master Agreement, the legal ability for sales prospects in any state to purchase Products & Services through the Master Agreement without having to conduct their own bid or RFP process, and the key differentiators in the design of this program with Winning Supplier, and iii) attend at least one Winning Supplier company-wide sales and/or leadership meeting per year.
- 1.2. Sales Support. Equalis will engage in Winning Supplier sales efforts as agreed by the Parties through participating in i) individual sales calls, ii) joint sales calls, iii) communications and customer service, iv) discussions and communication with sales prospects during the sales process to address questions relating to the procurement process, legal authority to purchase through the Master Agreement, and program design, v) trainings for Equalis Members' teams, vi) regular business reviews to monitor Program success, and vii) general contract administration.
- 1.3. Marketing. Equalis will incorporate information about the Products & Services into Equalis Group's website and general collateral materials. Equalis and Winning Supplier will jointly develop and approve marketing materials to promote Products & Services, such as website content, brochures and collateral, talking points, press releases, and correspondence. Equalis will market the Products & Services to Prospective Participants as part of Equalis' ongoing marketing activities through Equalis Group; these marketing efforts may consist of a combination of i) general marketing of all of Equalis Group's Master Agreements, including the Master Agreement and Winning Supplier's Products & Services, ii) marketing of Winning Supplier's Products & Services specifically and/or as part of a package of selected Master Agreements to targeted Prospective Participants, and iii) attending trade shows, conferences, and meetings.

2. Winning Supplier Roles & Responsibilities.

As a condition to Winning Supplier entering into the Master Agreement, which is available to all Public Sector Entities, Winning Supplier must make certain representations, warranties, and covenants to Equalis designed to ensure the success of the Master Agreement for all Prospective Participants, sales prospects, and Winning Supplier.

- 2.1. Equalis Group Membership Agreement. Winning Supplier will make available the Equalis Group Master Intergovernmental Cooperative Purchasing Agreement (whether in hard copy, electronically, or via www.EqualisGroup.org) and request any Prospective Participants subject to the Master Agreement who have not already joined Equalis Group to join Equalis Group in conjunction with executing Winning Supplier's Customer Agreements and/or beginning to purchase Products & Services from Winning Supplier to ensure that Winning Supplier and each Program Participant are in full compliance with applicable state procurement statutes.
- 2.2. Corporate Commitment. Winning Supplier commits that i) the Master Agreement has received all necessary corporate authorizations and support of Winning Supplier's executive management, ii) the Master Agreement

will be promoted to Public Sector Entities, and iii) Winning Supplier will identify an executive corporate sponsor and a separate national account manager that will be responsible for the overall management of the Master Agreement and this Agreement.

2.3. **Sales Commitment**. Winning Supplier commits to market the Master Agreement as a market strategy in the public sector and that its sales force will be trained, engaged, and committed to offering the Master Agreement to Public Sector Entities through Equalis Group in the geographies defined in the Master Agreement. Winning Supplier commits that all sales under the Master Agreement will be accurately and timely reported to Equalis. Winning Supplier also commits that its sales force will be compensated, including sales incentives, for sales to Program Participants under the Master Agreement in a consistent or better manner compared to sales to Public Sector Entities if Winning Supplier were not awarded the Master Agreement. Winning Supplier will make available to interested Prospective Participants such price lists or quotes as may be necessary for such Prospective Participants to evaluate potential purchases of Products & Services under the Master Agreement.

2.4. **Marketing Commitment**. Winning Supplier commits to work with Equalis to develop a sales and marketing plan ("Plan") within the first ninety (90) days of the Master Agreement Effective Date. The Plan may include, but is not limited to, the following:

2.4.1. Issuing co-branded press release

2.4.2. Publishing Master Agreement details and contact information on both Equalis Group and Winning Supplier's websites

2.4.3. Scheduling and holding training on the Master Agreement for the sales teams of both Equalis Group and Winning Supplier

2.4.4. Jointly participating in national and regional conferences

2.4.5. Jointly attending national and regional Equalis Group Member networking events

2.4.6. Designing, publishing, and distributing co-branded marketing materials

2.4.7. Engaging in ongoing marketing and promotion of the Master Agreement for the entire Term of the Master Agreement (e.g., developing and presenting case studies, collateral pieces, and presentations)

APPENDIX C: FINANCIAL TERMS

This Appendix may be modified at any time with the mutual written consent of the Parties.

1. Administrative Fee.

~~At the start of each quarter On or before the fifteenth (15th) of each month,~~ Winning Supplier shall remit to Equalis an administrative fee payment (the "Administrative Fee") of ~~written number one point four~~ percent (~~number 1.4~~%) of the total Winning Supplier revenue (the "Equalis Group Spend" or "Spend") invoiced to Program Participants during the prior ~~-quarter calendar month~~. "Spend" shall mean the cumulative purchases of Products & Services by Program Participants under the Master Agreement net of taxes, shipping costs, returns, and credits. All Administrative Fees not paid when due shall bear interest at a rate equal to the lesser of one- and one-half percent (1.5%) per month or the maximum rate permitted by law until paid in full.

Commented [MR3]: The Administrative Remittance of Sourcewell is 1.4%, NASPO is .025, HGAC is 1.5%, and GSA is .075%. As such, the benchmark has been set for cooperatives. Mohawk proposes a 1.4% remittance fee to keep Equalis on par with Sourcewell, the country's largest cooperative. Aligning with the request above regarding reporting, Mohawk requests that Administrative Remittance fees be paid quarterly.

2. Case-by-Case Administrative Fee Adjustments.

The Parties understand and acknowledge that Winning Supplier may have to provide aggressive deviated pricing on a case-by-case basis to win certain opportunities with Prospective Participants when those opportunities represent a sufficiently large Spend and/or are highly competitive. In such situations, Winning Supplier may request Equalis accept a reduced Administrative Fee. The Parties agree to evaluate each such situation as it arises and utilize best efforts to establish an adjusted Administrative Fee rate upon mutual written agreement (including via email) of the Parties.

3. Rebates or Other Payments.

None.

This Agreement, # COG-2115 contract number, entered into as of the date of Month in the year of year.

MASTER AGREEMENT

between

Cooperative Council of Governments
6001 Cochran Road, Suite 333
Cleveland, Ohio 44139

and

Winning Supplier
Street Address 1
Street Address 2
City, State - Zip Mohawk Lifts LLC
PO Box 110
65 Vrooman Ave
Amsterdam, NY 12010

and

Equalis Group LLC
5550 Granite Parkway, Suite 298
Plano, Texas 75024

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THIS MASTER COOPERATIVE PURCHASING AGREEMENT (this "**Master Agreement**"), effective as of **Month Day, Year** (the "**Effective Date**"), is entered into by and between The Cooperative Council of Governments, Inc., an Ohio non-profit corporation organized as a regional council of governments under Chapter 167 of the Ohio Revised Code, with its principal place of business at 6001 Cochran Road, Suite 333, Cleveland, Ohio 44139 ("**CCOG**"), Winning Supplier, a **State** corporation with its principal place of business at **street address, City, State Zip** ("**Winning Supplier**"), and Equalis Group LLC, a Delaware limited liability company with its principal place of business at 5550 Granite Parkway, Suite 298, Plano, Texas 75024 ("**Equalis**"). Throughout this Master Agreement, CCOG, Winning Supplier, and Equalis are referred to interchangeably as in the singular "**Party**" or in the plural "**Parties**."

SECTION 1. RECITALS

- A. CCOG is a Council of Governments formed under Chapter 167 of the Ohio Revised Code and established for the purpose of (a) developing and implementing certain sound business practices and processes as shared services to be made available to its members, and (b) serving as a lead public agency (a "**Lead Public Agency**") for Equalis Group ("**Equalis Group**"), a national cooperative purchasing organization, by publicly procuring Master Agreements for products and services to be made available to current and prospective Equalis Group members ("**Equalis Group Member**" or "**Member**").
- B. Equalis is the third-party procurement administrator for and duly authorized agent of CCOG, and in that role manages the procurement, marketing, sales, reporting, and financial activities of, for, and on behalf of CCOG at the direction and with the authorization of the CCOG Board of Directors.
- C. To the extent that the laws of a state, region, territory, and/or country permit, any public sector entity may join Equalis Group as a Member. The term "**Public Sector Entities**" includes, but is not limited to, political subdivisions, municipal corporations, counties, townships, villages, school districts, special districts, public institutions of higher education or training, units of government, state/regional/territorial agencies, state/regional/territorial governments, federal/national agencies, federal/national governments, and other entities receiving financial support from tax monies and/or public funds.
- D. Any organization that is exempt from federal income tax under **Section 501(c)(3)** of the IRS Code, and any other entity if permitted under the IRS Code and other applicable law, including for-profit companies, may also join Equalis Group as a Member.
- E. Equalis Group makes its Master Agreements available through groups and associations ("**Association Partners**") that contract with Equalis for the purpose of providing additional benefits to the members of such Association Partners.
- F. Members, Association Partners, and Association Partners' members are referred to throughout this Master Agreement as Equalis Group participants ("**Equalis Group Participants**").
- G. CCOG issued request for proposal ("**RFP**") **#Number** dated **Month Day, Year** for contracting on behalf of Equalis Group Participants for **definition of products and services solicited in the RFP** ("**Products & Services**") and awarded a contract to Winning Supplier as the lowest responsive and responsible bidder.
- H. Winning Supplier desires to promote and expand its operations and increase the sales of its Products & Services to public sector, private sector, and non-profit organizations through Equalis Group.
- I. CCOG and Equalis agree to make the Products & Services from Winning Supplier available to Equalis Group Participants and Winning Supplier agrees to provide the same to Equalis Group Participants who purchase Products & Services ("**Program Participants**") subject to the terms of this Master Agreement, **#contract number**.

NOW, THEREFORE, in consideration of the mutual promises contained herein, the Parties agree to the following terms and conditions:

SECTION 2. BUSINESS TERMS

2.1. **Appendices.** Winning Supplier agrees to provide Products & Services to Program Participants as may be agreed to by the Parties in accordance with the specific terms and conditions set forth in this Master Agreement and the appendices attached hereto and made a part of this Master Agreement (if one, an **"Appendix"** or more, **"Appendices"**).

- (i) **Appendix A** defines the Term of this Master Agreement and Addresses for Notices.
- (ii) **Appendix B** sets forth the Products & Services and pricing available to Program Participants under this Master Agreement.

2.2. **Terms in Appendices.** In all cases where the terms of this Master Agreement and any Appendices disagree, the terms in the Appendix shall control.

2.3. **Personnel & Equipment.** The Parties agree that the number and types of any subcontractors, dealers, distributors, personnel, or specialized equipment which may be required to furnish Products & Services to Program Participants will be determined by Winning Supplier. Winning Supplier agrees to engage the number and types of subcontractors, personnel, and/or specialized equipment necessary to furnish the types of Products & Services as specified in **Appendix B** to all Program Participants throughout the Term, as defined in **Appendix A**, of this Master Agreement and any Customer Agreement.

2.4. **Rates & Charges.** The rates, fees, and charges to be charged to and paid by Program Participants for Products & Services are set forth in **Appendix B**. Winning Supplier agrees that there are no other applicable rates, fees, charges, or other monetary incentives for Products & Services except those set forth in **Appendix B**.

SECTION 3. TERMS & CONDITIONS

3.1. **Confidentiality.**

(a) **Obligation.** The nature and details of the business relationship established by this Master Agreement, and the business information regarding the other Party(ies) (the **"Disclosing Party"**) to which a Party(ies) (the **"Receiving Party"**) may become privy during the Term of this Master Agreement (collectively, the **"Information"**) constitute confidential and proprietary information, the disclosure, copying, or distribution of which could result in competitive harm to the Disclosing Party. Each Party agrees to maintain the other Parties' Information in the strictest confidence and agrees not to disclose, copy, or distribute the other Parties' Information, whether orally or in writing, directly or indirectly, in whole or in part, except to those of the Receiving Party's employees, agents, subcontractors, and suppliers with a need to know the Information. The foregoing will not limit a Receiving Party, for purposes of marketing, from informing actual or potential Equalis Group Participants of the existence of a contractual relationship between the Parties. The Parties further agree that they will require that all of their employees, agents, subcontractors, and suppliers abide by the terms of these confidentiality obligations. The confidentiality obligations set forth in this section will continue in effect for the Term of this Master Agreement and for a period of two (2) years after the date this Master Agreement is terminated or expires.

(b) **Exceptions.** Nothing herein will apply to any information (a) which is or becomes generally available to the public other than as a result of a disclosure by a Receiving Party or its representatives, (b) which was available on a non-confidential basis prior to its disclosure by the Disclosing Party or its

representatives, (c) which becomes available to a Receiving Party on a non-confidential basis from a source other than the Disclosing Party or its representatives, provided that such source is not known to be subject to any prohibition against transmitting the information, (d) which is disclosed pursuant to an order of court; provided that in the event that proprietary information is disclosed or threatened to be disclosed pursuant to this clause (d), the Receiving Party will give the original Disclosing Party prompt, written Notice, as hereinafter defined, of such threatened disclosure and the right to defend against such disclosure, at Disclosing Party's expense, and provided further that the original Receiving Party will cooperate reasonably in such defense, or (e) which is subject to a Freedom of Information Act Request or other public records request to which a Party is, or may be, required to respond by applicable law.

3.2. Indemnification.

(a) **Winning Supplier Indemnification.** Except as otherwise provided herein and to the extent permitted by law, Winning Supplier shall indemnify, defend, and hold harmless ("**Indemnifying Party**") CCOG and Equalis, and their respective officers, directors, employees, agents, subcontractors, suppliers, and all Equalis Group Participants subject to this Master Agreement (the "**Indemnified Party**") from and against any and all liabilities, damages, fines, penalties, costs, claims, interest, and expenses (including costs of defense, settlement, and reasonable attorneys' fees), including any claim arising from environmental health and safety laws or regulations, which are generated by claims, allegations, actions, causes of action, demands, assertions, adjudications, or suits which arise out of damage to or destruction of any property, or bodily injury (including death) suffered by any person including the Indemnified Party ("**Losses**") to the extent they are caused by gross negligence, willful misconduct, noncompliance with applicable laws, or strict products liability of the Indemnifying Party or its employees, agents, subcontractors, and suppliers. With respect to a claim under this Master Agreement, the liability of the Indemnified Party is limited to the extent of such Indemnifying Party's gross negligence, willful misconduct, noncompliance with applicable laws, or strict products liability.

(b) **CCOG Indemnification.** Except as otherwise provided herein and to the extent permitted by law, CCOG shall indemnify, defend, and hold harmless ("**Indemnifying Party**") Winning Supplier, its officers, directors, employees, agents, subcontractors, and suppliers subject to this Master Agreement (the "**Indemnified Party**") from and against any and all liabilities, damages, fines, penalties, costs, claims, interest, and expenses (including costs of defense, settlement, and reasonable attorneys' fees), including any claim arising from environmental health and safety laws or regulations, which are generated by claims, allegations, actions, causes of action, demands, assertions, adjudications, or suits which arise out of damage to or destruction of any property, or bodily injury (including death) suffered by any person including the Indemnified Party ("**Losses**") to the extent they are caused by gross negligence, willful misconduct, or noncompliance with applicable laws of the Indemnifying Party or its employees, agents, subcontractors, and suppliers. With respect to a claim under this Master Agreement, the liability of the Indemnified Party is limited to the extent of such Indemnifying Party's gross negligence, willful misconduct, or noncompliance with applicable laws.

(c) **Equalis Indemnification.** Except as otherwise provided herein and to the extent permitted by law, Equalis shall indemnify, defend, and hold harmless ("**Indemnifying Party**") Winning Supplier, its officers, directors, employees, agents, subcontractors, and suppliers subject to this Master Agreement (the "**Indemnified Party**") from and against any and all liabilities, damages, fines, penalties, costs, claims, interest, and expenses (including costs of defense, settlement and reasonable attorneys' fees), including any claim arising from environmental health and safety laws or regulations, which are generated by claims, allegations, actions, causes of action, demands, assertions, adjudications, or suits which arise out of damage to or destruction of any property, or bodily injury (including death) suffered by any person including the Indemnified Party ("**Losses**") to the extent they are caused by gross negligence, willful misconduct, or noncompliance with applicable laws of the Indemnifying Party or its employees, agents, subcontractors, and suppliers. With respect to a claim under this Master Agreement, the liability of the Indemnified Party is limited to the extent of such Indemnifying Party's gross negligence, willful misconduct, or noncompliance with applicable laws.

3.3. **Notice & Opportunity to Defend; Limitations & Thresholds.**

(a) **Notice; Opportunity.** If any Losses are asserted against an Indemnified Party, such Indemnified Party shall notify the Indemnifying Party as promptly as practicable and give it an opportunity to defend the same. The Indemnified Party shall reasonably cooperate with the Indemnifying Party in connection with such defense. In the event that the Indemnifying Party in connection with such claim fails to defend against the claim within thirty (30) days after Notice of such claim, the Indemnified Party shall be entitled to assume the defense thereof, and the Indemnifying Party shall be liable to repay the Indemnified Party entitled to indemnification for all its expenses reasonably incurred in connection with said defense (including reasonable attorneys' fees and settlement payments) until the Indemnifying Party assumes such defense. The attorneys prosecuting such defense on behalf of a Party must be acceptable to the Indemnified Party, which acceptance shall not be unreasonably withheld.

(b) **Liability.** Notwithstanding any other provision of this Master Agreement, indemnity obligations entered into hereunder shall be due only to the extent of the Losses actually suffered by an Indemnified Party (i.e., reduced by any offsetting or related asset or service received and any recovery from any third Party). The Indemnifying Party's insurance shall obtain all rights of the Indemnified Party against any third party with respect to any claim for which indemnity was paid.

3.4. **Winning Supplier Insurance.** During the Term of this Master Agreement, and for two (2) years following expiration or termination of this Master Agreement, Winning Supplier, at its own expense, shall maintain and shall require that its agents, subcontractors, and suppliers engaged in Winning Supplier's performance of its duties under this Master Agreement maintain general liability insurance, property insurance, and automobile insurance (at a minimum, in the amount of \$1,000,000 per occurrence/\$5,000,000 annual aggregate) applicable to any claims, liabilities, damages, costs, or expenses arising out of its performance under this Master Agreement, or any Appendix, and with respect to, or arising out of, Winning Supplier's provision of Products & Services to Program Participants. CCOG, Equalis, and their respective officers, directors, employees, and agents will be named as additional insureds on Winning Supplier's related insurance policies. All such insurance policies shall incorporate a provision requiring the giving of written Notice to CCOG and Equalis at least thirty (30) days prior to the cancellation, nonrenewal, and/or material modification of any such policies. Winning Supplier shall submit to Equalis within ten (10) calendar days after the Effective Date of this Master Agreement, and prior to furnishing Products & Services to any Program Participants, valid certificates evidencing the effectiveness of the foregoing insurance policies. Winning Supplier shall provide such valid certificates on an annual basis until the terms of this section are no longer applicable.

3.5. **Termination Rights.** The Parties shall have the termination rights set forth below.

(a) **Insolvency.** If a petition in bankruptcy is filed by any Party, or if any Party is adjudicated as bankrupt, or if any Party makes a general assignment for the benefit of creditors, or if a receiver is appointed on account of the insolvency of any Party, then the other Parties, without prejudice to any other right or remedy, may terminate this Master Agreement upon giving at least five (5) business days prior written Notice of such termination.

(b) **Mutual Consent.** This Master Agreement, or any Appendix, may be terminated at any time by the mutual written consent of the Parties.

(c) **Breach.** In the event that any Party commits a material breach of its obligations under this Master Agreement, except for a payment obligation, the non-breaching Party(ies) may provide written Notice describing the material breach to the breaching Party. The breaching Party will have thirty (30) calendar days to cure such breach or provide acceptable reassurance to the non-breaching Party(ies), or, if the Parties agree that a cure or reassurance is not feasible within thirty calendar (30) days, such period of time for cure or satisfactory reassurance as the Parties may agree in writing. If the breach is not cured within such period or if satisfactory reassurance is not accepted by the non-breaching Party(ies) in such period, then the Party(ies)

not in breach may terminate this Master Agreement upon ten (10) business days written Notice at the Addresses for Notices set forth in Appendix A.

3.6. **Effects of Termination.** Upon termination of this Agreement for any reason, all Customer Agreements entered into with Program Participants shall immediately terminate. Winning Supplier shall immediately cease any sales of Products & Services to any Program Participant under and through the terms of this Master Agreement. Following the date of termination, Winning Supplier shall not be precluded from selling its products and services to individuals, businesses, and entities that were Program Participants when this Master Agreement was in effect either directly or through some other contract vehicle. Following the date of termination, CCOG and Equalis shall not be precluded from transitioning individuals, businesses, and entities that were Program Participants when this Master Agreement was in effect to another agreement or Equalis Group supplier partner.

3.7. **Audit of Winning Supplier.** CCOG and Equalis, whether directly or through an independent auditor or accounting firm, shall have the right to perform audits, including inspection of books, records, and computer data relevant to Winning Supplier's provision of Products & Services to Program Participants pursuant to this Master Agreement, to ensure that pricing, inventory, quality, process, and business controls are maintained; provided, however, that such inspections and audits will be conducted upon reasonable notice to Winning Supplier and so as not to unreasonably interfere with Winning Supplier's business or operations.

3.8. **Force Majeure.** This Master Agreement will be temporarily suspended during any period to the extent that any Party during that period is unable to carry out its obligations under this Master Agreement or the Appendices by reason of an Act of God or the public enemy, act of terrorism, epidemic or pandemic, fire, flood, labor disorder not caused by Winning Supplier, civil commotion, closing of the public highways not caused by Winning Supplier, government interference, government regulations, or any other event or occurrence beyond the reasonable control of the affected Party ("Event of Force Majeure"). No Party will have any liability to the other Party(ies) for a delay in performance nor failure to perform to the extent this Master Agreement or any Appendix is so temporarily suspended; provided that nothing contained herein shall apply to payment obligations with respect to obligations which have already been performed under this Master Agreement. If the provision of Products & Services are impeded due to an Event of Force Majeure, then Winning Supplier may apportion the provision of Products & Services among its present and future customers on a fair and reasonable basis after consulting with Equalis and the Program Participants potentially affected and in a manner that would not reasonably be expected to disproportionately affect Program Participants.

3.9. **Buy American requirement.** (for New Jersey and all other applicable States) Winning Supplier may only use unmanufactured construction material mined or produced in the United States, as required by the Buy American Act. Where trade agreements apply, to the extent permitted by applicable law, then unmanufactured construction material mined or produced in a designated country may also be used. Vendors are required to check state specific requirements to ensure compliance with this requirement.

Commented [MR1]: Please see attachment "Technical Proposal – Mohawk Lifts – Section 2.3.3. – NASPO Scoring Matrix" for documentation of Mohawk meeting the Buy American requirements.

3.10. **Notices.** All notices, claims, certificates, requests, demands, and other communications required or permitted hereunder ("Notice") must be in writing and will be deemed given to the Addresses for Notices (a) when delivered personally to the recipient, (b) upon delivery by reputable overnight courier service (charges prepaid), or (c) upon delivery or refusal of delivery by certified or registered mail, return receipt requested, and addressed to the intended recipient. The Parties agree that the day-to-day business communications, including notification of a change of address, pricing updates, or revisions to any Appendix, may be made via electronic communication.

3.11. **Waiver.** Other than the rights and obligations with respect to payment provided by this Master Agreement, waiver by any Party(ies) or the failure of any Party(ies) hereto to enforce at any time its rights with regard to any breach or failure to comply with any provision of this Master Agreement by the other Party(ies) may not be construed as, or constitute, a continuing waiver of such provision, or a waiver of any other future breach of or failure to comply with the same provision or any other provision of this Master Agreement.

3.12. **Governing Law; Invalidity.** This Master Agreement shall be construed and enforced in accordance with, and governed by, the laws of the State of Ohio without regard to rules of conflict of laws. If any provision of this Master

Agreement is declared unlawful or unenforceable by judicial determination or performance, then the remainder of this Master Agreement shall continue in force as if the invalidated provision did not exist. Any suits filed by any Party pursuant to this Master Agreement shall be brought in a court of competent jurisdiction located in Cuyahoga County, Ohio. In the event any Party initiates a suit and that suit is adjudicated by a court of competent jurisdiction, the prevailing Party shall be entitled to reasonable attorney's fees and costs from the non-prevailing Party in addition to any other relief to which the court determines the prevailing Party is entitled or awarded.

3.13. **Modification.** No release, discharge, abandonment, waiver, alteration, or modification of any of the provisions of this Master Agreement, or any of the Appendices incorporated herein, shall be binding upon any Party unless set forth in a writing signed by authorized representatives of the Parties.

3.14. **Assignment.** This Master Agreement and the rights and obligations hereunder may not be assignable by any Party hereto without the prior written consent of the other Parties, which consent shall not be unreasonably withheld, conditioned, or delayed, provided, however, that Winning Supplier and Equalis may assign their respective rights and obligations under this Master Agreement without the consent of the other Parties in the event either Winning Supplier or Equalis shall hereafter effect a corporate reorganization, consolidation, merger, merge into, sale to, or a transfer of all or substantially all of its properties or assets to another entity. Subject to the preceding sentence, this Master Agreement will be binding upon, inure to the benefit of, and be enforceable by the Parties and their respective successors and assigns. Any instrument purporting to make an assignment in violation of this section shall be null and void. This Master Agreement may be extended to additional entities affiliated with the Parties upon the mutual agreement of the Parties. No such extension will relieve the extending Party of its rights and obligations under this Master Agreement.

3.15. **No Third-Party Beneficiaries; Survival of Representations.** This Master Agreement is made solely for the benefit of the Parties to it, and no other persons will acquire or have any right under or by virtue of this Master Agreement. Except as otherwise provided herein, all representations, warranties, covenants, and agreements of the Parties shall remain in full force and effect regardless of any termination of this Master Agreement, in whole or in part.

3.16. **Entire Agreement.** This Master Agreement, together with all attachments, appendices, and exhibits hereto, constitutes the entire agreement between the Parties with respect to the subject matter hereof and supersedes all prior oral or written representations and agreements with regard to the same subject matter. The Parties acknowledge that this Master Agreement has been negotiated and incorporates their collective agreement as to the provisions to be contained herein. Therefore, no presumption will arise giving benefit of interpretation by virtue of authorship of any provision of this Master Agreement, and any ambiguity may not be construed for or against any Party. Winning Supplier's complete and final RFP response is hereby incorporated into and made part of this Master Agreement.

3.17. **Execution in Counterparts.** This Master Agreement may be executed in one or more counterparts, each of which will be deemed an original. For purposes of this Master Agreement, a facsimile, scanned, or electronic signature will be deemed an original signature.

3.18. **Titles, Headings & Recitals.** The Preamble to this Master Agreement is hereby incorporated herein and made part of this Master Agreement. The Recitals stated within this Master Agreement are deemed to be a part of this Master Agreement. The titles and headings of the sections and paragraphs of this Master Agreement are inserted for convenience only and shall not constitute a part hereof or affect in any way the meaning or interpretation of this Master Agreement.

3.19. **Nondiscrimination & Intimidation.**

(a) Winning Supplier expressly agrees that in the hiring of employees for the performance of work or services under this Master Agreement or any subcontract that takes place in the State of Ohio, Winning Supplier, its subcontractors, or any person acting on a Winning Supplier's or its subcontractor's behalf shall not discriminate in the hiring of employees by reason of race, creed, sex, disability as defined in **Section 4112.01** of the Ohio Revised Code nor shall it discriminate against any citizen of the State of Ohio in the

employment of labor or workers who are qualified and available to perform the Work to which the employment relates.

(b) Winning Supplier expressly agrees that Winning Supplier, any of its subcontractors, or any person on behalf of Winning Supplier or its subcontractors in any manner shall not discriminate against or intimidate any employee hired for the performance of work or services under this Master Agreement on account of race, creed, sex, disability as defined in Section 4112.01 of the Ohio Revised Code, or color.

(c) Winning Supplier expressly agrees to include principally similar provisions of this section in each of its written subcontractor agreements for the Products & Services subject to this Master Agreement.

IN WITNESS WHEREOF, the Parties hereto have caused this Master Agreement to be executed by their duly authorized representatives as of the Effective Date.

**THE COOPERATIVE COUNCIL OF
GOVERNMENTS, INC.**

By: _____
Name: Scott A. Morgan
As: CCOG Board President
Date: _____

WINNING SUPPLIER

By: _____
Name: Steve Perlstein
As: President
Date: _____

Commented [MR2]: Signed copy available upon request. As indicated on the Administration Contract, the portal will not accept a PDF which is the file type of the signed version of the agreement.

EQUALIS GROUP, LTD.

By: _____
Name: Eric Merkle
As: SVP, Sourcing & Operations
Date: _____

APPENDIX A: TERM OF AGREEMENT; NOTICES

This Appendix may be modified at any time with the mutual written consent of the Parties.

1. The Term.

This Master Agreement and the Appendices attached hereto will become effective as of the Effective Date. This Master Agreement will remain in effect for approximately five (5) years and expire on **Month day, year** (the "Termination Date") unless extended or unless otherwise terminated or cancelled as set forth in the Master Agreement (the "Initial Term"). This Master Agreement may be renewed at any time by the mutual written consent of the Parties (each a "Renewal Term") unless this Master Agreement is terminated as set forth herein. The Initial Term together with all Renewal Terms exercised are hereinafter collectively referred to as the "Term."

2. Addresses for Notices.

a. If to CCOG:

The Cooperative Council of Governments, Inc.
Attn: Board President
6001 Cochran Road, Suite 333
Cleveland, Ohio 44139
Facsimile: 440.337.0002

b. If to Winning Supplier:

and with copy to:

Winning Supplier
Attn: Name, Title
Street Address 1
Street Address 2
City, State Zip

Company Name
Attn: Name, Title
Street Address 1
Street Address 2
City, State Zip

c. If to EQUALIS:

Equalis Group, Ltd.
Attn: Eric Merkle, SVP
5550 Granite Parkway, Suite 298
Plano, Texas 75024

APPENDIX B: PRODUCTS & SERVICES; PRICING

The following terms and conditions will apply to any purchase or utilization of the Products & Services from Winning Supplier. This Appendix may be modified at any time with the mutual written consent of Winning Supplier and Equalis.

1. Products & Services

To be completed following contract award to Winning Supplier based on Winning Supplier's RFP response and subsequent negotiations.

The definition of Products & Services may be amended from time to time upon the mutual written agreement of Winning Supplier and Equalis.

2. Pricing for Products & Services

To be completed following contract award to Winning Supplier based on Winning Supplier's RFP response and subsequent negotiations.

3. Price Adjustments

Should it become necessary or proper during the term of this contract to make any change in design or any alterations that will increase expense, Equalis Group must be notified immediately. Price increases must be approved by CCOG and no payment for additional materials or services, beyond the amount stipulated in the contract, shall be paid without prior approval. All price increases must be supported by manufacturer documentation, or a formal cost justification letter.

Winning Supplier must honor previous prices for thirty (30) days after approval and written notification from Equalis Group if requested.

It is Vendor's responsibility to keep all pricing up to date and on file with Equalis Group. All price changes must be provided to Equalis Group, using the same format as was accepted in the original contract.