

**PROPOSAL**

Company: UNITED STATES AIR FORCE  
Contact: Sal Obico  
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Email: salvador.obico.1@us.af.mil  
Address: 1180 Levitow Rd, MCCHORD AFB, WA 98438

Date: 4/18/2023  
Expires: 5/3/2023  
Lead Time: 13-15 Weeks

QTY	DESCRIPTION - Materials	PRICE EACH	TOTAL
1	Damo Pro, 29" Seat Height, 42" Deep, 3" Wide	\$ 470.67	\$ 470.67
1	Seismic Foot Plate	\$ 45.34	\$ 45.34
1	Beam Hook Over	\$ 33.34	\$ 33.34
	Location of Damage: Row 7, Location Aisle # 11A/26		
5	Damo Pro, 24" Seat Height, 48" Deep, 4" Wide	\$ 613.34	\$ 3,066.70
5	Seismic Foot Plate	\$ 45.34	\$ 226.70
8	Beam Hook Over	\$ 33.34	\$ 266.72
	Location of Damage: Row 7, 11A/26 (4th Upright from Back, Row 6, 11A/24 (3rd Upright); Row 6, 11A/24 (5th Upright); Row 6, 11A/22; Row 5, 11A/20		
1	Damo Pro, 24" Seat Height, 30" Deep, 3" Wide	\$ 432.00	\$ 432.00
1	Seismic Foot Plate	\$ 45.34	\$ 45.34
1	Beam Hook Over	\$ 33.34	\$ 33.34
	Location of Damage: Row 3, 11A/12		
	Estimated Product Lead Time: 12-14 Weeks		

QTY	DESCRIPTION - Installations	PRICE EACH	TOTAL
1	Labor & Installation, Including Travel Costs	\$ 3,266.67	\$ 3,266.67
	Installer to Need Customer Forklift to Assist Install. After Rack Material Arrives, Customer Will Need to Help Installer With Gate Access, or Additional Installer Team Time Charges May Apply. Calculated at Prevailing Wage.		

Payment Terms: Net 10 Days

**Investment Information**

ACCEPTED BY BUYER:  
(RHCC Terms and Conditions apply)

Sub-Total Price: \$7,886.82  
Estimated Shipping & Handling: \$916.48  
Total Price: \$8,803.30

NAME: \_\_\_\_\_ TITLE: \_\_\_\_\_

Subject to Applicable Sales Tax

SIGNATURE: \_\_\_\_\_ PO# \_\_\_\_\_

DATE: \_\_\_\_\_

Terms: Net 10 Days. Standard RHCC Terms and Conditions Apply. General Notes Apply.  
Tax is provided as an estimate only. All final Taxes will appear on final invoice.  
Shipping & Handling is subject to change. All final Shipping & Handling charges will appear on final invoice  
Steel products are subject to Duties and Tarriffs and will appear on final invoice.



### General Notes

1. Unless otherwise specified by Raymond Handling Concepts this proposal shall be void 30 days from date submitted.
2. Purchaser shall pay all local, state and/or federal taxes that are applicable in the purchase of the equipment. Sales tax shall be added, at the applicable rate, to the purchase unless a sales tax exemption certificate is provided with the order.
3. As a result of the December 2017 Federal regulations governing the trucking industry, transportation costs have increased substantially and are expected to continue to increase for several more quarters. This being the case, the transportation prices provided are to be considered accurate amounts at this time. The transportation prices quoted are not fixed; RHCC will invoice transportation at current rates at the time of shipment. Delivery of equipment or parts will be made F.O.B. point of shipment. Title to all shipments will pass to Purchaser upon delivery to carrier and all risk of loss or damage to goods will fall upon the purchaser. It will be the Purchaser's responsibility to file any and all claims with the carrier.
4. Shipping and delivery dates are estimates based upon conditions prevailing at the time of quotation. Seller shall not be liable for delays in delivery due to: Purchaser changes, Acts of God, strikes, fire floods, epidemics, war and all other causes beyond Seller's control. In the event of such delay, the delivery shall be extended by the amount of time delay incurred. If delivery is delayed by Purchaser, Seller has the option of requesting payment from Purchaser as though delivery had been made in accordance with the schedule provided in the proposal. Purchaser shall pay any expenses incurred by Seller due to Purchaser postponement of delivery, including storage.
5. The installation price, listed above, is based upon the following conditions:
  - A) Work being performed in one continuous operation from start to finish without delays or work interruption caused by others.
  - B) Work being performed during normal working hours, defined as 8 hours per day (approximately 7:00 a.m. to 4:00 p.m.) Monday through Friday, excluding holidays.
  - C) The jobsite being clear of all equipment and all stored product prior to the start of our installation work.
  - D) 110 volt electrical power being available within about 150 feet of the jobsite for powered hand tools.
  - E) All of the above quoted installation work has been based on using non-union labor. If your company should deem it necessary to perform the work with union labor, please be advised that the union price will run about two and one half times the amount of non-union price and would also double the length of time of the original non-union work schedule. The exact price for union installation can be determined by our meeting with representatives of the appropriate union to discuss the project in detail, if you determine that you must proceed in that manner.
  - F) Shimming to true and plumb condition if required due to floor irregularities will be at additional cost.
  - G) Clean-up will consist of a broom-clean floor with all debris created by our work staged in an on-site location or placed in containers provided by the Purchaser.
  - H) Raymond Handling Concepts to receive, unload and securely store materials in a clean, dry area provided by purchaser.
  - I) Provide a clear dock door and area to bring materials into building.
  - J) Purchaser to provide at least one (1) lift for the duration of the installation that is adequate to perform all work necessary. Unless otherwise specified.
  - K) Provide a clear adequately sized area to stage materials next to the installation area.
6. In the instance that the Purchaser contracts with a third party for the express purpose of project management and/or to monitor quality assurance in relation to the services and designs provided by Raymond Handling Concepts, Raymond Handling Concepts reserves the right to withdraw our offer, and re-negotiate the sales agreement as it pertains to the revised project scope.
7. The administrative charge to obtain a Building Permit from the local city jurisdiction will be as per price summary page. This charge covers interfacing with the building department. Plan check, final permit, and any additional city fees will be invoiced to the Purchaser at cost.

Raymond Handling Concepts is not responsible for the non-issuance of the building permit, if the city building department and/or fire department withhold permit approval due to any miscellaneous conditions not directly related to the structural integrity of the pallet rack. These miscellaneous conditions may cause the customer additional costs which are not included in the proposal.

These miscellaneous conditions might require that the Purchaser provide documentation of compliance to these agencies and/or modifications to their building at their expense, for such items as listed in the following example (but not limited to these examples): High Pile Storage Report & Permit; handicap parking; handicap toilet facilities; building floor plan showing emergency exit routes; data regarding commodity being stored; data covering types of packaging and encapsulation; data showing intent to comply with factory mutual standards for plastic and aerosol storage; submittal of detailed plans of building or in-rack sprinklers, and floor (concrete) capacity.

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Also this may apply to additions to an existing sprinkler system or installation of any newly required sprinkler system; installing exit signs; installing any peripheral fire fighting equipment; (such as hoses or portable extinguishers); providing core samples and/or compression tests of concrete floor strength; providing sub-soil compaction report; installation of larger base plates than quoted on the rack uprights if required due to inadequate concrete floor strength or inadequate sub-soil compaction; etc.

The Purchaser is responsible to supply the aforementioned documentation. If after one year we have not received requested data from you necessary for permit issuance, we will assume the lack of response to be an implied acknowledgment releasing us from permit responsibility. After that date we will invoice you for all expenses actually incurred and close out the project.

8. Should the Purchaser elect to waive any required permit process, the Purchaser assumes all liability caused by not acquiring the permit.
9. Rack beam elevations may cause a potential pinch point with fork lifts. Be advised that this potential is the Purchaser's responsibility to evaluate and advise or handle. Raymond Handling Concepts, Inc is not responsible for this interface unless expressly stated in the project scope.
10. All requests for change or cancellation of Purchaser's order shall be made in writing. If accepted by Seller, Purchaser shall bear all costs and expenses incurred by such change or cancellation including, but not limited to, cost of materials, cost of labor, engineering development cost, design cost, cost of engineering services and appropriate overhead charges, including profit.
11. Seller shall not be required to furnish any safety device except those specified in this proposal. If federal, state and/or local governments require additional safety devices, inspections, permits or licenses for the use of Seller's equipment, Purchaser shall obtain and cover all expense.
12. Listed capacities are for static loads and have been supplied by the manufacturer for all seismic zones. Seismic engineering for Zone IV may result in a down rating of some components; however, materials have been selected to accommodate your particular storage requirements.
13. Seller shall protect Purchaser against any lien asserted against Purchaser's property for equipment or services furnished by others at Seller's request, provided that Purchaser meets the required price and terms of this agreement.
14. Title to all drawings, schematics, specifications and other papers prepared by Raymond Handling Concepts shall remain property of Raymond Handling Concepts. Such are submitted with the understanding that the information and/or drawings will not be disclosed or used in any manner detrimental to Raymond Handling Concepts. All specifications and dimensions are approximate and are subject to change or correction during final engineering. All stenographic and clerical errors are subject to correction.
15. After the Seller notifies the Buyer that the work is complete, the Buyer will inspect the work and, if the work is in conformance with the terms and provisions of the Proposal, the Buyer shall accept the same and deliver the Seller a signed statement of acceptance. If the Buyer declines to sign such a statement, then the Buyer shall immediately inform the Seller in writing of the reasons for such declination. If, within ten (10) days after receipt of Seller's notice that the work is completed, the Buyer fails to so notify the Seller, the work shall be conclusively deemed to have been accepted by the Buyer.
16. If used equipment is designated within this proposal the following statement shall apply:

The goods sold under this agreement are purchased by the buyer "As Is" and the seller does not warrant that they are of merchantable quality, nor that they can be used for any particular purpose. This product is not designed for any specific seismic requirement unless so noted. No manufacturers' or sellers warranty is implied or intended under this proposal. Certification and/or rework by a properly certified welder is not included in this proposal and if required, may warrant a substantial increase in the quoted pricing.

17. We would greatly appreciate your considering the following points before making a final decision on who will perform this work for your company.

References Include:

- A) Raymond Handling Concepts has been in the material handling business for over thirty (30) years, and has an excellent reputation.
- B) Raymond Handling Concepts successfully completes many storage rack installations each year, both large and small. Each project receives the attention and professional handling that has earned us a trademark of quality throughout the industry.
- C) Raymond Handling Concepts has all required City Business Licenses, Contractors Licenses, worker's Compensation Insurance, and \$2,000,000.00 in Liability Insurance coverage. Please be advised that some companies supplying material handling equipment use part-time labor, and do not carry all of the required licenses and insurance. While this means that they can sometimes provide you with a lower installation price, the quality of the installation sometimes suffers, and the customer is exposed to potential liability claims that could quickly exceed any possible savings.