



**EDUCATIONAL SERVICES COMMISSION OF NEW JERSEY
NEW JERSEY STATE APPROVED COOPERATIVE PRICING SYSTEM #65MCESCCPS
PURCHASE OF VEHICLE SERVICE LIFTS AND ACCESSORIES #ESC NJ 18/19-36
BID TERM: 11/16/18 – 11/15/20 **Extended to 11/15/21**
(with extensions as permitted by NJ law)**

2 Bid Packages Requested
2 Bid Packages Received

That the Board of Directors approve the award of the Purchase of Vehicle Service Lifts and Accessories Bid #ESC NJ 18/19-36 to **Mohawk Resources Ltd.**, 64 Vrooman Avenue, Amsterdam, New York 12010, and **Stertil-Koni USA, Inc.**, 200 Log Canoe Circle, Stevensville, Maryland 21666 as follows:



MOHAWK RESOURCES Ltd.



Pricing applies to ALL COUNTIES.

PRICE LISTS ARE POSTED ON ESCNJ WEBSITE - BID AWARDS.

Certified Lift Series	Date of Manufacturer's Price List	Name of Manufacturer's Price List	Discount %
MOHAWK Lifts	March 29, 2018 Price List	MOHAWK Price List	<p align="center">15.1429% - Single Lift</p> <p align="center">Mohawk Quantity Volume Discounts offered for <u>2 Post Lifts Only:</u></p> <p align="center">7,000 to 18,000 lb. models – 5% on 6+ units 7,000 to 18,000 lb. models – 10% on 12 units</p> <p align="center">10% Model LMF-12 on Model TP-16 if 3 units are ordered</p> <p align="center">Quantity Discounts are offered based on one shipment, one location, one invoice.</p>
HUNTER ENGINEERING CO. (Light Duty Lifts and Heavy Duty Lifts)	July 15, 2018 Price List	HUNTER ENGINEERING Price List	<p align="center">21.4286% - Light Duty Single Lift 10.2041% - Heavy Duty Single Lift</p> <p align="center">No Volume Discounts offered.</p>

LABOR COST FOR TECHNICIAN FOR ANNUAL AND MAINTENANCE INSPECTIONS

Labor Cost for Technician

North Jersey	PER HOUR	Central Jersey	PER HOUR	South Jersey	PER HOUR
Bergen	\$105	Hunterdon	\$105	Atlantic	\$105
Essex	\$105	Mercer	\$105	Burlington	\$105
Hudson	\$105	Middlesex	\$105	Camden	\$105
Morris	\$105	Monmouth	\$105	Cape May	\$105
Passaic	\$105	Ocean	\$105	Cumberland	\$105
Sussex	\$105	Somerset	\$105	Gloucester	\$105
Union	\$105	Warren	\$105	Salem	\$105



MOHAWK RESOURCES Ltd.



VEHICLE SERVICE LIFTS ACCESSORIES AND REPLACEMENT PARTS

% MARK-UP	
Contract Year 2 - <u>11/16/19 – 11/15/20</u>	<u>12%</u>

MOHAWK ANNUAL PREVENTATIVE MAINTENANCE AND ANNUAL INSPECTION FEES:

% MARK-UP	
Contract Year 2 - <u>11/16/19 – 11/15/20</u> Covers ANSI-ALI Lift Inspection and includes maintenance and technician training.	<u>\$260.00 / Year</u>

MOHAWK Vehicle Service Lifts shipping/freight is included with pricing offered to all ESCNJ Co-op Members.

MOHAWK Vehicle Service Lifts installation services are offered at a "not to exceed" cost and is model dependent, as per the following guidelines:

MODEL	NOT TO EXCEED
2-Post Lifts	10% of Unit Cost
4-Post Lifts (FL, TR-1 9, 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

Installation and training for **Hunter Engineering Equipment** is included in pricing offered to ESCNJ Co-op Members.



MOHAWK RESOURCES Ltd.



Mohawk Resources, Ltd. requires all ESCNJ Co-op Members Purchase Orders under this contract be issued to:

**Mohawk Resources, Ltd.
65 Vrooman Avenue
P.O. Box 110
Amsterdam, NY 12010**

Or via Fax @ 518-842-1289

Email: orders@mohawklifts.com

and contain the following verbiage:

**ESCNJ Cooperative Pricing System #65MCESCCPS
Bid # ESCNJ 18/19-36 - Vehicle Service Lifts and Accessories**

MOHAWK/HUNTER SALES/SERVICE REPRESENTATIVES

NAME	STREET ADDRESS	CITY	STATE	ZIP CODE	EMAIL	PHONE
** Specialty Automotive Equipment	395 President St. Bldg. #2	Saddle Brook	NJ	07663	ross@njlifts.com	(201) 837-0880
John Bookstaver	3 Lakeview Terrace	Montville	NJ	07045	jbookstaver@optonline.net	(201) 819-4102
Dan D'Imperio III	3311 Venturi Lane	Vineland	NJ	08361	danshuntersales@gmail.com	(856) 649-9033
Stephen Dawson	168 Bellis Road	Milford	NJ	08848	sdawson@ptd.net	(908) 752-2722
Michael Dercole Jr.	501 Summit Street	Norwood	NJ	07648	mikedercole@gmail.com	(201) 540-6315
Leigh Dodd	55 Lakeshore Drive	Oakland	NJ	07436	marathonequipment@outlook.com	(201) 800-1706
Fred Goepel	1455 Easton Avenue	Somerset	NJ	08873	somerset equipmentsalesllc@gmail.com	(732) 545-8030
George J. O'Connell	328 Lexington Drive	River Edge	NJ	07661	Geooc101@optonline.net	(201) 446-5120
Jim Sweeney	1512 Wellington Place	Aberdeen	NJ	07747	sweentool@aol.com	(732) 673-1833
George Bartlett	21 Nevius Drive	Flemington	NJ	08822	Geobart28@gmail.com	(908) 806-4414
Owen Biesty	1941 Route 22 West	Bound Brook	NJ	08805	o00biesty@aol.com	(551) 587-8678
John Bjelis	725 Elite Court	Ridgefield	NJ	07657	jbjelis@verizon.net	(551) 574-1194
Mike Goepel	66 E. Buckingham Avenue	Mount Ephraim	NJ	08059	Ma.goepel@gmail.com	(856) 931-8644
Frank Kuehn	70 Timberbrook Road	Rockaway	NJ	07866	franktkuehn@aol.com	(201) 776-6230
Michael Mazur	5 Donna Court	Manalapan	NJ	07726	michael.mazur@aol.com	Via Email
Justin Oswald	34 Gajewski Lane	Cedar Run	NJ	08092	Hunteroswald88@yahoo.com	(609) 709-7956
Jeff Pincher	82 Ackerman Avenue	Ramsey	NJ	07446	j.pincher@verizon.net	(201) 934-6501
Tom Ryan	P.O. Box 7067	North Arlington	NJ	07031	Huntertr99@aol.com	(201) 998-2037
Mark Wassy	Wassy's Hunter Services	Sicklerville	NJ	08081	mwassy@comcast.net	(856) 309-9779

** Main Warehouse

MOHAWK RESOURCES, LTD. WARRANTY INFORMATION:

Conditions:

The most popular lifts (two post models) are covered by a 25 year structural warranty and 10 year mechanical (all moving parts) warranty. If warranty work is needed, the local Mohawk representative handles all aspects of service performed on the lift.

Requirements:

Per attached fully inclusive Mohawk & Hunter warranty.

Claim Procedure:

Mohawk Lifts is committed to providing prompt and reliable service nationally, as we have done for the past 25+ years with all multiple award schedule contracts. This objective is achieved using a collaborative service approach which coordinates our in-house service department with our network of national authorized service professionals. All service calls are fielded through our in-house service department, which is available Monday - Friday from 8am (EST) to 5pm (EST). After hours and weekend service calls are handled by Mohawk's answering service, who transfer the calls to an on-call service technician for expeditious response.

When a service call is received, the responding service technician will discuss, diagnose, and resolve the issue via telephone. (A follow-up call is made to ensure the suggestions to the customer did resolve the issue.) If the issue is not able to be handled during the service call, Mohawk's in-house service department will contact the nearest Mohawk Lifts service technician to review the service issue and dispatch a service technician to the customer's location for further assistance. While a guaranteed arrival time for a repair is impossible without knowing the details of the service technician's prior schedule, travel time to location, and parts required, a 24 hour turn-around time is standard industry practice.

Structure:

Mohawk Lifts has a nationwide network of distributors and service technicians that provide valuable sales, installation, maintenance, inspection, and service support to Mohawk's customers. Mohawk service centers, like most all garage equipment suppliers, are independent businesses contracting their services (installation, inspection, and repairs) to various equipment manufacturers and their customers. This network is a vital part of ensuring all of Mohawk's customers receive prompt and reliable service from a local authorized professional.

In addition, the Hunter Engineering network has 380 service technicians as also provided in the bid response. Hunter sales and service professionals can always be found on www.hunter.com in the area on the right hand side of the page marked **CONNECT WITH YOUR HUNTER TEAM**. Just enter the zip code and the local sales and service professionals with contact information are shown on the screen.

Different lift types have different warranties. As stated, the longest is the most popular two post models which have a 25 year warranty, and the shortest warranty is three years. There are no usage limit warranties.

Warranty Limitations:

There are no limitations not covered under warranty.

Do warranties cover the expense of technicians travel time and mileage to perform warranty repairs?

For service repairs within the warranty period, tech travel time and mileage expense is covered and invoiced directly to Mohawk from area representatives.



STERTIL-KONI USA, INC.



Pricing applies to ALL COUNTIES.

PRICE LISTS ARE POSTED ON ESCNJ WEBSITE - BID AWARDS.

Certified Lift Series	Date of Manufacturer's Price List	Name of Manufacturer's Price List	Discount %
STERTIL Two-Post Surface Mounted Lifts	December 1, 2018 Price List	Stertil-Koni Price List Edition 2 - 2018	29% - Single Lift 32% - 2-7 Lifts 33.5% - 8 and up (+)
STERTIL Multi-Post Runway Lifts	December 1, 2018 Price List	Stertil-Koni Price List Edition 2 - 2018	29% - Single Lift 32% - 2-7 Lifts 33.5% - 8 and up (+)
STERTIL In-Ground Lifts	December 1, 2018 Price List	Stertil-Koni Price List Edition 2 - 2018	29% - Single Lift 32% - 2-7 Lifts 33.5% - 8 and up (+)
STERTIL Scissors Lifts	December 1, 2018 Price List	Stertil-Koni Price List Edition 2 - 2018	29% - Single Lift 32% - 2-7 Lifts 33.5% - 8 and up (+)
STERTIL Wheel Engaging Mobile Unit Lifts	December 1, 2018 Price List	Stertil-Koni Price List Edition 2 - 2018	29% - Single Lift 32% - 2-7 Lifts 33.5% - 8 and up (+)

LABOR COST FOR TECHNICIAN

**Technician is factory authorized and trained by Stertil-Koni. This is non-prevailing wage classification.
Labor Cost for Technician**

North Jersey	PER HOUR	Central Jersey	PER HOUR	South Jersey	PER HOUR
Bergen	\$100	Hunterdon	\$100	Atlantic	\$100
Essex	\$100	Mercer	\$100	Burlington	\$100
Hudson	\$100	Middlesex	\$100	Camden	\$100
Morris	\$100	Monmouth	\$100	Cape May	\$100
Passaic	\$100	Ocean	\$100	Cumberland	\$100
Sussex	\$100	Somerset	\$100	Gloucester	\$100
Union	\$100	Warren	\$100	Salem	\$100

Travel Rate Charge: \$100.00 (includes all tolls & fuel /Hour – Maximum 3 hours chargeable travel time.



ESCNJ

BID PROPOSAL FORM F – VEHICLE SERVICE LIFTS ANNUAL PREVENTATIVE MAINTENANCE AND INSPECTION FEES

Year 2

Annual Preventative Maintenance Fees for all New Jersey State Counties:

Two Post Above Ground:	\$175.00 each
Four Post Above Ground:	\$200 each
Mobile Lifts:	\$325 each, per set of 4
In-ground Twin Post Side by Side or Single Post:	\$175 each
In-ground Fore n Aft Two Post:	\$350 each

*Plus Travel

**Labor is included in the fee. If we find any repairs needed we will generate an estimate which will have the contract rate and parts discount applied to it.

Annual Inspection Fees for all New Jersey State Counties:

Two Post Above Ground:	\$175.00 each
Four Post Above Ground:	\$200 each
Mobile Lifts:	\$325 each, per set of 4
In-ground Twin Post Side by Side or Single Post:	\$175 each
In-ground Fore n Aft Two Post:	\$350 each

*Plus Travel

**Labor is included in the fee. If we find any repairs needed we will generate an estimate which will have the contract rate and parts discount applied to it.





STERIL-KONI USA, INC.



VEHICLE SERVICE LIFTS ACCESSORIES AND REPLACEMENT PARTS

% MARK-UP	
Contract Year 2 - <u>11/16/19 – 11/15/20</u>	<u>20%</u>

Stertil-KONI Vehicle Service Lifts shipping/freight will be handled as **FOB DESTINATION.**

Stertil-Koni USA requires all ESCNJ Co-op Members Purchase Orders under this contract be issued to (Vendor):

**Stertil-Koni USA, Inc.
200 Log Canoe Circle,
Stevensville, MD 21666**

contain the following verbiage:

**ESCNJ Cooperative Pricing System #65MCESCCPS
Bid # ESCNJ 18/19-36**

and be sent to:

E-mail: orders@stertil-koni.com
Mail: **Stertil-Koni USA, Inc., 200 Log Canoe Circle, Stevensville, MD 21666**
Fax: 410-642-8901

STERIL-KONI WARRANTY INFORMATION:

Conditions:

The warranty period commences from the effective date of acceptance by the customer. A warranty registration form or registration card must be submitted to Stertil-Koni within 30 days of receipt of equipment to establish such date; otherwise the invoiced date will become the effective date of acceptance by the customer.

Requirements:

Stertil-Koni lifting equipment must be installed and serviced by Stertil-Koni factory trained and Stertil-Koni factory-authorized service technicians. Stertil-Koni lifting equipment not installed and serviced by Stertil-Koni factory-trained and Stertil-Koni factory-authorized service technicians will result in a voided warranty.

Claim Procedure:

Warranty service is handled through our network of distributors. Each distributor has an assigned geographic area they are responsible to cover. To obtain warranty service the customer needs to contact their local distributor or Stertil-Koni. A service technician will be scheduled to visit the customer's location and repair the lift. All warranty paperwork will be handled by the local distributor.



STERTIL-KONI USA, INC.



ADDITIONAL STERTIL-KONI WARRANTY INFORMATION (con't.)

Structure:

The local distributor will handle creating the warranty paperwork. The distributor submits the claim paperwork to Stertil-Koni for documentation and processing. Stertil-Koni has a full-time staff that manages all warranty claims, replacement parts, and associated shipping requirements. Documentation of any failed parts is provided to manufacturing as part of the supplier quality control program.

All Stertil-Koni products are covered by warranty. Stertil-Koni's standard warranty is 1 year labor, 2 years parts and 5 years parts only on hydraulic cylinders used in our mobile lifting columns.

Warranty Limitations:

There are two instances where the Stertil-Koni warranty is limited:

- (a) This warranty does not apply where equipment has been damaged due to abnormal wear, misuse, overloading, accident (including shipping), improper maintenance/alteration, improper fluid maintenance or other causes "not the result of defective materials or workmanship."
- (b) Stertil-Koni lifting equipment must be installed and serviced by Stertil-Koni factory trained and Stertil-Koni factory authorized service technicians. Stertil-Koni lifting equipment not installed and serviced by Stertil-Koni factory trained and Stertil-Koni factory authorized service technicians will result in a voided warranty.

Do warranties cover the expense of technicians travel time and mileage to perform warranty repairs?

Yes, under the one (1) year labor timeframe of our warranty. Past the one (1) year, technicians' travel and time is billable.

Please list any other limitations or circumstances that would not be covered under your warranty.

Not applicable. There are no other limitations or circumstances that would not be covered under the Stertil-Koni warranty program.