Form C

EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,

AND SOLUTIONS REQUEST

Company Name: Elliott Equipment Company

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
		No exceptions to the terms, conditions or specifications.	

Proposer's Signature: _____ **Date:** 1/16/18

NJPA's clarification on exceptions listed above:

Review and Approved:

2/28/18

NJPA Legal Department

Contract Award
RFP #012418

FORM D

Formal Offering of Proposal
(To be completed only by the Proposer)

PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES

In compliance with the Request for Proposal (RFP) for PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Elliott Equipment Company Date: 1/16/18

Company Address: 4427 South 76th Circle

City: Omaha State: NE Zip: 68127

CAGE Code/Duns & Bradstreet Number: _____

Contact Person: Jim Glazer Title: President

Authorized Signature: _____ Jim Glazer
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD

(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

NJPA Contract #: 012418-EEC

Proposer's full legal name: Elliott Equipment Company

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be March 14, 2018 and will expire on March 14, 2022 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:

NJPA DIRECTOR OF COOPERATIVE CONTRACTS AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette
(NAME PRINTED OR TYPED)

Awarded on March 12, 2018

NJPA Contract # 012418-EEC

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Elliott Equipment Company

Authorized Signatory's Title President

VENDOR AUTHORIZED SIGNATURE

Jim Glazer
(NAME PRINTED OR TYPED)

Executed on March 12, 2018

NJPA Contract # 012418-EEC

Form F

PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.

2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.

3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.

4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.

5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.

6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.

8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Elliott Equipment Company

Address: 4427 South 76th Circle

City/State/Zip: Omaha, NE 68127

Telephone Number: 402-592-4500

E-mail Address: sales@elliottequip.com

Authorized Signature:

Authorized Name (printed): Jim Glazer

Title: President

Date: 1/16/18

Notarized

Subscribed and sworn to before me this 16th day of January, 20 2018

Notary Public in and for the County of Douglas State of NE

My commission expires: July 30, 2021

Signature: Monica L Tesch

GENERAL NOTARY - State of Nebraska
MONICA L. TESCH
My Comm. Exp. July 30, 2021

Form P

PROPOSER QUESTIONNAIRE
Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: _Elliott Equipment Company_____

Questionnaire completed by: _MJ DuBois_____

Payment Terms and Financing Options

1) What are your payment terms (e.g., net 10, net 30)?

   Payment terms are 1%10, net 30 days. The Certificate of Origin for chassis will be transferred to the customer after receipt of payment in full.

2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

   We work with third party finance providers that offer municipal leasing and purchase financing and will assist customers in arranging this as needed.

3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

   Distributor and Elliott will market equipment to the customer. Distributor will accept the Purchase Order from customer and, in turn, order the machine from Elliott, noting that the customer is utilizing the NJPA Contract. Elliott will deliver equipment to the distributor, who, unless otherwise specified, will handle the pre-delivery inspection, delivery, training, and warranty service. Elliott will work with MJ Dubois to report all NJPA sales.

4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

   We do not accept the P-card payments.

Warranty

5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

   - Do your warranties cover all products, parts, and labor? See attached Warranty Statements

     Yes. HiReach material handling aerial workplatform and digger derrick products have a one year parts and labor warranty and a lifetime structural warranty. BoomTruck cranes have a two year parts and labor warranty and lifetime structural warranty.

   - Do your warranties impose usage restrictions or other limitations that adversely affect coverage?

     Yes, warranties are limited to restrictions of time and usage. Warranty claims must be filed within 90 days of discovery. An annual inspection performed by an Elliott distributor is required as a condition of the lifetime structural warranty. The warranty does not apply to items that have arisen from repair, alteration, damage during shipment, accident, negligence, failure to perform maintenance, modification, overloading or misuse.

   - Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?
     Warranty coverage does not include travel time. The customer is responsible for bringing the equipment to a local distributor or service center. The local distributor or service center will provide the parts and labor for warranty repair. If there is no local distributor or service center available for repair or distance to such

provider is too great, Elliott will typically pay the current warranty hourly rate to the customer for doing an "in-house" repair. This type of repair must be authorized by the Elliott prior to approval. Parts will be provided directly to the customer in these circumstances and will be evaluated on a case by case basis.

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?
  We have service coverage throughout the United States and Canada. If there is no local distributor or service center available for repair or the distance to such provider is too great, Elliott will typically pay the current warranty hourly rate to the customer for doing an "in-house" repair. This type of repair must be authorized by the Elliott prior to approval. Parts will be provided directly to the customer in these circumstances and will be evaluated on a case by case basis.
- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?
  We will cover the warranty service for all the components included in the Elliott machine. We will pass through the warranty for the truck chassis and complete third party equipment that is not a component of our product, like welders, pressure washers, and similar add-on items.
- What are your proposed exchange and return programs and policies?
  Because of the customized nature of our products, we do not offer any exchange or return programs. We stand behind our products with an outstanding warranty. In order to maximize customer satisfaction, we will extend the warranty beyond the standard terms on a case by case basis.

6) Describe any service contract options for the items included in your proposal.

We offer extended warranties of up to five years parts and labor. We work with chassis manufacturers to offer extended warranties on these products if desired. In addition, our distributors will offer maintenance contracts to cover routine inspection and maintenance on a case by case basis.

Elliott also offers a factory inspection and refurbishment program. Customers can choose from a variety of options, ranging from an annual inspection, to a complete teardown, rebuild of hydraulic components, repaint and installation on a new truck chassis.

Pricing, Delivery, Audits, and Administrative Fee

7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

HiReach truck mounted telescopic material handling aerial work platforms

Elliott HiReach material handling aerials feature a heavy duty, telescopic boom design, with easy 'point and shoot' operation. Material handling is available for all HiReach products, commonly both on the main boom and in work platform. This allows them to multi-function, increasing their versatility and lowering operating costs by eliminating the need for two separate units.

Our product offering begins at 45 foot working height and extends all the way to 215 feet. Our standard models have working height including 45, 50, 55, 60, 65, 70, 72, 77, 87, 90, 95, 112, 115, 140, 145, 160, 190 and 215 feet. This wide range of models allows users to reach further and also gives flexibility in choosing the optimal height for their application.

The telescopic nature of our machines eliminates tail-swing inherent in an articulated boom. This simplifies operation and eliminates the risk of inadvertently swinging the 'knuckle' of the boom into traffic. Our telescopic design also maximizes side reach, allowing users to reach further in a single set up.

Our work platform is unique in that is an open rail design and typically sized at 40"x60" or larger (up to 16 feet long). Our standard 40"x60" platform allows for more than double the work surface of a typical 24"x48" two worker

fiberglass bucket. In addition, the open rail of the HiReach platform allows for far greater range of access for workers than enclosed bucket. While we also offer enclosed fiberglass buckets, users almost always opt for the platform design.

Our "Office in the Sky" platform accessories include 110V, hydraulic tools, air tools, pressure washer, welder, oxy/acetylene, material handling forks and material handling jib winch. This is the largest range of platform tools of any truck mounted aerial device and allows users to maximize the types of work they do while in the air.

Elliott HiReach units can handle materials from both the main boom and the work platform. Typically the units offer 5,900 lbs. capacity from the main boom and 500 lbs. from the platform. Insulated units offer 3,650 lbs. material handling and longer units offer up to 15,000 lbs. material handling. The material handling capacities are maximum ratings and can be reduced at the customer request.

Users can add an optional post hole digger to three and four section units (50-90 feet models), to allow a third major application to their machine.

We will further customize our units for fit a unique application. For example, we offer special outriggers that allow users to clear guardrails and get extra vertical penetration for the shoulder. Special bodies, lighting, tool circuits, recovery winches and other equipment are also available.

All Elliott HiReach units are certified to ANSI A92.2 in both personnel and material handling mode. This ensures outstanding stability and structural integrity.

Elliott HiReach units feature a full length sub-frame and oversize turret and bearing. This allows us to back them with an industry leading one year parts and labor and lifetime structural warranty.

We work with all chassis manufacturers and can either supply a chassis or the user can supply their own if desired.

Boom Truck - truck mounted telescopic cranes

Elliott offers a complete line of truck mounted telescopic cranes 'BoomTrucks' that range from 10-50 tons of lifting capacity and with boom lengths from 39 to 142 feet, with tip heights up to 207 feet. All of Elliot's BoomTrucks feature a telescopic design for simple 'point and shoot' operation.

We offer the widest selection of telescopic truck mounted cranes between 10-18 tons in the industry. These models are tailored for typical NJPA Member applications, as they are compact, easy to operate and customizable. Users can add a number of options including boom extending manual jibs, radio remote controlled work platforms, post hole diggers, lights and bodies and much more.

Elliott BoomTrucks use the latest technology from industry leading supplies to ensure smooth and trouble free operation. All Elliott BoomTrucks comply with ASME B30.5 and ASME B30.23 standards for mobile and locomotive cranes and are third party calibrated and strain gauge tested.

The telescopic nature of our cranes eliminates tail-swing inherent in an articulated boom. This simplifies operation and eliminates the risk of inadvertently swinging the 'knuckle' of the boom into traffic. Our telescopic design also maximizes side reach, allowing users to reach further in a single set up.

We will work with members to customize our equipment for their application. For example, we offer options including a remote controlled work platform and a posthole digger to increase the versatility of their machine. We will further tailor a machine with unique custom accessories. Some things we have done include special outriggers that allow users to clear guardrails and get extra vertical penetration for the shoulder, addition of post pullers and hydraulic accessory lines, special valving and winches and more. To further increase versatility, special bodies, lighting, tool circuits, recovery winches, track vehicle mounting and other equipment are also available.

Elliott BoomTrucks feature a full length sub-frame, oversize turret, bearing and clean hydraulic and electrical routing and connections. This allows us to back them with an industry leading two year parts and labor warranty lifetime structural warranty.

We work with all chassis manufacturers and can either supply a chassis or the user can supply their own if desired.

Digger Derricks

Elliott digger derricks are designed for use in the most demanding applications; storm work and powerline construction. They feature the longest boom lengths, highest standard digging torque, wide digging radius, class leading material handling capacity at digging radius and are able to mount on standard tandem axle chassis with no pusher or tag axles.

Refurbishment & Other Services: *Elliott will offer NJPA Members refurbishment programs for their currently owned Elliott equipment.*

Elliott will allow trade-in's *for customer convenience*

Elliott will offer demonstrator units *at a substantial discount to NJPA Members.*

8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

We are offering a discount from List Price on all products manufactured by Elliott Equipment to NJPA Members. A discount of 10% from published list prices will be offered, which applies to base units, options and special engineered items. Truck chassis are considered pass through items, these items are priced at 'net' with no additional discounts. See the attached Pricing that includes List price and the proposed NJPA Discount.

There are no SKU's available for the products offered within our Response.

9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

A discount of 10% from published list prices will be offered to NJPA Members. *This discount applies to base units, options and special engineered items. Truck chassis are considered pass through items, so no these items are priced at 'net' with no additional discounts.*

10) The pricing offered in this proposal is

_____a. the same as the Proposer typically offers to an individual municipality, university, or school district.

_____b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.

____X____c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.

_____d. other than what the Proposer typically offers (please describe).

11) Describe any quantity or volume discounts or rebate programs that you offer.

Our bid response is based on quantity and volume discounts to the NJPA as a whole. We individually price each Member Quote based on option content and quantity.

We will offer additional discounts as follows for multiple units with the same specification delivered to a single location.

Units Ordered	Volume Discount
1 - 2	0 %
3 - 4	1.50 %
5 - 7	2.00 %
8 - 10	2.50 %
11 - 14	2.50 %
15 +	3.00 %

12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

Elliott will supply and install this equipment at the same 10% discount we are offering from List Price for our units and standard options.

13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

The following costs are not included in the pricing submitted in this proposal.

Freight and Delivery: Freight costs will be pre-paid and added to the Members invoice. Small items will be, in most cases, delivered by UPS. Other freight carriers may be utilized in shipments, i.e. Federal Express, DHL and common carrier for truck freight. The actual cost of shipment will be passed thru to the customer. We will not mark up this item for profit. Minimal handling fees may be added where special packaging is required. The Member will be notified of these charges if applicable prior to order placement.

Federal Excise Tax: We are required by law to collect Federal Excise Tax on any truck mounted unit rated above 33,000 GVW. This tax will be added to the customer invoice as a separate line item. We will pay this tax directly to the Internal Revenue Service. The rate of tax is calculated at 12%. Most municipal and non-profit entities are exempt from this tax. If we are provided a Federal Excise Tax Exemption Certificate, we will not be required to collect this tax.

Mounting Fee: Elliott BoomTrucks do not include mounting. This fee is charged to the customer if they choose to have their machine mounted at the factory. Mounting fees cover the cost of mounting the crane on the desired truck chassis.

Federally Mandated Items: The cost of any federally mandated items will be passed on to the Member. Our pricing includes any federally mandated items that are mandated at the time of this proposal. Should there be a Federal Mandate after the date of this proposal, any cost incurred to meet the requirements of the mandate will be passed on to the member. Any costs applicable will be provided to the Member prior to any Purchase Order being issued. This fee would typically be charged to meet any future EFP standards that may arise. An example of such costs would be to meet Federal Emission Standards.

14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

Sales from Elliott are ex-works. Freight/shipping is not included. Customers may choose to pick up their machine at the factory and take delivery and in service training at that time if desired. Elliott works with a third party drive-a-way service that will deliver the machine from the factory at cost of approximately $2.50 per mile (This is a negotiated price that is passed through to the customer).

Small shipments will be delivered by UPS or FedEx. Other freight carriers may be utilized as well. The actual cost of the freight will be passed thru to the Member. Minimal handling fees may be added where special packaging is required.

15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Delivery to Alaska and Hawaii are also ex-works. Elliott works with a freight forwarder and can arrange for transportation to a port and roll on/roll off shipping if desired by the customer. Cost of driveway to the port is approximately $2.50 per mile which is a negotiated price that is passed through to the customer. Ocean shipping is also a pass through and will include a handling fee.

16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

As stated above, we pass through negotiated freight rates to the customer

17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

We will reference our NJPA Contract number on all quotation and ask the Customer to put the contract number on their Purchase Order to the distributor. We will require distributors to note on their purchase order if an order is for an NJPA member. We will be able to monitor this activity internally as these machines are typically customized, making them stand out from other industries. We will work with MJ Dubois to handle quarterly reporting to NJPA.

18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

Elliott would like to request an administrative fee of 1% of the Purchase Order amount. Because Elliott is making a profit on the only part of the entire Member purchase and passing through prices for the truck chassis, we feel that 1% of the total is appropriate.

Industry-Specific Questions

19) Describe how the equipment you propose in response to this RFP simplifies the operation for end-users.

- *The multi-functionality of all units as an aerial device, material handling device and digger reduces the need to learn how to operate and maintain multiple machines.*
- *The multi-functionality of all Elliott units allows workers to bring fewer pieces of equipment to a job site. This minimizes equipment availability issues and equipment clutter on a given job.*

- *All units are designed to minimize weight, allowing them to mount on the lightest possible chassis, making them easier to drive and allowing greater reach and capacity for a given class of chassis.*
- *Our telescopic boom design eliminates tail swing of articulated machines eliminating potential hazards of swinging into traffic.*
- *The telescopic boom design is simpler to operate due to its 'point and shoot' nature. Users do not need to consider the position of the knuckle when extending or rotating the boom.*
- *Our machines are designed to maximize side reach, which increases the working range and minimizes the number of set-ups and tear-downs on a given job.*
- *The large platforms on our HiReach products and strong structural components improve stability, which improves operator confidence when working at height.*
- *Elliott's Office in the Sky work platform accessory package keeps all of the worker's tool needs ready to go. There is no need to drag hoses from the ground or bring separate power packs to the work platform.*
- *Our platform mounted material handling jib functions like a second set of hands, allowing users to focus on performing their work and reduces potential hazards of man-handling materials.*
- *Our HiReach work platforms are typically much larger than alternative products, which allows workers the ability to have more space to do their work, resulting in improved efficiency.*
- *Interlocks are in place to prevent boom movement into restricted areas of the chart.*
- *BoomTrucks are equipped with Hydraulic Load Limiters or Load Moment Indicators to provide operators information regarding the load on the hook versus the available capacity chart to prevent overloading and damaging the boom.*
- *Out and down outriggers allow operator to 'short jack' machine giving the ability to minimize traffic disruption and work in confined areas.*
- *Our digger derricks and cranes with digger attachments have a 'high pin point geometry' that maximizes the power of a hole, to easily lift and auger full of dirt. The two speed drive allows easy dirt spin off reducing the need for crews to do this task.*
- *All Elliott products are designed for easy service and lower maintenance.*
- *We have no mandatory complete unit tear down intervals or lifetime maximums.*
- *Operations and parts manuals are available online and parts may be ordered online.*
- *We offer local service and support through a network of 43 distributors with 103 locations, the majority of whom also offer mobile service.*
- *Our lifetime structural warranty offers peace of mind to the operator and equipment manager.*

20) Provide examples from your product offering that are not available from most competitors in this industry.

HiReach Material Handling Aerial Workplatforms- *Due to the telescopic design of our equipment, and the fact that it multi-functions, the majority of our product line is unique and not available elsewhere. The following are models that have one or fewer competitors.*

HiReach Material Handling Aerial Workplatforms – Unique Offerings

Model	*Working Height (ft.)*	*Main Boom Lifting Capacity (lbs.)*	*Platform Size*	*Platform Material Handling Available*	*Office in the Sky' Platform Accessories*	*Insulation*
M43	*48*	*1,950*	*30"x54"*	*yes*	*yes*	*no*
G50	*55*	*5,900*	*40"x60"*	*yes*	*yes*	*no*
H55	*60*	*5,900*	*40"x60"*	*yes*	*yes*	*no*
H55D	*60*	*5,900*	*40"x60"*	*yes*	*yes*	*no*
I50	*55*	*3,650*	*40"x60"*	*yes*	*limited*	*46kV*

S50	55	5,900	28"x192"	yes	yes	no
S50R	66	5,900	28"x120"	yes	yes	no
L55	58	5,900	40"x60"	yes	yes	no
H60	65	5,900	40"x60"	yes	yes	no
I60	65	3,650	40"x60"	yes	limited	46kV
H70	75	5,900	40"x60"	yes	yes	no
I70	75	3,650	40"x60"	yes	limited	46kV
S70	75	5,900	28"x120"	yes	yes	no
G72	77	5,900	40"x60"	yes	yes	no
G85	90	5,900	40"x60"	yes	yes	no
M85	87	n/a	40"x60"	yes	yes	no
I85	90	3,650	40"x60"	yes	limited	46kV
H90	95	14,000	40"x60"	yes	yes	no
I105	110	3,650	40"x60"	yes	limited	46kV
H110	115	14,000	40"x60"	yes	yes	no
L115	115	30,000	30"x54"	yes	yes	no
L140	140	30,000	30"x54"	no	yes	no
E120	120	n/a	34"x72"	yes	limited	500kV
E145	145	18,000	36"x72"	no	yes	no
E160	160	30,000	36"x72"	no	yes	no
E190	190	30,000	36"x72"	no	yes	no

BoomTruck Truck Mounted Cranes - *Because of our variety of boom lengths and number of models in the 18 ton and under classes, we offer a large number of unique machines. The customizability of our cranes makes them even more distinctive. The following are models that have one or fewer competitors*

BoomTruck Truck Mounted Crane Unique Offerings

Model	Max Capacity	Powered Boom Tip	Note
1039	10	49	Mounts on non-cdl chassis
1056	10	66	Mounts on non-cdl chassis
1560	15	70	Mounts on non-cdl chassis
1838	18	48	
1860	18	70	
1870CP	18	70	Rear mount command post
1881	18	97	Compact five section boom
18102	18	112	
18125	118	135	
2695D	26	105	Includes digger
26105D	26	115	Includes digger
3095D	30	105	Includes digger
30105D	30	115	Includes digger
34127	34	137	
36127F	36	137	Front mount
36142	36	152	Tandem

Digger Derricks - *Nobody in the industry manufactures digger derricks in these classes that will fit on a tandem axle chassis.*

Digger Derrick Unique Offerings

Model	*Tip Height (ft.)*	*Max Lifting Capacity (lbs.)*	*Digging Torque (ft./lbs.)*	*Max Digging Radius (ft.)*	*Chassis*
D105	*107*	*50,000*	*20,000*	*41*	*Tandem*
D115	*117*	*50,000*	*20,000*	*44*	*Tandem*

21) Explain how your equipment in this category reduces down-time on the job site.

We know how important it is to keep equipment on the job and out of the shop. Elliott products are designed and built for years of trouble free operation. In our experience, downtime follows a 'bathtub curve' wherein most downtime comes at the very start (first 90 days) or very end (last year) of a machines life. Given that, each machine is thoroughly operated and tested prior to leaving our facility and tested and inspected once again at the distributor prior to delivery. In addition to these inspections, we do the following to minimize downtime:

- *We use high quality components from leading industry suppliers.*
- *Electrical harnesses are used whenever possible to minimize wiring connections.*
- *Extensive use of hydraulic manifolds to reduce hydraulic fittings and leak points.*
- *Units are designed with clean wire and hose routing to eliminate bunching and broken connections.*
- *The HiReach cable carrier to boom is cleanly organized to eliminate hose and cable twisting.*
- *Hoses are steel braided to eliminate chafing.*
- *O Ring fittings are used to eliminate leak points.*
- *Hydraulic cylinders have built-in holding valves eliminating leak points.*
- *Units are mounted at the factory, and undergo a full-operational test and complete checkout testing.*
- *New models are strain gauge tested by third party.*
- *New models are lifecycle tested.*
- *Elliott distributors are trained and provide excellent service to our products.*
- *Distributors carry stock parts to speed turnaround.*
- *Elliott technicians are available for technical support.*
- *Elliott parts can ship overnight.*
- *Elliott machines can be equipped for multiple specific tasks with a single piece of equipment, increasing machine utilization.*
- *Provide options to allow workers to be more efficient, like tool circuits, recovery winches, welders, etc. allows for higher productivity and the ability to do more work in a given time period.*

22) Explain how your company has integrated technology into your equipment to provide efficiencies and analytics to save time and costs on the job.

- *Elliott's most important technology is the engineering of multiple accessories on single machine. Because Elliott products can multitask and lift people, lift materials and dig, they allow for greater utilization on the job.*
- *By providing longest side reach, more work can be reached with a single set up, reducing set-up/tear down time.*
- *Larger platforms allow for workers to bring tools and have room to maneuver, allowing more work to be done at a given position.*
- *Our ride around operator console on cranes gives operators a better view of the work, reducing neck strain.*
- *Elliott machines are designed to fit on the lightest chassis for their reach, lift or digging capacity. This enlarges the potential driving pool by limiting the number of machines that require a Commercial Driver's License or other special credential.*
- *By allowing narrow set up configurations with out and down outriggers and boom interlocks, more efficient set up can be performed.*
- *User can trim the engine speed and system speed to allow for greater speed variations in platform. Allows for faster operation to get near to work area and slower operation when approaching destination.*
- *Proprietary control valve technology provides smoother platform operation, letting operators work more quickly.*

- *Robust structural components provide solid footing and stability, improving worker confidence in machine and letting them focus on work rather than machine.*
- *Our BoomTrucks feature a proprietary wear pad design that ensures exceptionally smooth boom operation in all weather conditions, resulting in increased user confidence and efficiency.*
- *Load moment indicators on cranes, E Series aerials and digger derrick products can measure load, radius and boom length to prevent workers from overloading or reaching unstable part of chart.*
- *Our BoomTruck cranes can be equipped with either electric over hydraulic or fully hydraulic controls, depending upon member preference.*
- *Load moment indicators have data logging capability to record user operation and allow for monitoring of boom overloading.*
- *Select models will have the ability to have one touch outrigger deployment, one touch self-stowing boom, diagnostic screen in platform to set control speeds, monitor chassis diagnostics, provide boom length and angle.*
- *Our patented EZ crib outriggers and special guardrail package outriggers feature more ground penetration to reduce the need for cribbing, a time consuming and difficult activity.*

23) How does your manufacturing process eliminate waste and non-value added options to keep price increases to a minimum?

We believe in lean manufacturing and have adopted lean principles throughout our operation, including, but not limited to the following:

- *Safety to ensure team is here every day.*
- *Products are designed in families to allow common parts to be used by multiple products.*
- *Products are designed with voice of customer input so features not valued by customer are excluded from design.*
- *Products are designed with extensive input from the manufacturing team, to ensure ease of assembly.*
- *Orders are discussed with and confirmed by the customer, engineering and manufacturing, to ensure understanding and eliminate rework.*
- *Workers are trained to understand best work practice.*
- *External suppliers are selected for high quality and on time delivery and competitive price to eliminate rework.*
- *Internal suppliers are measured for on time delivery, quality and cost v. standard.*
- *Facility is kept 'tour ready' with items in their place.*
- *Paint and coatings are managed to minimize prep and application time and handling to eliminate rework.*
- *Bills of materials are developed for grouping of components based on subassembly/work area.*
- *Kitting of parts and delivery directly to point of use keeps workers focused on value added work.*
- *Subassemblies are built and delivered to product line to minimize time in final installation.*
- *Standardized work for sub-assembly and final assembly.*
- *Final installation is scheduled into discreet product lines based on 1, 2 and 3 day take times.*
- *Documentation of drawings and bills of materials.*
- *Company has financial incentives to drive improvement to process and eliminate waste.*
- *Kaizen events take place throughout the company to improve processes and eliminate waste.*
- *We believe in continuous improvement and measuring and tracking our progress. KPI's include lost time incidents, rework, scrap, productivity, efficiency, inventory turns, internal and external supplier quality, internal and external on time delivery, quality by work center and final quality.*
- *Over the past three years, we have improved our safety (TRIR) by 82.4%, quality (defects/unit) by 63.5% and our efficiency (productivity) by 23.5%. We expect future improvements in the years to come.*

24) Explain how your distributors are set up to provide service and support for equipment in this industry.

Our distributor network is comprised of 43 independent distributors with 103 locations across the US and Canada. In addition to these physical locations, most distributors offer mobile service.

Elliott is one of the top brands that our distributors carry and they take their responsibility to serving our customers very seriously. Elliott distributors are factory trained in sales, operation and service of Elliott products. They stock parts and demonstrator or rental inventory. They also can provide everything from routing inspections and maintenance to a complete rebuild and remount onto a new chassis. Many distributors can provide rental equipment in the event a machine will be out of service for an extended period of time.

Along with sales and service, Elliott distributors offer training on the proper use of Elliott products as well as general crane, aerial and digger derrick training. Certain Elliott distributors are certified crane trainers, who can credential crane operators as well.

Most Elliott distributors have been affiliated with Elliott for ten years or longer. They are well capitalized and some of the best providers of truck equipment in their respective area.
Elliott may have more than one distributor in some densely populated areas which provides additional service and support options in those areas.

Finally, Elliott distributors will work on other brands of equipment in addition to Elliott, which gives NJPA members an additional service resource for all their equipment.

25) Identify how your products, services and supplies address the scope of this RFP.

- *Elliott is offering a line of truck mounted, telescopic, material handling aerial equipment, boom trucks and digger derricks to NJPA members.*
- *All products can multifunction to lift people, materials and/or dig increasing productivity and utilization of a single machine.*
- *Our unique 'Office in the Sky' platform accessory packages allow workers to have 110V, hydraulic, welding, air, washing and material handling built into the work platform.*
- *All Elliott machines can be customized to best fit a member's specific application.*
- *Most of Elliott's product offering is unique, with few competitors or overlap to other products currently on the market.*
- *All Elliott products are backed by an industry leading lifetime structural warranty.*
- *Elliott offers competitive pricing and an extremely low cost of ownership.*
- *We have an extensive distributor network covering all of the United States and Canada, to provide sales, service and support for our equipment.*
- *We are offering a turnkey product that is installed, up-fitted and tested at the factory.*
- *Elliott products have consistently been recognized in the industry for their quality and innovation.*
- *We have been in business for over 70 years, we are privately owned and financially sound.*
- *Our mission, 'creating the best solutions for digging, lifting and positioning people' means that we exist to deliver innovative, multifunctional, best in class solutions that exceed our customer's expectations.*
- *We will market an award aggressively online, in print, via mailing and at industry trade events.*

Signature: MJ DuBois Date: 1/18/18