

State of Vermont

Buildings and General Services
Office of Purchasing & Contracting
109 State St
Montpelier VT 05609-3001
United States

CONTRACT



Supplier 0000345436
Ironhawk Industrial Distribution LLC
1090 E 222nd Street
Euclid OH 44117
United States

Contract ID 0000000000000000000029548	Page 1 of 6
Contract Dates 06/30/2015 to 06/30/2022	Origin CPS
Description: SNOWPLOW BLADE CUTTING EDGES	Contract Maximum \$9,999,990.00
Buyer Name William A Vivian Jr.	Buyer Phone 828-4681
Contract Status Approved	

Phone #: (888) 843-8612

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
1		SNOWPLOW BLADE CUTTING EDGES	EA	0.01000	0.00	0.00

BLADES AND PRICES PER THE ATTACHED LIST

STANDARD CONTRACT FOR SNOWPLOWBLADE CUTTING EDGES

1. Parties. This is a contract for services between the State of Vermont, Office of Purchasing and Contracting (hereafter called "State"), and Ironhawk Industrial Distribution LLC, with the principal place of business in Euclid, OH 44117, (hereafter called "Contractor"). Contractor's form of business organization is Corporation. It is the contractor's responsibility to contact the Vermont Department of Taxes to determine if, by law, the contractor is required to have a Vermont Department of Taxes Business Account Number.

2. Subject Matter. The subject matter of this contract is services generally on the subject of Snowplow Blade Cutting Edges.

3. Contract Term. The period of contractor's performance shall begin on June 30, 2015 and end on June 30, 2017, with option to renew for five (5) one year periods.

If the state exercises the option, it will provide written notice to contractor prior to the end of the term. If exercised, the provision of the option letter shall become part of and be incorporated into the original master price agreement. The total duration of this master price agreement, including the exercise of any options, shall not exceed five years.

4. Prior Approvals. If approval by the Attorney General's Office or the Secretary of Administration is required, (under current law, bulletins, and interpretations), neither this contract nor any amendment to it is binding until it has been approved by either or both such persons.

- Approval by the Attorney General's Office is required.
- Approval by the Secretary of Administration is required.
- Approval by the CIO/Commissioner DII is not required.

5. Amendment. This agreement represents the entire agreement between the parties; No changes, modifications, or amendments in the terms and conditions of this contract shall be effective unless reduced to writing, numbered and signed by the duly authorized representative of the State and Contractor.

6. Cancellation. This contract may be canceled by either party by giving written notice at least thirty (30) days in advance.

7. Attachments. This contract consists of 136 pages including the following attachments which are incorporated herein:

- Attachment A - Master Agreement Terms and Conditions
- Attachment B - Payment Provisions
- Attachment B1-Price Schedule
- Attachment C - "Standard State Provisions for Contracts and Grants" a preprinted form (revision date March 1, 2015).
- Attachment D - Snowplow Blade Cutting Edges Detailed Specifications

8. Order of Precedence. Any ambiguity, conflict or inconsistency in the Contract Documents shall be resolved according to the following order of precedence:

- (1) Standard Contract
- (2) Attachment C (Standard Contract Provisions for Contracts and Grants)
- (3) Attachment A
- (4) Attachment D
- (5) Attachment B

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(6) Attachment B1

CONTRACTOR POC:
CINDI SULLIVAN
TEL.#888-843-8612
FAX: 216-481-1156
EMAIL: CINDISULLIVAN@IRONHAWKINDUSTRIAL.COM
ALTERNATE EMAIL: SALES@IRONHAWKINDUSTRIAL.COM

QUANTITY: THE ANNUAL VALUE AND QUANTITIES ARE ESTIMATED ONLY BASED ON PRIOR USAGE; ACTUAL PURCHASES MAY BE HIGHER OR LOWER DEPENDING ON THE STATE'S NEEDS. THE CONTRACT MAXIMUM IS NOT REFLECTIVE OF ACTUAL USAGE.

DELIVERY: RESPONSIBILITY FOR PRODUCT DELIVERY REMAINS WITH THE CONTRACTOR UNTIL THE PRODUCT IS PROPERLY DELIVERED AND SIGNED FOR IN ACCORDANCE WITH THE OFFICE OF PURCHASING & CONTRACTING TERMS AND CONDITIONS. SHIPMENTS SHALL BE SECURELY AND PROPERLY PACKED, ACCORDING TO ACCEPTED COMMERCIAL PRACTICES, WITHOUT EXTRA CHARGE FOR PACKING CASES OR OTHER CONTAINERS. SUCH CONTAINERS WILL REMAIN THE PROPERTY OF THE STATE UNLESS OTHERWISE STATED. DELIVERED GOODS THAT DO NOT CONFORM TO THE SPECIFICATIONS OR ARE NOT IN GOOD CONDITION UPON RECEIPT SHALL BE REPLACED PROMPTLY BY THE CONTRACTOR.

PRICING: ALL EQUIPMENT PRICING IS TO INCLUDE F.O.B. DELIVERY TO THE ORDERING FACILITY. NO REQUEST FOR EXTRA DELIVERY COST WILL BE HONORED. ALL EQUIPMENT SHALL BE DELIVERED ASSEMBLED, SERVICED, OILED, AND READY FOR IMMEDIATE USE, UNLESS OTHERWISE REQUESTED BY THE PURCHASING AGENCY.

QUALITY: ALL PRODUCTS PROVIDED UNDER THESE AGREEMENTS WILL BE NEW AND UNUSED, UNLESS OTHERWISE STATED. FACTORY SECONDS OR REMANUFACTURED PRODUCTS WILL NOT BE ACCEPTED UNLESS SPECIFICALLY REQUESTED BY THE PURCHASING AGENCY. ALL PRODUCTS PROVIDED BY THE CONTRACTOR MUST MEET ALL FEDERAL, STATE, AND LOCAL STANDARDS FOR QUALITY AND SAFETY REQUIREMENTS. PRODUCTS NOT MEETING THESE STANDARDS WILL BE DEEMED UNACCEPTABLE AND RETURNED TO THE CONTRACTOR FOR CREDIT AT NO CHARGE TO THE STATE.

METHOD OF ORDERING: PURCHASE ORDERS MUST BE USED TO ORDER ITEMS AVAILABLE UNDER THIS CONTRACT. IF VERBAL ORDERS ARE GIVEN A CONFIRMING PURCHASE ORDER MUST BE ISSUED.

INVOICING: ALL INVOICES ARE TO BE RENDERED BY THE CONTRACTOR ON THE VENDOR'S STANDARD BILLHEAD AND FORWARDED DIRECTLY TO THE INSTITUTION OR AGENCY ORDERING MATERIALS OR SERVICES AND SHALL SPECIFY THE ADDRESS TO WHICH PAYMENTS WILL BE SENT.

CANCELLATION: THE STATE SPECIFICALLY RESERVES THE RIGHT TO CANCEL THE CONTRACT, OR ANY PORTION THEREOF, IF, IN THE OPINION OF ITS COMMISSIONER OF BUILDINGS AND GENERAL SERVICES, THE SERVICES OR MATERIALS SUPPLIED BY THE CONTRACTOR ARE NOT SATISFACTORY OR ARE NOT CONSISTENT WITH THE TERMS OF THE CONTRACT

DEFAULT: IN CASE OF DEFAULT OF THE CONTRACTOR, THE STATE MAY PROCURE THE MATERIALS OR SUPPLIES FROM OTHER SOURCES AND HOLD THE CONTRACTOR RESPONSIBLE FOR ANY EXCESS COST OCCASIONED THEREBY, PROVIDED, THAT IF PUBLIC NECESSITY REQUIRES THE USE OF MATERIALS OR SUPPLIES NOT CONFORMING TO THE SPECIFICATIONS THEY MAY BE ACCEPTED AND PAYMENT THEREFORE SHALL BE MADE AT A PROPER REDUCTION IN PRICE.

CONTRACT TERMS: THIS CONTRACT WILL BE SUBJECT TO REVIEW THROUGHOUT ITS TERM. THE STATE WILL CONSIDER CANCELLATION UPON DISCOVERY THAT A VENDOR IS IN VIOLATION OF ANY PORTION OF THE AGREEMENT, INCLUDING AN INABILITY BY THE VENDOR TO PROVIDE THE PRODUCTS, SUPPORT, AND/OR SERVICE OFFERED IN THEIR RESPONSE. THE VISA PURCHASING CARD MAY BE USED AS A FORM OF PAYMENT UNDER THIS CONTRACT.

VERMONT STATE COLLEGES: THIS CONTRACT IS ALSO AVAILABLE FOR USE BY THE UNIVERSITY OF VERMONT AND THE VERMONT STATE COLLEGES INC., A SEPARATE CORPORATION, HAVING UNDER ITS JURISDICTION CASTLETON STATE COLLEGE, JOHNSON STATE COLLEGE, LYNDON STATE COLLEGE, COMMUNITY COLLEGE OF VERMONT, AND THE VERMONT TECHNICAL COLLEGE.

TOWNS AND SCHOOLS OF THE STATE OF VERMONT: AT THE BIDDER'S ELECTION POLITICAL SUBDIVISIONS AND INDEPENDENT COLLEGES OF THE STATE MAY PARTICIPATE IN STATE CONTRACTS AT THE SAME PRICES, TERMS AND CONDITIONS. ITEMS FURNISHED TO POLITICAL SUBDIVISIONS AND INDEPENDENT COLLEGES WILL BE BILLED DIRECTLY TO AND PAID FOR BY THE POLITICAL SUBDIVISIONS OR INDEPENDENT COLLEGES AND NEITHER THE STATE NOR ITS COMMISSIONER OF BUILDINGS AND GENERAL SERVICES PERSONALLY OR OFFICIALLY ASSUMES ANY RESPONSIBILITY FOR THESE PAYMENTS.

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Contract Status Approved	

Phone #: (888) 843-8612

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
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AGENCIES & DEPARTMENTS ARE REQUESTED TO ADVISE THE PURCHASING AGENT AT ONCE OF THE FAILURE ON THE PART OF THE CONTRACTOR TO FULFILL ANY OF THE TERMS OR CONDITIONS OF THIS CONTRACT.

PLEASE REFER TO THE ASSIGNED CONTRACT NUMBER/PURCHASE ORDER # ON ALL CORRESPONDENCE, DELIVERY DOCUMENTS AND INVOICES.

07/15/2016 - CONTRACT AMENDMENT #01

THIS CONTRACT AMENDMENT IS TO INCORPORATE REVISED PRICE SHEETS, PAGES 1-6 INTO THE CONTRACT.

PRICES DECREASED ON FOUR ITEMS.

THE FOLLOWING CHANGES WERE MADE TO THE PRICE SHEETS:

VERMONT, MASSACHUSETTS, MAINE, NEW HAMPSHIRE, CONNECTICUT & NEW YORK
OTHER BLADES OR BLADE SYSTEMS

ITEM #13: Articulating Carbide Plow Blade, Lake Effect, 3 ft blade

QUOTING: MFR: Ironhawk Contracted Mfr(s) Superior R & T / Kennametal Inc - Part #LE36

NEW PRICE: \$505.42

ITEM #14: Articulating Carbide Plow Blade, Lake Effect, 4 ft blade

QUOTING: MFR: Ironhawk Contracted Mfr(s) Superior R & T / Kennametal Inc - Part #LE48

NEW PRICE: \$ 640.54

COLORADO, UTAH, IDAHO, & NEBRASKA
OTHER BLADES OR BLADE SYSTEMS

ITEM #13: Articulating Carbide Plow Blade, Lake Effect, 3 ft blade

QUOTING: MFR: Ironhawk Contracted Mfr(s) Superior R & T / Kennametal Inc - Part #LE36

NEW PRICE: \$517.79

ITEM #14: Articulating Carbide Plow Blade, Lake Effect, 4 ft blade

QUOTING: MFR: Ironhawk Contracted Mfr(s) Superior R & T / Kennametal Inc - Part #LE48

NEW PRICE: \$659.65

APRIL 10, 2017

AMENDMENT #02 - TO EXTEND CONTRACT FOR A ONE YEAR PERIOD TO JUNE 30, 2018 AT THE SAME PRICES, TERMS AND CONDITIONS.

JUNE 20, 2018

AMENDMENT #03 - TO EXTEND CONTRACT FOR A ONE YEAR PERIOD TO JUNE 30, 2019 AND TO INCORPORATE THE ATTACHED REVISED PRICE LIST INTO CONTRACT. ALL OTHER PRICING, TERMS AND CONDITIONS REMAIN THE SAME.

ATTACHMENT C: ATTACHMENT C: STANDARD STATE CONTRACT PROVISIONS FOR CONTRACTS AND GRANTS DATED DECEMBER 15, 2017 SEE ATTACHED, WHICH SUPERSEDES ALL PRIOR VERSIONS OF ATTACHMENT C.

CONTRACTOR CERTIFIES UNDER THE PAINS AND PENALTIES OF PERJURY THAT, AS OF THE DATE THIS CONTRACT AMENDMENT IS

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SIGNED, CONTRACTOR IS IN GOOD STANDING WITH RESPECT TO, OR IN FULL COMPLIANCE WITH A PLAN TO PAY ANY AND ALL TAXES DUE THE STATE OF VERMONT.

CERTIFICATION REGARDING SUSPENSION OR DEBARMENT. CONTRACTOR CERTIFIES UNDER THE PAINS AND PENALTIES OF PERJURY THAT, AS OF THIS DATE THIS CONTRACT AMENDMENT IS SIGNED, NEITHER PARTY NO PARTY'S PRINCIPALS (OFFICERS, DIRECTORS, OWNERS, OR PARTNERS) ARE PRESENTLY DEBARRED, SUSPENDED, PROPOSED FOR DEBARMENT, DECLARED INELIGIBLE OR EXCLUDED FROM PARTICIPATION IN FEDERAL PROGRAMS, OR PROGRAMS SUPPORTED IN WHOLE OR IN PART BY FEDERAL FUNDS.

PARTY FURTHER CERTIFIES UNDER PAINS AND PENALTIES OF PERJURY THAT, AS OF THE DATE THIS AGREEMENT IS SIGNED, PARTY IS NOT PRESENTLY DEBARRED, SUSPENDED, NOR NAMED ON THE STATE'S DEBARMENT LIST AT: [HTTP://BGS.VERMONT.GOV/PURCHASING/DEBARMENT](http://BGS.VERMONT.GOV/PURCHASING/DEBARMENT).

AMENDMENT#4 (MAY 2019). THIS CHANGE ORDER EXERCISES THE THIRD OF THE FIVE ONE-YEAR OPTIONS TO RENEW, AND EXTENDS THE CONTRACT FOR ONE ADDITIONAL YEAR TO 06/30/2020, AT THE SAME PRICING, TERMS, AND CONDITIONS.

STATE OF VERMONT ATTACHMENT C: STANDARD STATE CONTRACT PROVISIONS DATED DECEMBER 15, 2017 IS ATTACHED AND INCORPORATED AS PART OF THIS ORDER.

CONTRACTOR CERTIFIES UNDER THE PAINS AND PENALTIES OF PERJURY THAT AS OF THE DATE THIS AMENDMENT IS SIGNED, CONTRACT IS IN GOOD STANDING TO OR IN FULL COMPLIANCE WITH A PLAN TO PAY ANY AND ALL TAXES DUE THE STATE OF VERMONT.

CERTIFICATION REGARDING SUSPENSION OR DISBARMENT. CONTRACTOR CERTIFIES UNDER THE PAINS AND PENALTIES OF PERJURY THAT, AS OF THIS DATE THIS CONTRACT AMENDMENT IS SIGNED, NEITHER PARTY NO PARTY'S PRINCIPALS (OFFICERS, DIRECTORS, OWNERS, OR PARTNERS) ARE PRESENTLY DEBARRED, SUSPENDED, PROPOSED FOR DEBARMENT, DECLARED INELIGIBLE OR EXCLUDED FROM PARTICIPATION IN FEDERAL PROGRAMS, OR PROGRAMS SUPPORTED IN WHOLE OR IN PART BY FEDERAL FUNDS.

CHILD SUPPORT (APPLICABLE TO NATURAL PERSONS ONLY; NOT APPLICABLE TO CORPORATIONS, PARTNERSHIPS OR LLCs):

CONTRACTOR IS UNDER NO OBLIGATION TO PAY CHILD SUPPORT OR IS IN GOOD STANDING WITH RESPECT TO OR IN FULL COMPLIANCE WITH A PLAN TO PAY ANY AND ALL CHILD SUPPORT PAYABLE UNDER A SUPPORT ORDER AS OF THE DATE OF THIS AMENDMENT.

PARTY FURTHER CERTIFIES UNDER PAINS AND PENALTIES OF PERJURY THAT, AS OF THE DATE THIS AGREEMENT IS SIGNED, PARTY IS NOT PRESENTLY DEBARRED, SUSPENDED, NOR NAMED ON THE STATE'S DEBARMENT LIST AT: [HTTP://BGS.VERMONT.GOV/PURCHASING/DEBARMENT](http://BGS.VERMONT.GOV/PURCHASING/DEBARMENT).

IF YOU HAVE ANY QUESTIONS REGARDING THIS DOCUMENT PLEASE CONTACT:

BILL VIVIAN
PURCHASING AGENT
802-828-4681
FAX 802-828-2222
bill.vivian@Vermont.gov

STATE OF VERMONT
CONTRACT AMENDMENT #5

It is hereby agreed by and between the State of Vermont, Office of Purchasing and Contracting (the "State") and Ironhawk Industrial Distribution LLC, with a principal place of business in CITY, STATE (the "Contractor") that the contract between them originally dated as of June 30, 2015, Contract # 29548, as amended to date, (the "Contract") is hereby amended as follows:

I. Contract Term. The Contract end date, wherever such reference appears in the Contract, shall be changed from June 30, 2020 to June 30, 2021. The Contract Term may be renewed for one additional one-year period at the discretion of the State.

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Taxes Due to the State. Contractor certifies under the pains and penalties of perjury that, as of the date this contract amendment is signed, the Contractor is in good standing with respect to, or in full compliance with a plan to pay, any and all taxes due the State of Vermont.

Child Support (Applicable to natural persons only; not applicable to corporations, partnerships or LLCs). Contractor is under no obligation to pay child support or is in good standing with respect to or in full compliance with a plan to pay any and all child support payable under a support order as of the date of this amendment.

Certification Regarding Suspension or Debarment. Contractor certifies under the pains and penalties of perjury that, as of the date this contract amendment is signed, neither Contractor nor Contractor's principals (officers, directors, owners, or partners) are presently debarred, suspended, proposed for debarment, declared ineligible or excluded from participation in federal programs, or programs supported in whole or in part by federal funds.

Contractor further certifies under pains and penalties of perjury that, as of the date this contract amendment is signed, Contractor is not presently debarred, suspended, nor named on the State's debarment list at: <http://bgs.vermont.gov/purchasing-contracting/debarment>

This document consists of 5 pages. Except as modified by this Amendment No. 5, all provisions of the Contract remain in full force and effect.

STATE OF VERMONT June 7, 2021
CONTRACT AMENDMENT #6

It is hereby agreed by and between the State of Vermont, Office of Purchasing and Contracting (the "State") and Ironhawk Industrial Distribution LLC, with a principal place of business in Euclid, OH (the "Contractor") that the contract between them originally dated as of June 30, 2015, Contract # 29548, as amended to date, (the "Contract") is hereby amended as follows:

I. Contract Term. The Contract end date, wherever such reference appears in the Contract, shall be changed from June 30, 2021 to June 30, 2022.

II. Change Order #6 also incorporates 2021 pricing as found in exhibit A.

Taxes Due to the State. Contractor certifies under the pains and penalties of perjury that, as of the date this contract amendment is signed, the Contractor is in good standing with respect to, or in full compliance with a plan to pay, any and all taxes due the State of Vermont.

Child Support (Applicable to natural persons only; not applicable to corporations, partnerships or LLCs). Contractor is under no obligation to pay child support or is in good standing with respect to or in full compliance with a plan to pay any and all child support payable under a support order as of the date of this amendment.

Certification Regarding Suspension or Debarment. Contractor certifies under the pains and penalties of perjury that, as of the date this contract amendment is signed, neither Contractor nor Contractor's principals (officers, directors, owners, or partners) are presently debarred, suspended, proposed for debarment, declared ineligible or excluded from participation in federal programs, or programs supported in whole or in part by federal funds.

Contractor further certifies under pains and penalties of perjury that, as of the date this contract amendment is signed, Contractor is not presently debarred, suspended, nor named on the State's debarment list at: <http://bgs.vermont.gov/purchasing-contracting/debarment>

Sole Source Contract for Services. This Contract results from a "sole source" procurement under State of Vermont Administrative Bulletin 3.5 process and Contractor hereby certifies that it is and will remain in compliance with the campaign contribution restrictions under 17 V.S.A. § 2950.

SOV Cybersecurity Standard 19-01. All products and service provided to or for the use of the State under this Contract shall be in compliance with State of Vermont Cybersecurity Standard 19-01, which Contractor acknowledges has been provided to it, and is available on-line at the following

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URL: https://digitalservices.vermont.gov/cybersecurity/cybersecurity-standards-and-directives						

This document consists of 6 pages. Except as modified by this Amendment No. 6, all provisions of the Contract remain in full force and effect.

WE THE UNDERSIGNED PARTIES AGREE TO BE BOUND BY THIS CONTRACT

By the STATE of VERMONT

Date: E-SIGNED by Jennifer Fitch

Signature: on 2021-06-11 19:05:56 GMT

Name: Jennifer Fitch - Commissioner

Buildings & General Services

Title: _____

Email: _____

By the CONTRACTOR

Date: 6/10/2021

Signature: 

Name: Patrick Hawkins

Title: President, Ironhawk Industrial Distribution LLC

Email: patrickhawkins@ironhawkindustrial.com

Exhibit A

Ironhawk Industrial Distribution - 2021 NASPO Pricing					
Type	Category	Description	Part #	List Price	NASPO Price
Articulating Blade Systems					
Lake Effect™ 4 inch Adaptor Initial Set-Up Kit	8 Foot Lake Effect™ Articulating Blade Initial Set-Up Kit				
		Lake Effect™ - Trip Edge Initial - 4" x 8' (TEC)	PBA-LE8-TEC		\$3,300.54
		Lake Effect™ - 48" interlocked articulating blade (QTY 2)	LE48		incl.
		Lake Effect™ - 4" x 48" Carbide Adaptor (QTY 2)	AB48A4C		incl.
		Lake Effect™ - 4" x 48" Clamp Bar - Trip Edge (QTY 2)	LE48CB-TE		incl.
		Lake Effect™ - Left Curb Guard (QTY 1)	SG126112LL		incl.
		Lake Effect™ - Right Curb Guard (QTY 1)	SG126112LR		incl.
		Lake Effect™ - 8'-12' Initial Bolt Kit (QTY 1)	KIT-LE12-TE		incl.
Lake Effect™ 4 inch Adaptor Initial Set-Up Kit	9 Foot Lake Effect™ Articulating Blade Initial Set-Up Kit				
		Lake Effect™ - Trip Edge Initial - 4" x 9' (TEC)	PBA-LE9-TEC		\$3,756.22
		Lake Effect™ - 36" interlocked articulating blade (QTY 3)	LE36		incl.
		Lake Effect™ - 4" x 36" Carbide Adaptor (QTY 3)	AB48A4C		incl.
		Lake Effect™ - 4" x 36" Clamp Bar - Trip Edge (QTY 3)	LE48CB-TE		incl.
		Lake Effect™ - Left Curb Guard (QTY 1)	SG126112LL		incl.
		Lake Effect™ - Right Curb Guard (QTY 1)	SG126112LR		incl.
		Lake Effect™ - 8'-12' Initial Bolt Kit (QTY 1)	KIT-LE12-TE		incl.

Exhibit A

10 Foot Lake Effect™ Articulating Blade Initial Set-Up Kit				
Lake Effect™ 4 inch Adaptor Initial Set-Up Kit		Lake Effect™ - Trip Edge Initial - 4" x 10' (TEC)	PBA-LE10-TEC	\$4,117.43
		Lake Effect™ - 36" interlocked articulating blade (QTY 2)	LE36	incl.
		Lake Effect™ - 4" x 36" Carbide Adaptor (QTY 2)	AB48A4C	incl.
		Lake Effect™ - 4" x 36" Clamp Bar - Trip Edge (QTY 2)	LE48CB-TE	incl.
		Lake Effect™ - 48" interlocked articulating blade (QTY 1)	LE48	incl.
		Lake Effect™ - 4" x 48" Carbide Adaptor (QTY 1)	AB48A4C	incl.
		Lake Effect™ - 4" x 48" Clamp Bar - Trip Edge (QTY 1)	LE48CB-TE	incl.
		Lake Effect™ - Left Curb Guard (QTY 1)	SG126112LL	incl.
		Lake Effect™ - Right Curb Guard (QTY 1)	SG126112LR	incl.
		Lake Effect™ - 8'-12' Initial Bolt Kit (QTY 1)	KIT-LE12-TE	incl.
11 Foot Lake Effect™ Articulating Blade Initial Set-Up Kit				
Lake Effect™ 4 inch Adaptor Initial Set-Up Kit		Lake Effect™ - Trip Edge Initial - 4" x 11' (TEC)	PBA-LE11-TEC	\$4,482.02
		Lake Effect™ - 36" interlocked articulating blade (QTY 1)	LE36	incl.
		Lake Effect™ - 4" x 36" Carbide Adaptor (QTY 1)	AB48A4C	incl.
		Lake Effect™ - 4" x 36" Clamp Bar - Trip Edge (QTY 1)	LE48CB-TE	incl.
		Lake Effect™ - 48" interlocked articulating blade (QTY 2)	LE48	incl.
		Lake Effect™ - 4" x 48" Carbide Adaptor (QTY 2)	AB48A4C	incl.
		Lake Effect™ - 4" x 48" Clamp Bar - Trip Edge (QTY 2)	LE48CB-TE	incl.
		Lake Effect™ - Left Curb Guard (QTY 1)	SG126112LL	incl.
		Lake Effect™ - Right Curb Guard (QTY 1)	SG126112LR	incl.
		Lake Effect™ - 8'-12' Initial Bolt Kit (QTY 1)	KIT-LE12-TE	incl.

Exhibit A

12 Foot Lake Effect™ Articulating Blade Initial Set-Up Kit				
Lake Effect™ 4 inch Adaptor Initial Set-Up Kit		Lake Effect™ - Trip Edge Initial - 4" x 12' (TEC)	PBA-LE12-TEC	\$4,846.60
		Lake Effect™ - 48" interlocked articulating blade (QTY 3)	LE48	incl.
		Lake Effect™ - 4" x 48" Carbide Adaptor (QTY 3)	AB48A4C	incl.
		Lake Effect™ - 4" x 48" Clamp Bar - Trip Edge (QTY 3)	LE48CB-TE	incl.
		Lake Effect™ - Left Curb Guard (QTY 1)	SG126112LL	incl.
		Lake Effect™ - Right Curb Guard (QTY 1)	SG126112LR	incl.
		Lake Effect™ - 8'-12' Initial Bolt Kit (QTY 1)	KIT-LE12-TE	incl.
	14 Foot Lake Effect™ Articulating Blade Initial Set-Up Kit			
Lake Effect™ 4 inch Adaptor Initial Set-Up Kit		Lake Effect™ - Trip Edge Initial - 4" x 14' (TEC)	PBA-LE14-TEC	\$5,267.50
		Lake Effect™ - 36" interlocked articulating blade (QTY 2)	LE36	incl.
		Lake Effect™ - 4" x 36" Carbide Adaptor (QTY 2)	AB48A4C	incl.
		Lake Effect™ - 4" x 36" Clamp Bar - Trip Edge (QTY 2)	LE48CB-TE	incl.
		Lake Effect™ - 48" interlocked articulating blade (QTY 2)	LE48	incl.
		Lake Effect™ - 4" x 48" Carbide Adaptor (QTY 2)	AB48A4C	incl.
		Lake Effect™ - 4" x 48" Clamp Bar - Trip Edge (QTY 2)	LE48CB-TE	incl.
		Lake Effect™ - Left Curb Guard (QTY 1)	SG126112LL	incl.
		Lake Effect™ - Right Curb Guard (QTY 1)	SG126112LR	incl.
		Lake Effect™ - 14' Initial Bolt Kit (QTY 1)	KIT-LE14-TE	incl.

Exhibit A

Lake Effect™ Articulating Blade Components					
Type	Category	Description	Part #	List Price	NASPO Price
Lake Effect™ 4 inch Carbide Adaptor Replacement Components	Replacement Blades Kits	Lake Effect™ - Trip Edge Replacement- 4" x 8' (R-TE)	PBA-LE8R-TE		\$2,096.67
		Lake Effect™ - Trip Edge Replacement- 4" x 9' (R-TE)	PBA-LE9R-TE		\$2,439.37
		Lake Effect™ - Trip Edge Replacement- 4" x 10' (R-TE)	PBA-LE10R-TE		\$2,687.90
		Lake Effect™ - Trip Edge Replacement- 4" x 11' (R-TE)	PBA-LE11R-TE		\$2,892.15
		Lake Effect™ - Trip Edge Replacement- 4" x 12' (R-TE)	PBA-LE12R-TE		\$3,096.38
		Lake Effect™ - Trip Edge Replacement- 4" x 14' (R-TE)	PBA-LE14R-TE		\$3,594.65
	Blade Segments	Lake Effect™ - 36" interlocked articulating blade	LE36		\$630.47
		Lake Effect™ - 48" interlocked articulating blade	LE48		\$840.62
	Carbide Adaptors	Lake Effect™ - Carbide Adaptor - 4" x 36"	AB36A4C		\$460.10
		Lake Effect™ - Carbide Adaptor - 4" x 48"	AB48A4C		\$613.48
	Clamp Bars	Lake Effect™ - Trip Edge Clamp Bar - 4" x 36"	LE36CB-TE		\$78.84
		Lake Effect™ - Trip Edge Clamp Bar - 4" x 48"	LE48CB-TE		\$105.11
	Bolt Kits	Lake Effect™ - Bolt Kit - 4" 8'-12' Replacement Kit	KIT-LE12R-TE		\$37.57
		Lake Effect™ - Bolt Kit - 4" 14' Replacement Kit	KIT-LE12R-TE		\$43.21
	Curb Guards	Lake Effect™ - Left Curb Guard	SG126112LL		\$134.69
		Lake Effect™ - Right Curb Guard	SG126112LR		\$134.69
		Lake Effect™ - Center Guard	SG126112L		\$206.05
		Lake Effect HD™ - Left Curb Guard	SG126112LL		\$134.69
		Lake Effect HD™ - Right Curb Guard	SG126112LR		\$134.69

Exhibit A

7 inch Carbide Adaptor Components	Replacement Blades Kits	Lake Effect™ - Trip Edge Replacement- 4" x 8' (R-TE)	PBA-LE8R-TE	\$2,096.67
		Lake Effect™ - Trip Edge Replacement- 4" x 9' (R-TE)	PBA-LE9R-TE	\$2,439.37
		Lake Effect™ - Trip Edge Replacement- 4" x 10' (R-TE)	PBA-LE10R-TE	\$2,687.90
		Lake Effect™ - Trip Edge Replacement- 4" x 11' (R-TE)	PBA-LE11R-TE	\$2,892.15
		Lake Effect™ - Trip Edge Replacement- 4" x 12' (R-TE)	PBA-LE12R-TE	\$3,096.38
		Lake Effect™ - Trip Edge Replacement- 4" x 14' (R-TE)	PBA-LE14R-TE	\$3,594.65
	Blade Segments	Lake Effect™ - 36" interlocked articulating blade	LE36	\$630.47
		Lake Effect™ - 48" interlocked articulating blade	LE48	\$840.62
	Carbide Adaptors	Lake Effect™ - Carbide Adaptor - 7" x 36"	AB36A7	\$488.86
		Lake Effect™ - Carbide Adaptor - 7" x 48"	AB48A7	\$651.83
	Clamp Bars	Lake Effect™ - Trip Edge Clamp Bar - 7" x 36"	LE36CB	\$78.84
		Lake Effect™ - Trip Edge Clamp Bar - 7" x 48"	LE48CB	\$106.11
	Bolt Kits	Lake Effect™ - Bolt Kit - 4" 8'-12' Replacement Kit	KIT-LE12R-TE	\$36.57
		Lake Effect™ - Bolt Kit - 4" 14' Replacement Kit	KIT-LE14R-TE	\$43.21
	Curb Guards	Lake Effect™ - Left Curb Guard	SG126112LL	\$134.69
		Lake Effect™ - Right Curb Guard	SG126112LR	\$134.69
		Lake Effect™ - Center Guard	SG126112CTR	\$206.05
		Lake Effect HD™ - Left Curb Guard	SG126112LL	\$134.69
		Lake Effect HD™ - Right Curb Guard	SG126112LR	\$134.69

Exhibit A

Ice-O-Force™ Urethane Backer Blade Systems					
Type	Category	Description	Part #	List Price	NASPO Price
Ice-O-Force™ Blade Assemblies	Blade Kits	8' Ice-O-Force Blade Assembly	PBA-IF8-INT-C		\$2,046.12
		8' Ice-O-Force Replacement Blade Assembly	PBA-IF8R-INT-C		\$2,321.34
		9' Ice-O-Force Blade Assembly	PBA-IF9-INT-C		\$2,414.23
		9' Ice-O-Force Replacement Blade Assembly	PBA-IF9R-INT-C		\$2,643.63
		12' Ice-O-Force Blade Assembly	PBA-IF12-INT-C		\$2,873.02
		12' Ice-O-Force Replacement Blade Assembly	PBA-IF8-INT-C		\$3,364.49
	Replacement Damper	Ice-O-Force™ Urethane Damper - 36"	IO-36UD		\$79.37
		Ice-O-Force™ Urethane Damper - 48"	IO-48UD		\$99.22
	Clamp Bars	Ice-O-Force™ Clamp Bar - 36"	IO-36CB		\$61.91
		Ice-O-Force™ Clamp Bar - 48"	IO-48CB		\$82.54
	Curb Guards	Ice-O-Force left and right curb guards with bolts	KIT-BP-IOF-CURB		\$549.81
		Ice-O-Force™ - Left Curb Guard	BP126138CL		\$262.44
		Ice-O-Force™ - Right Curb Guard	BP126138CR		\$262.44
	Bolt Kits	Ice-O-Force™ Bolt Kit - up to 12'	KIT-IF-12		\$38.21
		Ice-O-Force™ Bolt Kit 14'	KIT-IF-14		\$40.55

Exhibit A

Ice-O-Force™ HD Blade Assemblies	Blade Kits	8' Ice-O-Force HD Blade Assembly	PBA-IF8-INT-HD		\$2,153.27
		8' Ice-O-Force HD Replacement Blade Assembly	PBA-IF8R-INT-HD		\$1,910.23
		9' Ice-O-Force HD Blade Assembly	PBA-IF9-INT-HD		\$2,564.42
		9' Ice-O-Force HD Replacement Blade Assembly	PBA-IF9R-INT-HD		\$2,167.53
		10' Ice-O-Force HD Blade Assembly	PBA-IF10-INT-HD		\$2,762.27
		9' Ice-O-Force HD Replacement Blade Assembly	PBA-IF10R-INT-HD		\$2,353.54
		11' Ice-O-Force HD Blade Assembly	PBA-IF11-INT-HD		\$2,960.11
		11' Ice-O-Force HD Replacement Blade Assembly	PBA-IF11R-INT-HD		\$2,539.55
		12' Ice-O-Force Blade Assembly	PBA-IF12-INT-HD		\$3,222.27
		12' Ice-O-Force Replacement Blade Assembly	PBA-IF12R-INT-HD		\$2,821.56
		14' Ice-O-Force Blade Assembly	PBA-IF14-INT-HD		\$3,547.56
		14' Ice-O-Force Replacement Blade Assembly	PBA-IF14R-INT-HD		\$3,353.23
	Replacement Damper	Ice-O-Force™ Urethane Damper - 36"	IO-36UD		\$79.37
		Ice-O-Force™ Urethane Damper - 48"	IO-48UD		\$99.22
	Clamp Bars	Ice-O-Force™ Clamp Bar - 36"	IO-36CB		\$61.91
		Ice-O-Force™ Clamp Bar - 48"	IO-48CB		\$82.54
	Curb Guards	Ice-O-Force HD left and right curb guards with bolts	KIT-BP-IOF-CURB		\$549.81
		Ice-O-Force™ - Left Curb Guard	BP126138CL		\$262.44
Ice-O-Force™ - Right Curb Guard		BP126138CR		\$262.44	
Bolt Kits	Ice-O-Force™ Bolt Kit - up to 12'	KIT-IF-12		\$38.21	
	Ice-O-Force™ Bolt Kit 14'	KIT-IF-14		\$40.55	

General Snowplow Blade Components

Type	Category	Description	Part #	List Price	NASPO Price
General Snowplow Blade Components	Grader Blades	Grader/Underbody Ice-O-Force™ w/ cover plate beveled carbide 7/8" x5" x36"	IO-36C78-AR		\$466.82
		Grader/Underbody Ice-O-Force™ w/ cover plate beveled carbide 7/8" x5" x48"	IO-48C78-AR		\$596.36
	Blade Protectors	Blade Protector, Straight End Left - 12" on center	BP126xxxSEL		\$251.63
		Blade Protector, Straight End Right - 12" on center	BP126xxxSER		\$251.63
		Blade protector, Straight - 12" on center	BP126xxxS		\$166.18
		Blade Protector, Straight Mini 12" on center	BP126xxxSM		\$94.86
		Blade Protector, Curved End Left - 12" on center	BP126xxxCL		\$200.69
		Blade Protector, Curved End Right - 12" on center	BP126xxxCR		\$200.69
		Blade Protector AR, Curved End Left - 12" on center	BP126xxxARL		\$294.92
		Blade Protector AR, Curved End Right - 12" on center	BP126xxxARR		\$294.92

Exhibit A

	Blade Protector AR, Straight - 12" on center	BP126xxxAR		\$230.68
	Blade Protector, Straight End Left - 8" on center	BP86xxxSEL		\$268.40
	Blade Protector, Straight End Right - 8" on center	BP86xxxSER		\$268.40
	Blade protector, Straight - 8" on center	BP86xxxS		\$204.53
	Blade Protector, Straight Mini 8" on center	BP86xxxSM		\$107.51
	Blade Protector, Curved End Left - 8" on center	BP86xxxCL		\$262.44
	Blade Protector, Curved End Right - 8" on center	BP86xxxCR		\$262.44
Plow Guard	Universal Plow Guard 7/8" X 4"	UG-478		\$142.08