

POINT OF CONTROL: Hand held Magnetek Flex EX Radio control with a spare transmitter. Eight (8) button, push-button pendant suspended from an independent trolley track running the length of the bridge as back-up to the radio.

CRANE ALSO EQUIPPED AND FURNISHED WITH THE FOLLOWING:

Bridge:

1. Magnetic mainline contactor
2. Fused manual safety switch
3. Thermal overload protection
4. Rail sweeps and rubber bumpers
5. Capacity signs
6. Painted safety yellow
7. Two (2) parts manuals
8. Bridge price includes collector shoes for Howell Corporation Saf-T-Bar Series C 100 amp runway electrification
9. Full length walkway mounted on drive girder with checkered plate & 42" handrails
10. 60# ASCE trolley rail fastened by welded clips and aligned
11. Three (3) 1000 Watt LED Crane lights
12. Two (2) Indicating lights (Red and Green)
13. Walkway Safety Gate

Hoist:

1. Hoist geared upper and lower limit switch
2. Hoist upper paddle type limit switch

ESTIMATED SHIPPING WEIGHT: 69,700 lbs. each

PRICE: (Crane) \$ 192,810.00 each FOB Alabaster, Alabama

(Excluding sales and/or use taxes)

Options:

For spare Bridge wheel assembly-----add:	\$ 3,200.00 each
For Spare Bridge gear-motor-----add:	\$ 2,450.00 each
For spare Bridge inverter VFD drive-----add:	\$ 1,769.00 each

ITEM NO. 2 ONE (1) RUNWAY SYSTEM

DESIGN SPECIFICATIONS:

Runway length -----	660'- 0"
Support spacing -----	(22) bays @ 30'- 0"
Maximum number of cranes per bay-----	One
Longitudinal bracing-----	By DeSHAZO via moment columns
Lateral bracing -----	By DeSHAZO via moment columns
Foundations & foundation design -----	By others

Anchor bolts -----By others
 Power requirement-----Feed @ one point

MATERIAL FURNISHED:

Runway Beams-----1,320'- 0"
 Painted 1 coat primer
 Column Mounting Brackets -----(46) By DeSHAZO
 Double Moment Columns -----(46) By DeSHAZO
 ASCE Crane Rail -----1,320'- 0"
 85# rail, splices & hook bolts
 End Stops-----4 each
 Runway Electrification (100 amp) -----660'- 0"
 4-Bar Safety Enclosed Type

ESTIMATED SHIPPING WEIGHT: 399,248 lbs. each

PRICE: (Runway) \$ 438,900.00 each FOB ALABASTER, AL
 (Excluding sales and/or use taxes)

ITEM NO. 3	INSTALLATION
-------------------	---------------------

The price below is to provide installation of **One (1) 30 Metric-ton crane and (1) runway system**. Price based on free and clear access, non-union labor, and straight time. Installation price assumes level access for a truck crane and a tractor-trailer for unloading of crane, crane rail and runway electrification.

PRICE: (Installation) \$ 93,800.00

Work delayed by the customer for any reason or DESHAZO's inability to gain free and clear access to work site shall result in additional charges.

ITEM NO. 4	START-UP & LOAD TEST
-------------------	---------------------------------

The price below is to provide start-up of **One (1) 30 Metric-ton crane and load test at 125%**. DeShazo Crane will provide certification that the crane has been tested according to OSHA requirements. Price based on free and clear access, non-union labor, and straight time.

PRICE: (Start-up) \$2,700.00

ITEM NO. 7	TEST WEIGHTS
-------------------	---------------------

Test weights to be provided by others

ITEM NO. 8 FREIGHT

The price below is to provide freight of One (1) 30 Metric-ton crane and runway to Calvert, AL.

PRICE: (Freight) \$18,000.00

ITEM NO. 9 PRICING SUMMARY

1 Crane	\$192,810.00 each	\$192,810.00
1 Runway System	\$438,900.00 lot	\$438,900.00
1 Installation	\$93,800.00 lot	\$93,800.00
1 Start-up/Load Test/Weights by others	\$2,700.00	\$2,700.00
1 Freight to Calvert, AL (Estimate only)	\$18,000.00	\$18,000.00
TOTAL PRICE (Excluding sales and/or use taxes)		\$746,210.00

Wiring from power source to runway electrification, by others.

NOTES:

TERMS:

- 25% down payment – material only
- 60% prior to shipment – material only
- 15% net 30 days – material, freight and any taxes only
- Installation and load test weights billed after installation – net 30 days
- A late payment interest charge of 1 1/2% per month (18% per annum) will be added to unpaid balances over 30 days.

DELIVERY: 30 - 36 weeks – confirmed after receipt of order.

INSTALLATION:

- All work will be performed on a regular 12-hour day with non-union labor. If these hours are not able to be worked, other charges could apply.
- Area of installation should have clear and free access.
- Area of installation will provide a work surface suitable for operating lifting devices necessary to assemble and install equipment quoted in this proposal.
- Should area of installation not be in the condition or order requested and agreed to at time of installation, the extra time and equipment rental required to complete the installation operation due to obstructions or delays will be charged back to the customer. A signed change order will be required prior to work commencing.

THIS PROPOSAL IS SUBJECT TO DESHAZO CRANE COMPANY "GENERAL CONDITIONS".

Quoted shipment is subject to prior sale.

THIS CRANE IS DESIGNED TO MEET ALL OSHA SAFETY REQUIREMENTS AS INTERPRETED BY DESHAZO CRANE COMPANY.

Pricing is based upon our best steel and/or component acquisition cost at the time of this quotation. Any steel and/or component price increases will be passed on at our cost.

The freight price quoted above is an estimate only and is based on preliminary dimensions of the bridge crane, hoist and trolley, and the runway system (if applicable). The actual freight price will be confirmed once the order has been placed and the crane has been designed and engineered. If you have any questions regarding this statement, please feel free to contact your sales representative for more information.

ACCEPTED:

This _____ day of _____ 20_____

By _____

Title _____

Respectfully submitted,

DESHAZO / CRANE



Kelly Coons

Regional Sales Manager

(205) 621-1222 direct

kcoons@deshazo.com