

# Tab 1 – Master Agreement

## General Terms and Conditions

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- ◆ Customer Support
  - The vendor shall provide timely and accurate technical advice and sales support. The vendor shall respond to such requests within one (1) working day after receipt of the request.
  
- ◆ Disclosures
  - Respondent affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.
  - The respondent affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.
  
- ◆ Renewal of Contract
  - Unless otherwise stated, all contracts are for a period of one (1) year with an option to renew for up to four (4) additional one-year terms or any combination of time equally not more than 4 years if agreed to by Region 14 ESC and the vendor.
  
- ◆ Funding Out Clause
  - Any/all contracts exceeding one (1) year shall include a standard “funding out” clause. A contract for the acquisition, including lease, of real or personal property is a commitment of the entity’s current revenue only, provided the contract contains either or both of the following provisions:
    - Retains to the entity the continuing right to terminate the contract at the expiration of each budget period during the term of the contract and is conditioned on a best efforts attempt by the entity to obtain appropriate funds for payment of the contract.
  
- ◆ Shipments (if applicable)
  - The awarded vendor shall ship ordered products within the written estimate of delivery time by the vendor to the entity after the receipt of the order unless modified. If a product cannot be shipped within that time, the awarded vendor shall notify the entity placing the order as to why the product has not shipped and shall provide an estimated shipping date. At this point the participating entity may cancel the order if estimated shipping time is not acceptable. All deliveries shall be freight prepaid, F.O.B. destination.
  
- ◆ Tax Exempt Status
  - Since this is a national contract, knowing the tax laws in each state is the sole responsibility of the vendor.

- ◆ Payments
  - The entity using the contract will make payments directly to the awarded vendor or their affiliates (distributors/business partners/resellers) as long as written request and approval by NCPA is provided to the awarded vendor.
- ◆ Adding authorized distributors/dealers
  - Awarded vendors may submit a list of distributors/partners/resellers to sell under their contract throughout the life of the contract. Vendor must receive written approval from NCPA before such distributors/partners/resellers considered authorized.
  - Purchase orders and payment can only be made to awarded vendor or distributors/business partners/resellers previously approved by NCPA.
  - Pricing provided to members by added distributors or dealers must also be less than or equal to the pricing offered by the awarded contract holder.
  - All distributors/partners/resellers are required to abide by the Terms and Conditions of the vendor's agreement with NCPA.
- ◆ Pricing
  - All pricing submitted shall include the administrative fee to be remitted to NCPA by the awarded vendor. It is the awarded vendor's responsibility to keep all pricing up to date and on file with NCPA.
  - All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing
- ◆ Warranty
  - Proposals should address each of the following:
    - Applicable warranty and/or guarantees of equipment and installations including any conditions and response time for repair and/or replacement of any components during the warranty period.
    - Availability of replacement parts
    - Life expectancy of equipment under normal use
    - Detailed information as to proposed return policy on all equipment
- ◆ Indemnity
  - The awarded vendor shall protect, indemnify, and hold harmless Region 14 ESC and its participants, administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of the vendor, vendor employees or vendor subcontractors in the preparation of the solicitation and the later execution of the contract.
- ◆ Franchise Tax
  - The respondent hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes.

◆ Supplemental Agreements

- The entity participating in this contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor.

◆ Certificates of Insurance

- Certificates of insurance shall be delivered to the Public Agency prior to commencement of work. The insurance company shall be licensed in the applicable state in which work is being conducted. The awarded vendor shall give the participating entity a minimum of ten (10) days notice prior to any modifications or cancellation of policies. The awarded vendor shall require all subcontractors performing any work to maintain coverage as specified.

◆ Legal Obligations

- It is the Respondent's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services identified in this RFP and any awarded contract and shall comply with all while fulfilling the RFP. Applicable laws and regulation must be followed even if not specifically identified herein.

◆ Protest

- A protest of an award or proposed award must be filed in writing within ten (10) days from the date of the official award notification and must be received by 5:00 pm CST. Protests shall be filed with Region 14 ESC and shall include the following:
  - Name, address and telephone number of protester
  - Original signature of protester or its representative
  - Identification of the solicitation by RFP number
  - Detailed statement of legal and factual grounds including copies of relevant documents and the form of relief requested
- Any protest review and action shall be considered final with no further formalities being considered.

◆ Force Majeure

- If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.
- The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the

United States or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty

◆ Prevailing Wage

- It shall be the responsibility of the Vendor to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the purchaser. It shall further be the responsibility of the Vendor to monitor the prevailing wage rates as established by the appropriate department of labor for any increase in rates during the term of this contract and adjust wage rates accordingly.

◆ Miscellaneous

- Either party may cancel this contract in whole or in part by providing written notice. The cancellation will take effect 30 business days after the other party receives the notice of cancellation. After the 30th business day all work will cease following completion of final purchase order.

◆ Open Records Policy

- Because Region 14 ESC is a governmental entity responses submitted are subject to release as public information after contracts are executed. If a vendor believes that its response, or parts of its response, may be exempted from disclosure, the vendor must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, the respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).
- The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 14 ESC must provide the OAG sufficient information to render an opinion and therefore, vague and general claims to confidentiality by the respondent are not acceptable. Region 14 ESC must comply with the opinions of the OAG. Region 14 ESC assumes no responsibility for asserting legal arguments on behalf of any vendor. Respondent are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

# Process

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Region 14 ESC will evaluate proposals in accordance with, and subject to, the relevant statutes, ordinances, rules, and regulations that govern its procurement practices. NCPA will assist Region 14 ESC in evaluating proposals. Award(s) will be made to the prospective vendor whose response is determined to be the most advantageous to Region 14 ESC, NCPA, and its participating agencies. To qualify for evaluation, response must have been submitted on time, and satisfy all mandatory requirements identified in this document.

- ◆ Contract Administration
  - The contract will be administered by Region 14 ESC. The National Program will be administered by NCPA on behalf of Region 14 ESC.
- ◆ Contract Term
  - The contract term will be for one (1) year starting from the date of the award. The contract may be renewed for up to four (4) additional one-year terms or any combination of time equally not more than 4 years.
  - It should be noted that maintenance/service agreements may be issued for up to (5) years under this contract even if the contract only lasts for the initial term of the contract. NCPA will monitor any maintenance agreements for the term of the agreement provided they are signed prior to the termination or expiration of this contract.
- ◆ Contract Waiver
  - Any waiver of any provision of this contract shall be in writing and shall be signed by the duly authorized agent of Region 14 ESC. The waiver by either party of any term or condition of this contract shall not be deemed to constitute waiver thereof nor a waiver of any further or additional right that such party may hold under this contract.
- ◆ Products and Services additions
  - Products and Services may be added to the resulting contract during the term of the contract by written amendment, to the extent that those products and services are within the scope of this RFP.
- ◆ Competitive Range
  - It may be necessary for Region 14 ESC to establish a competitive range. Responses not in the competitive range are unacceptable and do not receive further award consideration.
- ◆ Deviations and Exceptions
  - Deviations or exceptions stipulated in response may result in disqualification. It is the intent of Region 14 ESC to award a vendor's complete line of products and/or services, when possible.
- ◆ Estimated Quantities
  - The estimated dollar volume of Products and Services purchased under the proposed Master Agreement is \$10 million dollars annually. This estimate is based on the anticipated volume of Region 14 ESC and current sales within the NCPA program. There is no guarantee or commitment of any kind regarding usage of any contracts resulting from this solicitation

- ◆ Evaluation
  - Region 14 ESC will review and evaluate all responses in accordance with, and subject to, the relevant statutes, ordinances, rules and regulations that govern its procurement practices. NCPA will assist the lead agency in evaluating proposals. Recommendations for contract awards will be based on multiple factors, each factor being assigned a point value based on its importance.
- ◆ Formation of Contract
  - A response to this solicitation is an offer to contract with Region 14 ESC based upon the terms, conditions, scope of work, and specifications contained in this request. A solicitation does not become a contract until it is accepted by Region 14 ESC. The prospective vendor must submit a signed Signature Form with the response thus, eliminating the need for a formal signing process.
- ◆ NCPA Administrative Agreement
  - The vendor will be required to enter and execute the National Cooperative Purchasing Alliance Administration Agreement with NCPA upon award with Region 14 ESC. The agreement establishes the requirements of the vendor with respect to a nationwide contract effort.
- ◆ Clarifications / Discussions
  - Region 14 ESC may request additional information or clarification from any of the respondents after review of the proposals received for the sole purpose of elimination minor irregularities, informalities, or apparent clerical mistakes in the proposal. Clarification does not give respondent an opportunity to revise or modify its proposal, except to the extent that correction of apparent clerical mistakes results in a revision. After the initial receipt of proposals, Region 14 ESC reserves the right to conduct discussions with those respondent's whose proposals are determined to be reasonably susceptible of being selected for award. Discussions occur when oral or written communications between Region 14 ESC and respondent's are conducted for the purpose clarifications involving information essential for determining the acceptability of a proposal or that provides respondent an opportunity to revise or modify its proposal. Region 14 ESC will not assist respondent bring its proposal up to the level of other proposals through discussions. Region 14 ESC will not indicate to respondent a cost or price that it must meet to neither obtain further consideration nor will it provide any information about other respondents' proposals or prices.
- ◆ Multiple Awards
  - Multiple Contracts may be awarded as a result of the solicitation. Multiple Awards will ensure that any ensuing contracts fulfill current and future requirements of the diverse and large number of participating public agencies.
- ◆ Past Performance
  - Past performance is relevant information regarding a vendor's actions under previously awarded contracts; including the administrative aspects of performance; the vendor's history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the vendor's businesslike concern for the interests of the customer.

# Evaluation Criteria

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- ◆ Product & Services/Pricing (40 points)
  - Respondent(s)' products and services (e.g.; quality and breadth of product(s)/service(s), description(s) quality, reputation in the marketplace, average on time delivery rate and historical shipping timelines, return and restocking policies and applicable fees, average Fill Rate, shipping charges and other)
  - Competitive Level of Pricing for vendor's available products and services
  - Warranties on Respondent(s)' products and services (e.g.; availability of standard/extended warranties, pricing, detailed descriptions, ease of process and others)
  - Evidence of the ability of Respondent(s)' products and services to save members time and money (e.g.; breadth of service departments, technological advances, personnel experience, product(s) efficiencies, and others)
  - Other factors relevant to this section as submitted by the responder(s)
  
- ◆ Ability to Provide and Perform the Required Services for the Contract (25 points)
  - Response to emergency orders & service (e.g.; response time, breadth of service coverage, strength of meeting service and warranty needs of members)
  - Customer service/problem resolution (e.g.; technical abilities of service personnel; quality of processes,)
  - Invoicing process (e.g.; ease of use; transparency, billing resolutions)
  - Respondent(s)' processes, and quality of organizational structure
  - Contract implementation/Customer transition
  - Financial condition of vendor
  - Offeror's safety record (e.g.; benchmarks, lost hours, reporting)
  - Instructional materials and training (e.g.; administrative documentation, internal technical training, training of agencies)
  - Other factors relevant to this section as submitted by the proposer
  
- ◆ References (10 points)
  - A minimum of ten (10) customer references for product and/or services of similar scope dating within past 3 years
  
- ◆ Qualification and Experience (15 points)
  - Respondent(s)' reputation in the marketplace
  - Past relationship with Region 14 ESC and/or NCPA members
  - Experience with cooperative selling (e.g.; number of other cooperatives, Exhibited understanding of cooperative purchasing)
  - Experience and qualification of key employees
  - Location and number of sales persons who will work on this contract
  - Marketing plan and capability
  - Past experience working with the government sector

- Past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors
  - Completeness of response (e.g.; filled out all sections, answered all questions, provided pricing)
  - Other factors relevant to this section as submitted by the proposer
- ◆ Value Added Services Description, Products and/or Services (10 points)
- Marketing and agency Training
  - Customer Service
  - Sales force training (e.g.; internal training plan, corporate officer involvement, orientation commitment)
  - Marketing plan and capability (e.g.; contract rollout plan, benchmarks, goals)
  - Green initiative(s) (e.g.; philosophy, certificates, awards)
  - Quality and breadth of value add(s)
- Other factors relevant to this section as submitted by the proposer




# Signature Form

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The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this bid in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said bid have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

Prices are guaranteed: **120 days**

Company name	ARI Phoenix, Inc.
Address	4119 Binion Way
City/State/Zip	Lebanon, OH 45036
Telephone No.	513-229-3750, ext. 103 office / 513-484-1066 mobile
Fax No.	703-359-6405
Email address	teklagoodwin@ari-hetra.com
Printed name	Tekla Goodwin
Position with company	Contracts Specialist
Authorized signature	

# Tab 2 – NCPA Administration Agreement

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This Administration Agreement is made as of August 16, 2021, by and between National Cooperative Purchasing Alliance (“NCPA”) and ARI Phoenix, Inc. (“Vendor”).

## Recitals

WHEREAS, Region 14 ESC has entered into a certain Master Agreement dated August 16, 2021, referenced as Contract Number 05-57, by and between Region 14 ESC and Vendor, as may be amended from time to time in accordance with the terms thereof (the “Master Agreement”), for the purchase of Heavy-duty Transportation Maintenance Equipment Solutions and Related Services;

WHEREAS, said Master Agreement provides that any state, city, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution, other government agency or nonprofit organization (hereinafter referred to as “public agency” or collectively, “public agencies”) may purchase products and services at the prices indicated in the Master Agreement;

WHEREAS, NCPA has the administrative and legal capacity to administer purchases under the Master Agreement to public agencies;

WHEREAS, NCPA serves as the administrative agent for Region 14 ESC in connection with other master agreements offered by NCPA

WHEREAS, Region 14 ESC desires NCPA to proceed with administration of the Master Agreement;

WHEREAS, NCPA and Vendor desire to enter into this Agreement to make available the Master Agreement to public agencies on a national basis;

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, NCPA and Vendor hereby agree as follows:

### ◆ General Terms and Conditions

- The Master Agreement, attached hereto as Tab 1 and incorporated herein by reference as though fully set forth herein, and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement.
- NCPA shall be afforded all of the rights, privileges and indemnifications afforded to Region 14 ESC under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to NCPA under this Agreement including, but not limited to, the Vendor’s obligation to provide appropriate insurance and certain indemnifications to Region 14 ESC.
- Vendor shall perform all duties, responsibilities and obligations required under the Master Agreement in the time and manner specified by the Master Agreement.
- NCPA shall perform all of its duties, responsibilities, and obligations as administrator of purchases under the Master Agreement as set forth herein, and Vendor acknowledges that NCPA shall act in the capacity of administrator of purchases under the Master Agreement.
- With respect to any purchases made by Region 14 ESC or any Public Agency pursuant to the Master Agreement, NCPA (a) shall not be construed as a dealer, re-marketer, representative, partner, or agent of any type of Vendor, Region 14 ESC, or such Public Agency, (b) shall not be obligated, liable or responsible (i) for any orders made by Region

14 ESC, any Public Agency or any employee of Region 14 ESC or Public Agency under the Master Agreement, or (ii) for any payments required to be made with respect to such order, and (c) shall not be obligated, liable or responsible for any failure by the Public Agency to (i) comply with procedures or requirements of applicable law, or (ii) obtain the due authorization and approval necessary to purchase under the Master Agreement. NCPA makes no representations or guaranties with respect to any minimum purchases required to be made by Region 14 ESC, any Public Agency, or any employee of Region 14 ESC or Public Agency under this Agreement or the Master Agreement.

- The Public Agency participating in the NCPA contract and Vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the Public Agency and Vendor. NCPA, its agents, members and employees shall not be made party to any claim for breach of such agreement.

◆ **Term of Agreement**

- This Agreement shall be in effect so long as the Master Agreement remains in effect, provided, however, that the obligation to pay all amounts owed by Vendor to NCPA through the termination of this Agreement and all indemnifications afforded by Vendor to NCPA shall survive the term of this Agreement.

◆ **Fees and Reporting**

- The awarded vendor shall electronically provide NCPA with a detailed quarterly report showing the dollar volume of all sales under the contract for the previous quarter. Reports are due on the fifteenth (15<sup>th</sup>) day after the close of the previous quarter. It is the responsibility of the awarded vendor to collect and compile all sales under the contract from participating members and submit one (1) report. The report shall include at least the following information as listed in the example below:

Agency Name	State	Zip Code	Date	PO or Job #	RQN Number	Sale Amount	Admin Fee
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**Total**

- Each quarter NCPA will invoice the vendor based on the total of sale amount(s) reported. From the invoice the vendor shall pay to NCPA an administrative fee of three (3%) for the amount of the agency's purchase order less any applicable sales tax and Performance and/or Payment bond cost. Vendor's annual sales shall be measured on a calendar year basis. Deadline for term of payment will be included in the invoice NCPA provides.
- Supplier shall maintain an accounting of all purchases made by Public Agencies under the Master Agreement. NCPA and Region 14 ESC reserve the right to audit the accounting for a period of four (4) years from the date NCPA receives the accounting. In the event of such an audit, the requested materials shall be provided at the location designated by Region 14 ESC or NCPA. In the event such audit reveals an under reporting of Contract Sales and a resulting underpayment of administrative fees, Vendor shall promptly pay NCPA the amount of such underpayment, together with interest on such amount and shall be obligated to reimburse NCPA's costs and expenses for such audit.

◆ General Provisions

- This Agreement supersedes any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereof, and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained herein shall be valid or binding.
- Awarded vendor agrees to allow NCPA to use their name and logo within website, marketing materials and advertisement. Any use of NCPA name and logo or any form of publicity regarding this contract by awarded vendor must have prior approval from NCPA.
- If any action at law or in equity is brought to enforce or interpret the provisions of this Agreement or to recover any administrative fee and accrued interest, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which such party may be entitled.
- Neither this Agreement nor any rights or obligations hereunder shall be assignable by Vendor without prior written consent of NCPA, provided, however, that the Vendor may, without such written consent, assign this Agreement and its rights and delegate its obligations hereunder in connection with the transfer or sale of all or substantially all of its assets or business related to this Agreement, or in the event of its merger, consolidation, change in control or similar transaction. Any permitted assignee shall assume all assigned obligations of its assignor under this Agreement.
- This Agreement and NCPA's rights and obligations hereunder may be assigned at NCPA's sole discretion, to an existing or newly established legal entity that has the authority and capacity to perform NCPA's obligations hereunder
- All written communications given hereunder shall be delivered to the addresses as set forth below.

**National Cooperative Purchasing Alliance:**

Name: Matthew Mackel  
Title: Director, Business Development  
Address: PO Box 701273  
Houston, TX 77270  
Signature:   
Date: August 16, 2021

**Vendor:** ARI Phoenix, Inc.  
Name: Tekla Goodwin  
Title: Contracts Specialist  
Address: 4119 Binion Way  
Lebanon, OH 45036  
Signature:   
Date: 20-Jul-2021

# NCPA Registered Vendor Quotation Number

RFP responders are requested to agree to a quotation number registration program to provide consistency and faster service for our facility awarded vendors, agency members and participants. The process will require Facility Contract holders to register and receive a NCPA Vendor Registered Quotation Number that must be prominently displayed on each proposal(s) that you present to the agencies. The system will track Facility transactions from the initial proposal stage to the completion of each project. NCPA has assembled an experienced Facilities Management Team that stands ready and willing to assist its vendors in providing quality services to the awarded vendor's organization. Failure to receive the Vendor Registered Quotation Number can result in potential delays to your services and the only acceptable proposals need to have a NCPA Vendor Registered Quotation Number.

## NCPA Registered Vendor Quotation Number Process

Fill out the form on the Facilities page at [www.NCPA.us](http://www.NCPA.us)

(Direct link is <http://www.ncpa.us/Facilities/Register>)

**\* Fill out and submit.**

- All registered vendor quotation number requests must be submitted *and* a proposal number received *before* you present it to your potential customer.
- You will have a response with a NCPA Vendor Registered Quotation Number within 4 hours.
- If you have an emergency and need a quotation number sooner, call any member of the Facility Management team and we will help you.
- Include the quotation number on all proposals.


This document acknowledges that you have received and agree to the details, directions and expectations of the NCPA Vendor Registered Quotation Number process.

Date 20-Jul-2021

RFP Number 13-21

Company Name ARI Phoenix, Inc.

Printed Name Tekla Goodwin

Signature 

# Tab 3 – Vendor Questionnaire

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Please provide responses to the following questions that address your company’s operations, organization, structure, and processes for providing products and services.

◆ States Covered

- Bidder must indicate any and all states where products and services can be offered.
- Please indicate the price co-efficient for each state if it varies.

**50 States & District of Columbia** (Selecting this box is equal to checking all boxes below)

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> Alabama              | <input type="checkbox"/> Maryland       | <input type="checkbox"/> South Carolina |
| <input type="checkbox"/> Alaska               | <input type="checkbox"/> Massachusetts  | <input type="checkbox"/> South Dakota   |
| <input type="checkbox"/> Arizona              | <input type="checkbox"/> Michigan       | <input type="checkbox"/> Tennessee      |
| <input type="checkbox"/> Arkansas             | <input type="checkbox"/> Minnesota      | <input type="checkbox"/> Texas          |
| <input type="checkbox"/> California           | <input type="checkbox"/> Mississippi    | <input type="checkbox"/> Utah           |
| <input type="checkbox"/> Colorado             | <input type="checkbox"/> Missouri       | <input type="checkbox"/> Vermont        |
| <input type="checkbox"/> Connecticut          | <input type="checkbox"/> Montana        | <input type="checkbox"/> Virginia       |
| <input type="checkbox"/> Delaware             | <input type="checkbox"/> Nebraska       | <input type="checkbox"/> Washington     |
| <input type="checkbox"/> District of Columbia | <input type="checkbox"/> Nevada         | <input type="checkbox"/> West Virginia  |
| <input type="checkbox"/> Florida              | <input type="checkbox"/> New Hampshire  | <input type="checkbox"/> Wisconsin      |
| <input type="checkbox"/> Georgia              | <input type="checkbox"/> New Jersey     | <input type="checkbox"/> Wyoming        |
| <input type="checkbox"/> Hawaii               | <input type="checkbox"/> New Mexico     |   |
| <input type="checkbox"/> Idaho                | <input type="checkbox"/> New York       |   |
| <input type="checkbox"/> Illinois             | <input type="checkbox"/> North Carolina |   |
| <input type="checkbox"/> Indiana              | <input type="checkbox"/> North Dakota   |   |
| <input type="checkbox"/> Iowa                 | <input type="checkbox"/> Ohio           |   |
| <input type="checkbox"/> Kansas               | <input type="checkbox"/> Oklahoma       |   |
| <input type="checkbox"/> Kentucky             | <input type="checkbox"/> Oregon         |   |
| <input type="checkbox"/> Louisiana            | <input type="checkbox"/> Pennsylvania   |   |
| <input type="checkbox"/> Maine                | <input type="checkbox"/> Rhode Island   |   |

**All US Territories and Outlying Areas** (Selecting this box is equal to checking all boxes below)

American Samoa

Northern Marina Islands

Federated States of Micronesia

Puerto Rico

Guam

U.S. Virgin Islands

Midway Islands

◆ **Minority** **and Women**

**Business Enterprise (MWBE) and (HUB) Participation**

- It is the policy of some entities participating in NCPA to involve minority and women business enterprises (MWBE) and historically underutilized businesses (HUB) in the purchase of goods and services. Respondents shall indicate below whether or not they are an M/WBE or HUB certified.

- **Minority / Women Business Enterprise**

- Respondent Certifies that this firm is a M/WBE  N/A

- **Historically Underutilized Business**

- Respondent Certifies that this firm is a HUB  N/A

◆ **Residency**

- Responding Company's principal place of business is in the city of Lebanon, State of Ohio

◆ **Felony Conviction Notice**

- Please Check Applicable Box;

A publically held corporation; therefore, this reporting requirement is not applicable.

Is not owned or operated by anyone who has been convicted of a felony.

Is owned or operated by the following individual(s) who has/have been convicted of a felony

- If the 3<sup>rd</sup> box is checked, a detailed explanation of the names and convictions must be attached.

◆ **Distribution Channel**

- Which best describes your company's position in the distribution channel:

Manufacturer Direct  Certified education/government reseller

Authorized Distributor  Manufacturer marketing through reseller

Value-added reseller  Other: Manufacturer direct and reseller

◆ **Processing Information**

- Provide company contact information for the following:

- **Sales Reports / Accounts Payable**

Contact Person: Leah Ann DeLoretta

Title: Accounts Payable

Company: ARI Phoenix, Inc.

Address: 4119 Binion Way

City: Lebanon

State: OH

Zip: 45036

Phone: 513-229-3750

Email: [accountspayable@ari-hetra.com](mailto:accountspayable@ari-hetra.com)

▪ Purchase Orders

Contact Person: Deon Fender  
Title: Customer Service Manager

Company: ARI Phoenix, Inc.

Address: 4119 Binion Way

City: Lebanon

State: OH

Zip: 45036

Phone: 513-229-3750

Email: orders@ari-hetra.com

▪ Sales and Marketing

Contact Person: Justin Page

Title: Marketing Specialist

Company: ARI Phoenix, Inc.

Address: 4119 Binion Way

City: Lebanon

State: OH

Zip: 45036

Phone: 513-229-3750

Email: justinpage@ari-hetra.com

◆ Pricing Information

➤ In addition to the current typical unit pricing furnished herein, the Vendor agrees to offer all future product introductions at prices that are proportionate to Contract Pricing.

▪ If answer is no, attach a statement detailing how pricing for NCPA participants would be calculated for future product introductions.

Yes       No

➤ Pricing submitted includes the required NCPA administrative fee. The NCPA fee is calculated based on the invoice price to the customer.

Yes       No

➤ Vendor will provide additional discounts for purchase of a guaranteed quantity.

Yes       No

Additional Contacts:

Steve Delaney  
VP East Sales  
stevedelaney@ari-hetra.com

Mark Medeiros  
VP West Sales  
markmediros@ari-hetra.com

Bill Gibson  
VP Business Development  
billgibson@ari-hetra.com

Tekla Goodwin  
Contracts Specialist  
teklagoodwin@ari-hetra.com



## TAB 4 - Vendor Profile

1. **Company's official registered name.**

ARI Phoenix, Inc.

2. **Brief history of your company, including the year it was established.**

For over 30 years, ARI Phoenix, Inc (d/b/a ARI-HETRA) has been a Customer-focused company specializing in maintenance equipment for heavy-duty vehicles. We support our Customers with a team of skilled and dedicated direct employees as well as select distributors. ARI Phoenix, Inc. was incorporated as an Ohio-based S-corporation in July 2015, acquiring and becoming successor to the business of Automotive Resources, Inc. which itself had been incorporated in 1988. In total, ARI has been serving the HD Truck Maintenance industry proudly for 32 years.

We value employees and customers above all else in the business. ARI-HETRA sells premium products of highest quality for the North American heavy duty vehicle maintenance industry, whether manufactured or distributed, with emphasis on capital goods requiring sophisticated selling and support. As a business model, we operate as a Manufacturer of efficient, lean, well-designed products made to last a lifetime. We are also a Master Distributor, delivering value to all parties by scouring the globe for innovative manufacturers who cannot access our Customers and deliver interesting volumes to those manufacturers as they access our market through us, often on a private-label basis. We partner with loyal local distributors and a direct sales team to develop deep Customer relationships, meeting their unique needs, often with customised products. ARI-HETRA obtains membership in key contracts to simplify the sourcing process for many of our Customers. Finally, we deliver excellent, timely and profitable service via direct employees and partner companies to keep our products running and deliver on the promise of "lowest lifetime cost" for our equipment.

3. **Company's Dun & Bradstreet (D&B) number.**

079968600

4. **Corporate office location.**

ARI Phoenix, Inc.  
4119 Binion Way  
Lebanon, OH 45036

5. **List number of employees either nationally or regionally (if your response is not all states) with breakdown of direct sales, sales support, service technicians, engineering support and administration.**

ARI-HETRA covers all states, as we employ a team of Regional Sales Managers and Regional Service Technicians who are assigned multiple locations and/or states and travel to customer's sites. A full list of employees is included at the end.

6. **List the number and location of offices, or service centers for all states being offered in solicitation. Additionally, list the names of key contacts at each location with title, address, phone and e-mail address.**

ARI-HETRA operates from it's main headquarters in Lebanon, Ohio. As stated above, we employ a team of sales and service representatives across the United States in designated territories. Please see attached list for all key contacts. Any employee can be reached (or directed to) by calling our main office at 513-229-3750 or toll free at 800-562-3250.

**7. Please provide contact information for the person(s) who will be responsible for the following areas, including resumes:**

**a. Sales**

Steve Delaney, VP East Sales with 23+ years of experience in the heavy-duty lifting systems industry, including 18 years as Sales Director and 5 years as VP of Eastern Sales.

**b. Sales Support**

Deon Fender, Customer Service Manager with 25+ years experience marketing, sales and customer service.

**c. Marketing**

Justin Page, 20+ years in graphic design, 10+ years in marketing and creative writing for blogs and publications.

**d. Financial Reporting**

Tekla Goodwin, 4+ years experience with government contracts including national cooperatives and GSA; 15+ years prior experience in marketing, advertising, sales and business development.

**e. Executive Support**

Bill Gibson, VP Business Development with 15+ years experience with ARI-HETRA and Heavy-Duty maintenance industry.

**8. Define your standard terms of payment.**

Net 30

**9. Who is your competition in the public marketplace?**

Mobile Column Lifts: Stertil-Koni, VSG Rotary, Challenger, Gray, Bendpak, SLEC, Mohawk

Wheel Service Products: Hunter, Coats, Ravagioli, Rotary

Exhaust Extraction: Nederman, Plymovent, Harvey Industries, Monoxievent, Magnegrip, Fumeavent, Car-mon.

**12. What is your strategy to increase market share in the public space?**

To increase market share, ARI-HETRA's marketing includes digital advertising, website updating ([www.ari-hetra.com](http://www.ari-hetra.com)), government landing pages, product videos, google adwords, broadcast email campaigns, facebook and linkedin advertising, and new product/service press releases. A large percentage of our sales occur as a direct result of the strong relationships our field sales team have built with their customers. ARI-HETRA also attends over 15 industry tradeshow per year and we are seeing the rise in tradeshow again after this past year with COVID. In addition, ARI-HETRA has a robust advertising and lead generation program. Under the government tab on ARI's website, there are over 100+ clicks per month (<https://www.ari-hetra.com/government/>); in addition, our catalog reaches over 10,000 recipients per year. We also send broadcast emails to all eligible state and local recipients (from our current and potential customer database - approximately 4.5k State

and Local Govt. email contacts and 4k Education). In summary we have:

- 1.) Promotion in 15+ annual national and regional trade shows
- 2.) Government website landing page <https://www.ari-hetra.com/government/>
- 3.) Landing page for cooperative contract purchasing and how to buy <https://www.ari-hetra.com/coop-purchasing/>
- 4.) Google Adword advertising
- 5.) Facebook postings <https://www.facebook.com/arihetra/>
- 6.) LinkedIn postings <https://www.linkedin.com/company/ari-hetra/>
- 7.) You Tube postings <https://www.youtube.com/user/ARIHETRAinc/videos>
- 8.) Instagram postings <https://www.instagram.com/arihetra/>

These efforts draw customers and potential customers to our corporate website, enhancing overall communication of our products/services. Our [www.ari-hetra.com](http://www.ari-hetra.com) website was recently modernized and updated, increasing our SEO (search engine Optimization) and social media presence to drive traffic to our website and our government contracts section <https://www.ari-hetra.com/government/>. We also have a blog section on our website: <https://www.ari-hetra.com/blog>.

### **13. What differentiates your company from your competitors?**

ARI-HETRA provides the only factory authorized sales, service, preventative maintenance, safety inspections, and replacement parts on ARI-HETRA Mobile Column Lifting Systems and ARI-HETRA branded products. For over 30 years, ARI-HETRA continues to be a premium Heavy-Duty brand providing maintenance equipment, and we are leaders in safety, reliability, durability and service. These Mobile Column Lifting Systems are manufactured in the United States of America. They have also been safety certified by the Automotive Lift Institute (ALI), and by ETL Intertek. While other Mobile Lift Systems use Hydraulic drives, we offer the most advanced Ball-Screw Technology with a certified ARI-HETRA mobile, heavy-duty wheel engaging lift system that will improve the efficiency and safety of automotive maintenance:

- a. Precision Ball Screw Lifting Mechanism, with a simple mechanical drive
- b. Ball screw technology has a 20 year life expectancy, longer than ACME thread
- c. No possibility of leaking seals like hydraulics used in other Mobile Lift Systems
- d. Over 100 ball bearings sealed with grease fitting to ensure low friction
- e. Inherent mechanical column synchronization
- f. Precision Height Adjustment (inching)
- g. Lifetime performance

ARI-HETRA offers this dependable brand of Mobile Column Lift Systems that give technicians the value of flexible work bays and a comfortable workstation. They allow full, unobstructed access under the vehicle to quickly fulfill routine maintenance inspections and repairs. Mobile Column Lifts have many advantages and drastically improve daily maintenance operations. They are easy to operate, give technicians optimal space for working around the column, and create a safe working environment.

In summary, what differentiates ARI-HETRA from the market includes:

- a. 30+ year old ARI-HETRA American-Made Mobile Column Lifts approved by ALI, and NRTL certified ETL Intertek.
- b. Heavy-Duty Mobile Column Lift Systems are achieved with a Ball-Screw Design (and not hydraulics, which can lead to leaking seals or cut hoses).

- c. Products are sold from a direct ARI-HETRA sales and service team to include Wireless, Line Powered, or Battery-Operated Mobile Column Lifts.
- d. Mobile Lifts have Safety Braking System and Mechanical Lock-Wedge (no long-step procedure to ensure vehicle is properly locked).
- e. Line and Battery-Powered Mobile Column Lifts have built-in safety features which prevent operation if capacity overload is detected.

**14. Briefly summarize your company's Quality control/Quality assurance program.**

ARI-HETRA Mobile Column lifts have been rigorously tested and third party certified in accordance with the current revision of ANSI/ALI ALCTV Standard which identifies the safety requirements for construction, testing, and validation of lifts ([www.autolift.org](http://www.autolift.org)). We assure that the equipment is of quality design and construction and fully conforms to specification. Equipment shall comply with Title 29 of Federal Regulations, Part 1910 and National Safety Standards, all applicable OSHA Standards, and shall have safety devices wherever parts, components are hazardous to the operator and environment. ARI-HETRA products are calibrated and tested independently, and logged by serial number. All parts in assembly of Lifting Systems are uniquely serialized.

**15. Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.**

Not applicable, ARI-HETRA has not been involved in any litigation, bankruptcy or reorganization.

**16. Provide evidence of your company's ability to continuously lower the customer's costs. Provide examples of any documented cost reduction results that your company has engaged in with your customers.**

ARI-HETRA utilizes process improvement initiatives, engineering change requests, and new product developments to lower cost of production, which in turn lowers cost to customers. We also look for ways to consolidate shipment of orders regularly to improve freight costs to customers. And finally, we have regular 41-point preventative maintenance and safety certifications performed by ARI-HETRA factory trained sales and service technician personnel, resulting in significant savings to our customers.

**PRODUCTS:**

**17. What is the reputation of your company's products in the public marketplace?**

ARI-HETRA was one of the first mobile column lifts for sale in what is now a more crowded field, and our installed base of lifts represent a higher proportion. We estimate ARI-HETRA lifts represent approximately 25% of the estimated 100,000 mobile column lifts sold and installed in the U.S. and Canada since that product became commonly used. The vast majority of ARI-HETRA Lifts are still in service and the ARI-HETRA brand has a good reputation due to its longevity.

**18. What equipment/system support documents will your company provide?**

ARI-HETRA provides product equipment warranty and product user manuals. We also offer on-site free training by Regional Sales Managers on all Mobile Column Lift Systems and Wheel Service equipment.

**19. Identify the process of receiving a purchase order to the ordering of equipment.**

Once a purchase order is issued (to the Regional Sales Manager's email or to [orders@ari-hetra.com](mailto:orders@ari-hetra.com)), it's processed through our headquarters and office location in Lebanon, Ohio by our CSR/Customer Service Team. POs are checked for accuracy (ship to address,

equipment configuration, adequate bill to information provided, coding of order to contract, discount, etc.). Any questions are addressed with the customer and an order confirmation is issued via email. Equipment is shipped and then invoiced with the accounting team doing one last check for errors. The equipment is delivered and an ARI-HETRA employee or representative coordinates free on-site safety training (CONUS & Eastern Canada). Automated order reports are generated by contract, are reviewed and payments submitted quarterly. We have a portfolio of government contracts and are experienced in administrative fee processing.

**20. Describe your company's shipping schedule notification procedures.**

We have an internal manufacturing production schedule which is continuously updated, so we can provide a customer with an estimated shipping date if required. Most products are currently in production for 90 days or more. Once an item ships, a tracking number is loaded into our order processing system. An email alert is automatically generated and sent with that tracking number URL to the customer.

**21. Describe how your company deals with shipping delays. How do you notify your customer of delays?**

Due to unforeseen circumstances, there are occasional shipment delays which are communicated directly with customers via email and/or phone. Customers are notified by either the Regional Sales Manager or member of the CSR/Customer Service Team if there are shipment delays. We then give them a new estimated ship date.

**22. Provide your shipping schedule reporting form. How many times do you update?**

Shipping alerts are sent out via email automatically once an item is marked as shipped in our order management system. An email alert goes out to the buyer including a link to the tracking number as soon as we arrange the shipment. The shipping report is continuously updated.

**23. How many products do you stock? Where?**

ARI-HETRA stocks over 1,650 products/parts in Lebanon, Ohio which is the main stocking location. We also have a parts inventory in the field with our 35 field sales and service teams.

**24. What is your percentage of on-time delivery at each manufacturing plant?**

Percentage is 95%; Equipment ships an average of 45 days, and parts ship an average of 10 days.

**25. Describe any direct order entry system or capabilities your organization has such as internet capabilities.**

We do not currently have customer ability to direct order from our website.

**26. Are all security products UL listed and in compliance with all applicable codes in all states?**

Not applicable.

**27. If your product is defective, what is the replacement process and turnaround?**

ARI-HETRA offers a full refund on unused equipment less 15% restocking fee plus freight cost, up to 30 days after delivery. If a product is defective, it will be replaced or repaired at the discretion of ARI-HETRA, and warranty includes labor and travel or return and replacement charge. Customer must call CSR/Customer Service Team at 800-562-3250 to initiate a repair or replacement, at which time it will be determined how long it will take for the repair or replacement to be completed, and if new parts need to be ordered.

**28. What is the capability of your company to respond to emergency/rush orders?**

ARI-HETRA will do its best to respond to rush orders, however, most of our heavy-duty

maintenance equipment (Mobile Column Lift Systems) is manufactured after receipt of order and takes 45-90 days to manufacture. Wheel Service Products come from Europe and may take longer (unless we have a few in stock).

**29. State whether your company provides a quality guarantee on your products. If so, please describe.**

ARI-HETRA Mobile Column Lifting Systems are manufactured in the United States of America and have been safety certified by the Automotive Lift Institute (ALI), and by ETL Intertek (reference #14). While other Mobile Lift Systems use Hydraulic drives, we offer the most advanced Ball-Screw Technology with a certified ARI-HETRA mobile, heavy-duty wheel engaging lift system that will improve the efficiency and safety of automotive maintenance.

**30. Describe your procedures to monitor the quality of your products.**

For Mobile Column Lift Systems, ARI-HETRA's production facility works to manufacture and private label ARI-HETRA Lifts in the USA to ALI certification standards (refer to #14). In regards to service activity, it's coordinated throughout headquarters allowing us to maintain tight control on quality, including metrics like net promoter scores for each individual who performs service on ARI-HETRA equipment. ARI-HETRA is also a master distributor for a variety of other manufacturers of high quality products only, manufactured predominately in Europe. In most cases, ARI-HETRA sells these products on a private-labeled basis under the recognizable bright green "ARI-HETRA" brand, sometimes with territorial exclusivity for U.S./Canada.

**31. Do you offer extended parts and labor warranties? If yes, state length of warranty.**

We do not offer extended parts and labor warranties.

**32. Please give examples of state and local agencies where your company has extended labor warranties. Include length of these warranties.**

Not Applicable.

**33. What is your standard warranty on replacement parts?**

Warranted parts or components will be replaced or repaired at the discretion of ARI-HETRA and parts replaced under the warranty period carry the remaining balance of the original manufacturer's warranty. Replacement parts or repairs performed outside the warranty period carry a 60 day replacement warranty. Warranty includes labor and travel or return and replacement charge. ARI-HETRA offers a full refund on unused equipment less 15% restocking fee plus freight cost, up to 30 days after delivery. Full warranty details are attached at the end of tab 5.

**34. How does your company track warranties and update equipment lists/warranty periods as units or components are replaced?**

ARI-HETRA equipment each has unique serial numbers. We use these numbers as reference for any warranty replacement work, and track the warranty issues in our order management and after-sales service system. In cases of repair work, any warranty work or parts are recorded on their own "Work Orders" and reference the serial number of the product repaired.

**35. What states would your company not honor pricing on your supplied equipment for this contract, in the event that this contract is made available to all states?**

We would honor the same pricing for all states.

## **SERVICES:**

**36. Describe your company's Customer Service Department (hours of operation, number of service centers, parts outlets, number of technicians, etc.) Clarify if the service centers are owned by your company or if they are a network of subcontractors.**

ARI-HETRA operates from its main headquarters located in Ohio, and we do not employ subcontractors. We have a Customer Service Team, Technical Support experts, and Parts experts on hand to take calls from customers who are in need Monday - Friday from 7am-5pm EST. After hours messages are returned the following business day. We can utilize the convenience of modern cell phones to gather photos or utilize video messaging to help in real time diagnosis. Phone and email service requests that are not addressed on the first contact are typically handled within 24-48 hours, with on-site service calls scheduled with one of our (14) service technicians across the U.S. within a reasonable time frame. Replacement parts are stocked in our Ohio facility in a 1,200 square foot area housing over 1,650 individual part numbers. Parts availability can be obtained from our Customer Service team and in-stock items can be shipped overnight at the customer's request and approval of the shipping fee. In addition, each service technician has a van stocked with all the components (less main beam or carriage) so they can handle service requests directly when they are on customer site. Our sales team all have company vehicles with a smaller inventory of critical components and are able to perform repairs on a more limited scope than a technician.

**37. Describe how your company handles after-hours customer service needs indicate your average response time to emergency service calls.**

As stated above, ARI-HETRA has a Customer Service Team, Technical Support experts, and Parts experts on hand to take calls from customers who are in need Monday - Friday from 7am-5pm EST. After hours messages are returned the following business day. In most cases, if there is an emergency, the customer has the mobile number of the Regional Sales Manager to call.

**38. Discuss your organization's capability and historical flexibility in completing timely service calls and problem resolution.**

For all of 2020, based on hundreds of customer responses, ARI-HETRA's service net promoter score was 80% (Bain & Co, the source of the NPS system, suggests that above 50 is excellent, and above 80 is world class). We can address many phone and email service requests within 24-48 hours, or with an on-site service call scheduled with one of our (14) service technicians across the U.S. within a reasonable time frame. In-stock items can be shipped overnight at the customer's request and approval of the shipping fee. In addition, each service technician has a van stocked with hundreds of parts so they can handle service requests directly when they are on a customer's site.

**39. Please describe the quality program(s) within your company which measures your service work.**

As stated above, we utilize the NPS system, and ARI-HETRA scored an excellent 80% service net promoter score for 2020.

**40. Describe your call center organization.**

ARI-HETRA operates from its main (and only) headquarters located in Lebanon, Ohio with a Customer Service, Technical Support, Parts, Service, Accounting and Marketing team, available Monday - Friday from 7am-5pm EST by calling 513-229-3750 or toll-free at 800-562-3250. We can also direct you to any of our sales staff located throughout the continental U.S. All service calls

and appointments with service technicians are handled at headquarters.

**41. Does your company offer a dedicated, 800 number for all locations to place phone and fax orders? Is the call center available 24 hours/7 days week?**

Purchase orders can be emailed to orders@ari-hetra.com at any time, or to the appropriate salesperson. Customers may call our toll free number at 800-562-3250, with staff available M-F, 7am-5pm EST. Orders will be placed by the customer service team as soon as possible, and typically within 1-2 business days.

**42. Describe how service call problems get escalated in emergency situations during and after hours. Who would be responsible in your company for assessing the appropriate course of action to remedy the problem?**

Each of our service technicians are responsible for their open Work Orders and are in communication with each requesting customer so they can prioritize accordingly. If the technicians do not provide the desired response, either the ARI-HETRA Regional Manager or the Service Manager can step in to help escalate. Each week there is a review of open Work Orders to ensure there are no repairs which have gone unanswered or unsolved. This weekly review includes the service dispatch, service manager and department vice president.

**43. List the steps taken from start to finish in receiving a service call through to completion of repair and invoicing. Include time frames associated with each step.**

1. ) Service calls are answered Monday - Friday from 7am-5pm EST. After hours messages are returned the following business day. Within a day, we can use cell phones to gather photos or utilize video messaging to help in real time diagnosis. Within 24-48 hours, we can have one of our (14) service technicians to a customer's site if a phone and email service request is not addressed on first contact. Most repairs are done on-site within a few hours, as the service technician carries hundreds of parts on his truck. 2.) If another part is needed, the service technician will have to order it and come back at a later time, depending on how long it will take to have the parts delivered, which is typically less than two weeks. 3. ) If a customer does not use a purchase card while the technician is on-site, our accounting department can invoice within the week.

**44. What technology such as GPS tracking does your company use to track completion of repairs?**

ARI-HETRA has a dedicated Customer Service Team, who are direct employees who answer customer requests Monday - Friday, 7am - 5pm EST. All requests are answered, recorded and responded to immediately or within 24 business hours. The team is trained on requirements of state/local, education as well as Federal customers, ensuring that questions or issues are addressed in a timely manner. Phone technical support is provided free of charge. If emergency on-site support is needed, our Service Dispatch is in daily contact with service technicians and can see their vehicle locations tracked real-time by GPS transponders to make dispatching quicker by sending the closest technician and estimating a realistic response time. Our GPS tracking system allows a "live track" link to be sent to the customer to monitor exact arrival time.

**45. What is the reputation of your company's service in the public marketplace?**

ARI-HETRA has an excellent reputation for service and repairs, employing a combined team of over 30 field service technicians and sales representatives. We offer an annual Mobile Column Lift preventative maintenance and safety certification with a 41 point checklist.

**46. Identify the process of receiving a purchase order to the providing of a service contract.**

Once a purchase order is received, it is then issued and processed through our headquarters and



office location in Ohio by our Customer Service Team. POs are checked for accuracy (ship to address, equipment configuration, adequate bill to information provided, coding of order to contract, discount, etc.). Any questions are addressed with the customer and an order confirmation is issued. Equipment is shipped and then invoiced, with the accounting team doing one last check for errors. The equipment is delivered and an ARI-HETRA employee coordinates free on-site safety training (CONUS & Eastern Canada). The product is covered under warranty, and if service or repair is needed, the customer may call the toll free number for assistance or to set an appointment with a service technician. ARI-HETRA does offer an annual PM/preventative maintenance safety inspection on all Mobile Column Lift Systems (for a designated fee for 2, 4, or 6 post systems).

**47. Describe your company's startup and system checkout responsibilities.**

Not Applicable.

**48. Describe your company's post-installation and warranty support.**

All ARI-HETRA products (Mobile & HDXL Scissor Lift Systems, Wheel Service Products, and Exhaust Extraction Systems and accessories), have a one (1) year Labor warranty. Our Mobile Column and HDXL Lift Systems are also warranted for a period of five (5) years from date of new system purchase for all Structural and Mechanical parts (Structural and Mechanical parts include the frame body, gearbox, and mechanical ball-screw components). Electronics and non-structured parts are warranted for a period of two (2) years on new Lift systems. Warranted parts or components will be replaced or repaired at the discretion of ARI-HETRA and parts replaced under the warranty period carry the remaining balance of the original manufacturer's warranty. Structural and Electrical Parts warranties include first (1) year labor and travel. Replacement parts or repairs performed outside the warranty period carry a 60 day replacement warranty. All ARI-HETRA branded accessories and components are warranted for a period of one (1) year from date of purchase. This includes, but is not limited to, Refurbished Lifts, Stands, Lifts Accessories, and Remote Control. Warranty includes labor and travel or return and replacement charge. All ARI-HETRA branded Heavy-Duty Wheel Service Products including but not limited to Tire Changers, Balancers, Inflation Cages, Hydraulic Jacks, Brake Lathes, and Brake Handling products are warranted to a period of one (1) year from date of purchase. Warranty includes labor and travel or return and replacement charge. All mechanical and structural components of the ARI-HETRA Exhaust Extraction Systems are warranted for a period of one (1) year from date of purchase during which time warranted parts will be replaced or repaired at the discretion of ARI-HETRA without charge.

**49. Describe your company's steps for system analysis.**

ARI-Hetra uses manager reviews of processes to ensure they are functioning at their optimal level. Feedback from operating team members is encouraged and utilized in changes to processes. Since we are a fairly lean company, agreed upon change tends to happen quickly.

**50. Discuss your company's current computer systems architecture. How does your company's computer system guarantee customers receive consistent service support, security responsibility verification, and management reporting?**

ARI-HETRA utilizes an intelligent cloud based CRM software for product and service quotes which can be converted into orders once a purchase order is received. These orders are updated by the shipping department who schedules the shipment and marks the order as "released to manufacturing," assigning an estimated ship date. When the order ships, the shipment date and tracking number is noted in the system. The manufacturing production schedule is continuously updated with the latest production timing. Once a sales order ships, an automated email alert is

sent out to the customer with shipping notification including a tracking URL.

**51. What does your company do to ensure bills are received from service centers within a reasonable time frame and issued to government entities for payment?**

We do not have service centers, as we employ a National team of service technicians who perform service, maintenance and repairs on-site. All invoices are handled by our accounting team at ARI-HETRA headquarters in Lebanon, Ohio unless a customer uses a purchase card on site.

**52. Explain how your company qualifies/certifies its service centers and what types of checks are performed to ensure standards are upheld.**

Not Applicable as we do not have service centers, but rather service technicians who travel to a customer's site.

**53. Is warranty coverage dependent on using your start-up procedure?**

No, warranty coverage is not dependent on using our start-up procedure. However, we will not honor warranty claims in cases where the customer has not followed our documented recommended setup procedures.

**54. Who performs your start-up procedure?**

In cases where it is completed by ARI-HETRA, our factory trained directly employed Regional Sales Managers or Product Managers do the equipment setup and training.

**55. Explain how your company would propose a planned unit replacement program including how units would be identified for replacement and how pricing would be addressed.**

If a trade-in of Mobile Column Lifts is requested, ARI-HETRA would factor in the cost of trade-in value (after a unit review onsite or via photo/video) and subtract from the cost of new equipment (at contract price). ARI-HETRA would issue an RMA and once the item was returned and found to be in good condition, the replacement item would be shipped. Under our warranty, the return policy states that an item may be returned unused up to 30 days for a full refund less a 15% restocking fee and less return freight cost.

**56. Describe what project scheduling tools your company uses to track projects during construction.**

Not Applicable, as we do not work on construction projects.

**57. Describe how your company handles site development and project permitting process.**

Not Applicable.

**58. Describe your company's construction management plan.**

Not Applicable.

**59. What is your standard warranty on installation?**

Please see warranty at the end of tab 5, or go to: [www.ari-hetra.com/warranty](http://www.ari-hetra.com/warranty).

**60. Do you differentiate in your company's standard warranty if financing is part of the contract? If so, please describe.**

No, we do not.

**61. State whether your company provides a quality guarantee on your service. If so, please describe.**

No we do not, however, we provide a preventative maintenance checklist for an annual PM service on Mobile Column Lifts which is signed by the service technician (attached in tab 5).

**62. What states would your company not honor pricing on services for this contract, in the event that this contract is made available to all states?**

We would honor pricing in all states.

**SAFETY:**

**63. Describe your company's safety program during service/repair work.**

ARI-HETRA has an Injury and Illness Prevention Program for ARI-Hetra service technicians who perform preventative maintenance and/or service repair work for maintenance equipment onsite at a customer's location. This program includes responsibility, compliance, communication, hazard assessment, accident/exposure investigations, hazard correction, training/instruction, and record-keeping. Management is responsible for ensuring that all safety and health policies and procedures are clearly communicated and understood by all employees. Supervisors and lead personnel are expected to enforce the rules fairly and uniformly. All employees are responsible for using safe work practices, for following all directives, policies and procedures, and for assisting in maintaining a safe work environment.

**64. Describe your company's safety program during construction.**

Not Applicable, as we do not provide construction.

**65. Indicate number of lost hours or other benchmarks to verify your company's effectiveness of their safety record.**

ARI-HETRA does not have any recordable lost hours. Our OSHA recordable incident rate and DART rate (lost days/restrictive duties) for this year and the prior (6) years is zero, with no citations or fatalities. Our Workers Compensation Experience Modification Rate (EMR) for the current year is .54, previous year .54, prior two years .53, and prior three years 1.00.

**66. What reporting mechanism does your company provide to the customer upon completion of any project?**

ARI-HETRA primarily sells a manufactured end product (Mobile Column Lifts or Wheel Service Products) which are shipped and delivered to the end customer, requiring set-up but no installation. Therefore, we do not provide a completion reporting form to the customer. In the case of exhaust products, the Exhaust Product Manager may provide documentation once the exhaust installation is complete. We do issue an electronic notification when items ship and each notification has a feedback survey with the ability to provide ARI with written feedback.

**MARKETING/ SALES**

**67. Detail how your organization plans to market this contract within the first 90 days of the award date. This should include, but not be limited to:**

- a. A co-branded press release within first 30 days**
- b. Announcement of award through any applicable social media sites**

- c. **Direct mail campaigns**
- d. **Co-branded collateral pieces**
- e. **Advertisement of contract in regional or national publications**
- f. **Participation in trade shows**
- g. **Dedicated NCPA and Region 14 ESC internet web-based homepage with:**
  - i. **NCPA and Region 14 ESC Logo**
  - ii. **Link to NCPA and Region 14 ESC website**
  - iii. **Summary of contract and services offered**
  - iv. **Due Diligence Documents including; copy of solicitation, copy of contract and any**
  - v. **amendments, marketing materials**

ARI-HETRA agrees to all of the above (for E, we would have press releases instead). In the first 90 days, ARI-HETRA would continue to market and promote the NCPA contract which currently has a dedicated landing page on our website at <https://www.ari-hetra.com/NCPA/>. NCPA information (contract number, expiration) would be updated and there would be an immediate notification of award to the entire company via email. The marketing specialist would also issue an email press release to our existing state/local government agency customers on the NCPA award and explain benefits of using this cooperative contract. As stated in #12, we would continually promote to include, but not be limited to:

- 1.) Promotion in 15+ annual national and regional trade shows
- 2.) Government website landing page <https://www.ari-hetra.com/government/>
- 3.) Landing page for cooperative contract purchasing and how to buy <https://www.ari-hetra.com/coop-purchasing/>
- 4.) Google Adword advertising
- 5.) Facebook postings <https://www.facebook.com/arihetra/>
- 6.) LinkedIn postings <https://www.linkedin.com/company/ari-hetra/>
- 7.) You Tube postings <https://www.youtube.com/user/ARIHETRAinc/videos>
- 8.) Instagram postings <https://www.instagram.com/arihetra/>

**68. Describe how your company will demonstrate the benefits of this contract to eligible entities if awarded.**

ARI-HETRA understands that if awarded a NCPA contract, The ARI-HETRA sales team will continue to offer the NCPA contract as an option to government buyers who seek the type of equipment we provide. If awarded, we would conduct an East-West sales meeting to review how best to educate customers and continue utilizing this contract, which would include, but not be limited to: how to start the procurement conversation with customers, creating quotes/obtaining RQN numbers, and how to process orders. ARI-HETRA views NCPA as an advantageous contract for increasing government sales without going to bid, and we would dedicate ourselves to heavily promoting and utilizing this contract nationally.

**69. Explain how your company plans to market this agreement to existing government customers.**

Please refer to #12. In respect to NCPA, we will continue to market the NCPA contract through our [www.ari-hetra.com](http://www.ari-hetra.com) website, and specifically in our government contracts section (<https://www.ari-hetra.com/government/>) which includes an NCPA landing page. In addition, we will schedule recurring emails to existing government customers on the benefits of using NCPA.

**70. Provide a detailed 90-day plan describing how the contract will be implemented within your company.**

As ARI-HETRA already has an existing contract with NCPA which our Regional Sales Managers continue to utilize, if awarded again, we will conduct a national sales meeting to revisit NCPA contract and requirements within the first 30 days of award. In the following 60-90 days, we will follow-up with additional training and questions conducted at the bi-monthly sales call meetings.

**71. Describe how you intend to train your national and/or regional sales force on the Region 14 ESC agreement.**

ARI-HETRA has already conducted multiple meetings on NCPA training by VP's and contracts specialist, however, we will refresh and conduct a new meeting on the Region 14 ESC agreement if awarded again. All NCPA requirements will be revisited again and questions answered.

**72. Acknowledge that your organization agrees to provide its company logo(s) to Region 14 ESC and agrees to provide permission for reproduction of such logo in marketing communications and promotions.**

Yes, we agree.

## **ADMINISTRATION**

**74. Describe your company's implementation and success with existing cooperative purchasing programs, if any, and provide the cooperative's name(s), contact person(s) and contact information as reference(s).**

ARI Phoenix, Inc (d/b/a ARI-HETRA) already has an existing NCPA contract which has been very successful, and our main contact is Jon Symko. We have also had success with Sourcewell which is a newer contract (contact is John Caddy / john.caddy@sourcewell-mn.gov / 218-895-4207). Contact for FL Sheriffs Association FSA contract is Craig Chown (cchown@flsheriffs.org / 850-877-2165). Contact for HGACBuy contract is Tammy Metty (tammy.metty@h-gac.com / 713-499-6663).

**75. Describe the capacity of your company to report quarterly sales through this agreement.**

ARI-HETRA has automated order/shipment reports generated by contract via our cloud based order processing software, which are reviewed quarterly. Administrative fees/payments are submitted quarterly by the contracts specialist.

**76. Describe the capacity of your company to provide management reports, i.e. consolidated billing by location, time and attendance reports, etc. for each eligible agency.**

ARI-HETRA's team at headquarters (management and finance) is capable of providing these reports if desired by an eligible agency.

**77. Please provide any suggested improvements and alternatives for doing business with your company that will make this arrangement more cost effective for your company and Participating Public Agencies.**

None.

**78. Green Initiatives**

**As our business grows, we want to make sure we minimize our impact on the Earth's climate. We are taking every step we can to implement innovative and responsible environmental practices throughout NCPA to reduce our carbon footprint, reduce waste, energy conservation, ensure efficient computing and much more. To that effort we ask respondents to provide their companies environmental policy and/or green initiative.**

ARI-HETRA's wireless and battery mobile column lifts are engineered to be environmentally friendly by providing energy savings. ARI-HETRA mobile column lifts offer its users Regenerative Power - ARI-HETRA's ball screw design minimizes the energy needed to raise a vehicle (as compared to a hydraulic lift system). This same design provides for the generation of incremental power/current for the lifting system, resulting from the force exerted during the process of lowering a raised vehicle on a lift. The additional power is ultimately returned to batteries for storage by use of a reversing electric motor/ generator.

**79. Certifications (if applicable)**

**Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing respondent to perform the covered services including, but not limited to, licenses, registrations, or certifications. Certifications can include M/WBE, HUB, and manufacturer certifications for sales and service.**

Please see attached registrations for State of Ohio and State of California.

For ALI certifications of ARI-HETRA Mobile Lifts: [www.autolift.org](http://www.autolift.org)

or direct link:

[https://www.autolift.org/ali-directory-of-certified-car-lifts/search-certified-car-lifts/?productCat=wheel-engaging-mobile-unit&manufac=ARI-Hetra&model=&rate\\_value=&productbrand=All&rateload=&searchsubmit=Search](https://www.autolift.org/ali-directory-of-certified-car-lifts/search-certified-car-lifts/?productCat=wheel-engaging-mobile-unit&manufac=ARI-Hetra&model=&rate_value=&productbrand=All&rateload=&searchsubmit=Search)

ARI Phoenix, Inc. / 4119 Binion Way / Lebanon, OH 45036						
Employee List						
SALES	Title	Mobile or Office	Office Ext. (800-562-3250)	Email	Base Location	Territories
Alex Massouras	Regional Sales Manager	416-522-2425		alexmassouras@ari-hetra.com	Ontario, CAN	E. Canada
Cody MacRae	Regional Sales Manager	936-202-9135	310	codymacrae@ari-hetra.com	Conroe, TX	TX, LA
Dale Camposano	Regional Sales Manager	321-412-9869	302	dalecamposano@ari-hetra.com	Melbourne, FL	Florida
Doug Thiers	Regional Sales Manager	603-657-0970	313	doughthiers@ari-hetra.com	Winchendon, MA	NY State, MA, CT, NH, VT, ME, RI
JC d'Anjou	Regional Sales Manager	418-254-6993	304	jcd@ari-hetra.com	Quebec, CAN	E. Canada & Serv
Jim Bartanowicz	Regional Sales Manager	703-600-9679	301	jimbart@ari-hetra.com	Ashburn, VA	DE, MD, DC, VA, Eastern WV & NC
Joe Glasser	Regional Sales Manager	503-887-1496	305	joeglasser@ari-hetra.com	Scappoose, OR	Pacific N-W & Serv
John Tilley	Regional Sales Manager	925-788-8465	314	johntilley@ari-hetra.com	Merced, CA	N. California & Nevada
Kenny Prince	Regional Sales Manager	202-302-2352	317	kennyprince@ari-hetra.com	Olney, MD	
Klever Keltner	Regional Sales Manager	913-375-6030	308	kleverkeltner@ari-hetra.com	St. Louis, MO	AR, OK, MO, KS, NE & Serv
Steve Delaney	VP East Sales	703-989-2271	211	stevedelaney@ari-hetra.com	Virginia	EAST
Mark Medeiros	VP West Sales	832-993-2655	117	markmedeiros@ari-hetra.com	Katy, TX	WEST
Mike Sweitzer	Regional Sales Manager	717-870-1150	312	mikesweitzer@ari-hetra.com	Manchester, PA	PA, NJ & NW NY
Randy Tucker	Regional Sales Manager	513-267-1843	315	randytucker@ari-hetra.com	Cincinnati, OH	OH, IN, KY, TN, MI, Western WV
Rob Lash	Regional Sales Manager	312-502-3494	309	roblash@ari-hetra.com	Chicago, IL	Upper Midwest, Chicago
Rob Simon	Regional Sales Manager	516-351-2037		robsimon@ari-hetra.com	Farmingdale, NY	NY
Steven Abdelahad	Regional Sales Manager	310-570-5808	303	stevenabdelahad@ari-hetra.com	Quartz Hill, CA	Southern California, Las Vegas
Steve Prince	Regional Sales Manager	478-258-5237	316	steveprince@ari-hetra.com	Macon, GA	GA, AL, MS
Tom Ackerman	Regional Sales Manager	702-373-5122	306	tomackerman@ari-hetra.com	Phoenix, AZ	AZ, CO, NM, UT
William McIndoo	Regional Sales Manager	516-448-7755		mcindoo@ari-hetra.com	Farmingdale, NY	NYC
<b>SERVICE</b>						
Billy Architzel	Service - VA, MD, DC, DE	240-721-0503		billyarchitzel@ari-hetra.com	Derwood, MD	VA, MD, DC, WV (K. Prince)
Bill Horner	Service - Southwest	520-993-1418		billhorner@ari-hetra.com	San Tan Valley, AZ	Southwest Service (Ackerman)
Carlos Arguello	Service - Florida	703-896-0700		carlosarguello@ari-hetra.com	Orlando, FL	Florida (Camposano)
Daniel Olson	Service - California	213-310-1428		danielolson@ari-hetra.com	San Fernando, CA	Southern CA, Southern NV (Abdelahad)
David Applegarth	Service - California	916-201-9611		davidapplegarth@ari-hetra.com	Sacramento, CA	N. CAL & NV Service (Tilley)
David Calhoun	Technical Service Leader	334-661-6128	102	davidcalhoun@ari-hetra.com	Dothan, AL	Technical Service Leader
David Stoves	Service - South East Coast	513-444-0125		davidstoves@ari-hetra.com	Columbia, SC	Southeast Service (Bart., S. Prince)
Henry Owens	Service - Midwest	606-767-1918		henryowens@ari-hetra.com	Corbin, KY	Midwest Service (Tucker)
Joe Glasser	Service - Pacific Northwest	503-887-1496	305	joeglasser@ari-hetra.com	Scappoose, OR	Pacific N-W & Serv

<b>John Roberts</b>	Service - Northeast	717-916-2351		johnroberts@ari-hetra.com	Mount Pocono, PA	PA, NJ, and Buffalo, NY Areas (Sweitzer)
<b>McIndoo &amp; Associates</b>	Service - NYC	516-586-3410		mcindoo@ari-hetra.com	Farmingdale, NY	NYC Service
<b>Robert Milton</b>	Service - Mid-North	317-797-3160		robertmilton@ari-hetra.com	Mooresville, IN	Mid-North Service (Tucker)
<b>Ronnie Sipps</b>	Service - Mid-South	214-918-7831		ronniesipps@ari-hetra.com	Alvin, TX	Mid-South Service (MacRae)
<b>Shawn Frahm</b>	Service - Upper Midwest	608-609-5553		shawnfrahm@ari-hetra.com	Verona, WI	Chicago, Upper Midwest (Lash)
<b>OPEN</b>	Service - New England	508-728-4630				New England (Thiers)
<b>OFFICE</b>						
<b>April Eldridge</b>	CFO	540-273-3960	107	controller@ari-hetra.com	Ohio HQ Office	
<b>Bill Gibson</b>	VP Business Development	703-708-4410	201	billgibson@ari-hetra.com	VA	
<b>Dave Stump</b>	Electronics Production Area	800-562-3250	114	----	Ohio HQ Production Area	
<b>Deon Fender</b>	Inside Sales/Cust. Svc. Manager	800-562-3250	116	deonfender@ari-hetra.com	Ohio HQ Office	
<b>Flo Flinders</b>	Accounts Receivable	800-562-3250	104	accountsreceivable2@ari-hetra.com	Ohio HQ Office	
<b>Gary Hudson</b>	CEO	800-562-3249		garyhudson@ari-hetra.com	Ohio HQ Office	
<b>Justin Page</b>	Marketing & Graphic Design	800-562-3250	112	justinpage@ari-hetra.com	Ohio HQ Office	
<b>Ken Jonas</b>	Tech Support Lead	513-464-4894	118	kenjonas@ari-hetra.com	Ohio HQ Office	
<b>Ken Kincaid</b>	Customer Service Rep.	800-562-3250	105	kenkincaid@ari-hetra.com	Ohio HQ Office	
<b>Leah Ann DeLoretta</b>	Senior Accountant	513-229-3750	109	accountspayable@ari-hetra.com	Ohio HQ Office	
<b>Lynn Rhoades</b>	Exhaust Product Manager	703-623-1503	204	lynnrhoades@ari-hetra.com	VA	
<b>Mike Jones</b>	Shipping and Receiving	800-562-3250	106	shipping@ari-hetra.com	Ohio HQ Office	
<b>Rick Sonneson</b>	SVP of Engineering	815-979-6476	119	ricksotteson@ari-hetra.com	Ohio HQ Office	
<b>Tekla Goodwin</b>	Contracts Specialist	513-484-1066	103	teklagoodwin@ari-hetra.com	Ohio HQ Office	





**ARI Phoenix, Inc**

4119 Binion Way  
 Lebanon, Oh 45036  
 www.ari-hetra.com  
 513.229.3750

**#22**

**Example of Manufacturing Shipping Report, updated frequently (screenshot):**

Shipping City	ST	Zoho #	Item #	Qty	Ship Date	Order Date	Age	Description
Manheim	PA	25017	AH-2500	1	8.30.21	6.13.21	39	Transmission Jack, Heavy-Duty, Electro-Hydraulic,
Knoxville	TN	24698	BPW-10-4-AJ	1	8.12.21	5.14.21	69	Wireless, Battery Mobile Column Lift System, 4 Col
Cadillac	MI	25052	AB-6-20	2	8.3.21	6.16.21	36	Mobile Support Stand, Tall, 18,000 Lb Capacity 48"
Elmira	MI	25050	AB-6-20	2	8.3.21	6.16.21	36	Mobile Support Stand, Tall, 18,000 Lb Capacity 48"
Millersville	MD	25379	BPW-10-6-AJ	1	10.14.21	7.19.21	3	Wireless, Battery Mobile Column Lift System, 6 Col
Lancaster	CA	25335	WS-18-BC	1		7.16.21	6	Brake Caliper Jack with Tool Tray and Hub Removal
Four Oaks	NC	24324	FL-3-4	1	8.1.21	4.14.21	99	Forklift Adapter w/2 Center Ramps & Cart (15 Pcs)
			FL-OM-12-62	1	8.1.21	4.14.21	99	Lifting Platform With Cut-Out. Cart Sold Separatel
			FL-SAL-4	1	8.1.21	4.14.21	99	Lifting Platform For Motorized Pallet Movers, 3,50
New Brockton	AL	25347	FL-RC-10-3	1	11.1.21	7.16.21	6	Lifting Platform Adapter For Triple & Quad End-Dri

#79

KATZ TELLER BRANT HILD  
255 E FIFTH STREET SUITE 2400  
CINCINNATI, US 45202

# STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted  
2410252

It is hereby certified that the Secretary of State of Ohio has custody of the business records for  
**ARI PHOENIX, INC.**

and, that said business records show the filing and recording of:

Document(s)

**DOMESTIC FOR PROFIT CORP - ARTICLES**

Effective Date: 07/13/2015

Document No(s):

**201519402494**



United States of America  
State of Ohio  
Office of the Secretary of State

Witness my hand and the seal of the  
Secretary of State at Columbus, Ohio this  
13th day of July, A.D. 2015.

*Jon Husted*  
Ohio Secretary of State



**California Secretary of State  
Electronic Filing**



**Corporation - Statement of Information**

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Entity Name:	ARI PHOENIX, INC. "WHICH WILL DO BUSINESS IN CALIFORNIA AS HETRA-ARI"
Entity (File) Number:	C3905050
File Date:	04/06/2020
Entity Type:	Corporation
Jurisdiction:	OHIO
Document ID:	GE68676

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**Detailed Filing Information**

1. Entity Name: ARI PHOENIX, INC. "WHICH WILL DO BUSINESS IN CALIFORNIA AS HETRA-ARI"
  
2. Business Addresses:
  - a. Street Address of Principal Office in California:
  
  
  
  
  
  
  
  
  
  
  - b. Mailing Address: 4119 Binion Way  
Lebanon, Ohio 45036  
United States of America
  
  
  
  
  
  
  
  
  
  
  - c. Street Address of Principal Executive Office: 4119 Binion Way  
Lebanon, Ohio 45036  
United States of America
  
3. Officers:
  - a. Chief Executive Officer: Gareth Hudson  
4119 Binion Way  
Lebanon, Ohio 45036  
United States of America
  
  - b. Secretary: Gary Hudson  
4119 Binion Way  
Lebanon, Ohio 45036  
United States of America

Document ID: GE68676



## California Secretary of State Electronic Filing

Officers (cont'd):

- c. Chief Financial Officer: Chris Eldridge  
4119 Binion Way  
Lebanon, Ohio 45036  
United States of America
4. Director: Not Applicable
- Number of Vacancies on the Board of Directors: Not Applicable
5. Agent for Service of Process: John Tilley  
1136 W. 24th  
Merced, California 95340  
United States of America
6. Type of Business: Manufacturing (Transportation Lifts)

By signing this document, I certify that the information is true and correct and that I am authorized by California law to sign.

Electronic Signature: Chris Eldridge

*Use [bizfile.sos.ca.gov](http://bizfile.sos.ca.gov) for online filings, searches, business records, and resources.*

Document ID: GE68676

# Tab 5 – Products and Services

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Respondents are requested to provide product forms with detailed description of your product offerings. Provide the minimum information as listed for your product categories for the following classifications of Heavy-duty Transportation Maintenance Equipment Solutions and Related Services. Please provide separately attach unit (product) or turnkey (labor solution) descriptions for the following:

## **Heavy-duty Transportation Maintenance Equipment Solutions and Related Services**

### Heavy-Duty Equipment Mobile Lifting Systems

- 2,4, 6 or 8 post configurations
- Weight capacities from 12,000 to 40,000 pounds per lifting post
- Total system weight capacities of 48,000 to 320,000 pounds
- Available in both electronic or 24V battery
- Certified by ALI and NRTL certified MET labs

### Heavy-Duty Scissor Lifting Systems

- Flush or surface mounting
- Platforms capable of handling dual-wheeled vehicles
- Lifting capacities from 20,000 lb. - 132,000 lb.
- Lifting and lowering regulated and synchronized by advanced electronics

### Heavy-Duty Vehicle Exhaust Systems

- Remove vehicle emissions directly from the exhaust/tailpipe
- Completely customizable per customer requirements
- Fully Automatic
- High-Temperature, CNG and LNG capability
- Incorporates many Extraction Systems, hose reels, channel & trolley and others

### Heavy-Duty Wheel Service

- Heavy-Duty tire changers, inflation systems and wheel balancers
- Designed for servicing heavy vehicle tires quickly, safely and effortlessly
- Capable of handling tires with wheel widths from 31" - 60", diameters from 63" - 112" and weights from 3,086 - 4,500 lbs.
- Tire Inflation Safety Cages capable of handling tire widths of 26 in. - 38 in., tire diameters from 50 in. - 85 in.
- Capable of inflating tires up to 232 psi.

## Heavy-Duty King Pin, Manual and Electro-Hydraulic Presses

- King Pin Presses with compression force of 143,000 lb.
- Manual Press capacities of 33 ton to 110 ton
- Electro-Hydraulic Press capacities of 33 ton to 330 ton

### Servicing of Above

- Dedicated field service team

Responder(s) shall meet or exceed the following general requirements:

#### **1. Minimum Respondent(s) Qualifications**

Responder(s) shall be capable of furnishing and delivering, as required, all labor, vehicle(s), and equipment as necessary to provide services requested by NCPA members. Responder(s) shall ensure equipment meets or exceeds industry standards for the type of work being performed at all project sites in order to continuously and diligently accomplish the work.

##### A. Experience

Responder(s) shall describe the number of concurrent years of documented experience in the manufacturing of heavy-duty transportation maintenance equipment solutions and related services. Responder(s) personnel shall possess the required minimum number of years of experience identified herein in the Vendor Profile section of this RFP. Responder(s) shall be experienced in continuous improvement processes.

##### B. Applicable Laws and Standards

All work shall be performed to the most recent standards and specifications throughout the contract duration included and stated herein, but not limited to, maintenance practices and specifications, state and local building codes when applicable, agency building codes when applicable, Occupational Safety and Health Administration, all Federal, State, Local and Municipal laws and ordinances as well as all applicable industry codes.

Additionally, all work shall be performed and completed in a thorough, workmanlike manner and in accordance with the latest proven practices of the trade by thoroughly skilled and experienced employees. Proper health and safety measures shall be taken by the Respondent(s) to ensure safety for the public, employees, Respondent(s) employees and subcontractors.

##### C. Safety

All safety materials and or devices necessary to perform the work in a safe and orderly manner shall be furnished by the Respondent(s). Safety equipment for Respondent(s) personnel shall include but not be limited to all necessary PPE: i.e., work boots meeting all safety standards, safety glasses, ear plugs, reflective vests, lockout/tagout, etc.

## **2. Technical Requirements**

In order to perform the work described herein, Responder(s) shall provide all necessary tools, vehicles, equipment.

Respondent(s) shall maintain project sites, storage rooms, shops and mechanical/electrical equipment rooms in a clean and orderly fashion and remove all trash, debris, containers and etc. from the project sites upon completion of work each day and dispose of materials in accordance with federal and state regulations. Member agency is not responsible for Respondent(s) errors and omissions.

Respondent(s) shall provide trained and qualified personnel to provide all services related to this RFP and shall identify classifications and specialties needed to maintain the contract as required. Classifications identified herein shall establish minimum service requirements. Respondent(s) shall identify within proposal submission all classifications, specialties and hourly rates needed to perform the services herein.

### **A. Hours of Operation**

Agencies may require an on-call person 24-hour a day operation, 365 days a year. Respondent(s) shall describe required hours of operation, days per week, and weeks per year to agencies. Describe shifts for total hours per week. Provide flexible start and end times to avoid OT. Respondent(s) is responsible for scheduling and maintaining required staff on a daily basis in order to meet agency's maintenance needs. Respondent(s) is solely responsible for scheduling workers and subcontractors to ensure compliance with all federal and state wage requirements.

### **B. Maintenance Program**

Respondent(s) shall manage ongoing maintenance program(s) including the performance of service needs determinations, location of resources, work assignments and management of resources. Respondent(s) shall develop a program that illustrates how the maintenance program will be managed based on the requirements described in this RFP. All updates are the responsibility of the Respondent(s). The information loaded onto the system will remain the property of the agency.

## **3. On site staff requirements:**

A. Pre-employment/assignment: In accordance with agency's employment policies for new hires, including temporaries and Respondent(s) employees/contractors, the following requirements shall be met at Respondent(s)'s expense:

- Thorough background check including criminal activity
- Verification of licensure and/or certification
- Physical
- Pre-employment drug screens (U/A and Hair Analysis)

Respondent(s) warrants it shall provide qualified personnel who shall perform in a professional manner. "Professional manner" means the personnel performing shall possess the skill, license(s) and competence consistent with the prevailing business standards within the State of Texas and any other state requirements respondent(s) so chooses to offer their product(s) and service(s).

Respondent(s) shall ensure that the project manager, facility supervisor and members of each crew, speak and write fluently in English. The project manager, facility supervisors, crews, and specialist shall be subject to perform duties within their ability and expertise and as assigned by agency in addition to the tasks listed in their contract.

At no time shall Respondent(s) permit or allow Respondent(s) personnel or subcontractors to have present at any agency facility, alcohol, controlled substances, or firearms.

Any person employed by Respondent(s) or any subcontractor who, in the reasonable opinion of agency, does not perform in a professional or skillful manner, or is disrespectful, intemperate, disorderly or otherwise objectionable, shall, at the written request of agency, be removed from the jobsite by the Respondent(s) or any subcontractor employing such person. Any such person who is removed shall not be assigned again to any agency facility without the prior written consent of agency.

## B. Behaviors and Attitude

All Respondent(s) members supporting this contract shall have training in customer service. This should include, but not be limited to, providing services with friendly, can-do, positive, respectful attitudes and behaviors. The expectation is that the Respondent(s)'s onsite staff be ready to provide helpful customer service each and every day. The Respondent(s) needs to have the ability to be flexible with staff assignments, as projects and work orders vary day-to-day.

Acknowledged & Agreed,  
20-Jul-2021



ARI Phoenix, Inc. (d/b/a ARI-HETRA) provides all these categories listed above. We manufacture and sell Heavy-Duty maintenance equipment for automotive shops to include Mobile Column Lifting Systems, Scissor Lifts, Wheel Service Products, Exhaust Extraction products, and Presses.

ARI-HETRA also provides service for all our products with a dedicated and factory-trained service team.

Please see attached Capability Statement and catalog of ARI-HETRA products. Products and detailed descriptions can be found on the pricing file.





ARI Phoenix, Inc  
Government Business POC  
Tekla Goodwin  
1-800-562-3250, ext. 103  
Cell: 513-484-1066

Cage Code: 7H2W1  
Duns #079968600  
GSA #GS-07F-291AA

## CAPABILITY STATEMENT

ARI Phoenix, Inc. is a customer focused small company specializing in maintenance equipment for heavy-duty vehicles to include:

**Mobile Lifting Systems, Wheel Service & Exhaust Extraction Systems.**

ARI-HETRA systems are used in over 40 different industries such as military bases, heavy-duty automotive repair shops, airlines & airport authorities, fire departments, school districts & transit, bus, & coach companies.



## DIFFERENTIATORS

- 30 year old ARI-Hetra American- Made Mobile Lifts approved by ALI, and NRTL certified MET Labs.

- Mobile Lifting Systems achieved with a Ball-Screw Design (not hydraulics which can lead to leaking seals or cut hoses).

- Wireless, Line Powered, or Battery-Operated Mobile Column Lifts, offering absolute control of lifting systems.

- Mobile Lifts have Safety Braking System and Mechanical Lock-Wedge (no long-step procedure to ensure vehicle is properly locked).

- Line and Battery-Powered Mobile Column Lifts have a Unique Built-In Load Cell, which prevents operation if capacity overload is detected.

## CORE COMPETENCIES

ARI-HETRA equipment is built and assembled in compliance with the highest standards. We pride ourselves on providing the finest heavy-duty service equipment on the market:

- Line, Battery-Powered, and now Wireless Mobile Column Lifts
- HDXL Scissor Lifting Systems
- Heavy-Duty Truck Tire Changers & Tire Balancers
- Tire Inflation Cages, Wheel Dollies, & Floor Jacks
- Disc Brake Lathes; Disc, Drum & Flywheel Lathes
- Heavy-Duty King Pin Press, Electro-Hydraulic Press
- Accessories (eg. Transmission Jack, Engine Hoist, Support Stands)
- Exhaust Extraction Systems

## PAST PERFORMANCES

- Los Angeles Metro (On-Vehicle Disc Brake Lathe; POC is Frank Forde at 213-922-5928)
- MV Transit (On-Vehicle Disc Brake Lathe; POC is Humberto Marazzi at 702-647-5157)
- S&J Construction (Mobile Column Lifts; POC is Joe Rogers at 708-331-1816)
- Verizon (Mobile Column Lifts; POC is Rob LoMonaco at 908-559-4413)

## NIGP CODES

075-44 / 075-36 / 075-03 / 075-81 / 075-84 / 075-54 / 075-41 / 075-43





# HEAVY-DUTY MAINTENANCE EQUIPMENT CATALOG

MOBILE COLUMN LIFTS • EXHAUST EXTRACTION • WHEEL SERVICE



800-562-3250 | [www.ari-hetra.com](http://www.ari-hetra.com)



# ARI-hetra™



ARI-HETRA Lebanon, Ohio



ARI-HETRA is a Customer-focused company specializing in maintenance equipment for heavy-duty vehicles. We lead in safety, reliability, durability, and service. As a result, ARI-HETRA products are the best value of their kind. We support our Customers with a team of skilled and dedicated employees. For over 25 years, ARI-HETRA has been the premium heavy-duty brand.

Some of the benefits we offer are:

- Safety-focused design.
- Unsurpassed dedication to quality.
- Durability for demanding environments.
- Factory-direct sales, service, & installation.
- Superior technology.

## QUALITY

Our products are simply the finest of their kind. Each design is thoughtfully engineered to provide years of reliable operation in a simple and functional package. ARI-HETRA has accomplished this while offering the best in value to our Customers.

## SAFETY

Our research and development goals are to improve the safety and efficiency of every product we offer. The methods we use to meet these demands include redundant safety features, highest quality materials, and expert manufacturing craftsmanship. Our culture reflects our enduring commitment to produce the safest equipment possible. To do this, we submit our equipment to a rigorous third-party testing required by The Automotive Lift Institute.

# GO WITH GREEN!

## LIFTS

- 4-5 ..... Wireless Mobile Column Lifts
- 6-7 ..... Cable Battery-Powered Mobile Column Lifts
- 8-9 ..... Line-Powered Mobile Column Lifts
- 10 ..... Front & Rear Truck Adapters / Flat Plate Adapters / Reduction Sleeves
- 11 ..... Chassis Cross Beam / Snow Plow Adapter
- 12-13 .. Forklift Lifting Systems
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## ACCESSORIES

- 18 ..... Support Stands
- 19 ..... Transmission Jack
- 20 ..... Lifting Table
- 21 ..... Diesel Engine Stand / Engine Hoist
- 22 ..... Hi-Rise Clutch Jack
- 23 ..... Waste Oil Drains

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- 28 ..... Telescoping Exhaust Extraction Cane / Hose Reel
- 29 ..... Welding Fume Extraction

## WHEEL SERVICE

- 32-33 .. Heavy-Duty Tire Changers
- 34 ..... Tire Changer Accessories
- 35 ..... Medium/Light Duty Tire Changer
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- 38-39 .. Floor Jacks
- 40 ..... Military Floor Jack / Wheel Dollies
- 41 ..... Brake Lathes
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- 43 ..... Heavy-Duty King Pin Press
- 44 ..... Electro-Hydraulic & Two-Speed Manual Presses



# LIFTING SYSTEMS



## WIRELESS MOBILE COLUMN LIFTS BPW SERIES

The ONLY Wireless Mobile Column Lift powered by a low friction re-circulating ball-screw for precise control and ultimate efficiency.

- Wirelessly communicates with up to 8 columns, creating a lifting system for vehicles weighing up to 144,000 lbs.
- Each column can communicate on 10 different frequency channels, allowing operation of multiple sets in the same area.
- A dependable channel-hopping feature eliminates interference caused by other radio systems.
- The ball-screw mechanism requires little maintenance, is lightweight, and does not leak like hydraulic systems may.
- The slim design H-beam support column provides improved access around the lift.



Ball-Screw Technology



Wireless Communications



Long Battery Life



Redundant Safety System



H-Beam Support Column



Standard Wireless Lifts			
Model	Capacity Per Post	Carriage Width	Fork Length
BPW-6-M	12,000 lbs.	32.28 in. (820mm)	16 in.
BPW-6-AJ	12,000 lbs.	35.43 in. (900mm)	15 in.
BPW-9-M	16,000 lbs.	32.28 in. (820mm)	16 in.
BPW-9-AJ	16,000 lbs.	35.43 in. (900mm)	15 in.
BPW-10-AJ	18,000 lbs.	35.43 in. (900mm)	13 in.

### Power (per post):

- 110V, 60Hz, 1-PH.
- 48V DC - (4) 12V Batteries.
- 3 Amps charging max.
- 8-hour charging cycle.
- 2 HP Motor.



Specialty Wireless Lifts			
Model	Capacity Per Post	Carriage Width	Fork Length
BPW-6-XXW	12,000 lbs.	48.23 in. (1,225mm)	20 in.
BPW-8-20	15,000 lbs.	31.5 in. (800mm)	
BPW-8-20W	15,000 lbs.	35.43 in. (900mm)	16 in.
BPW-9-XW	16,000 lbs.	36.61 in. (930mm)	



Adjustable carriage options available.

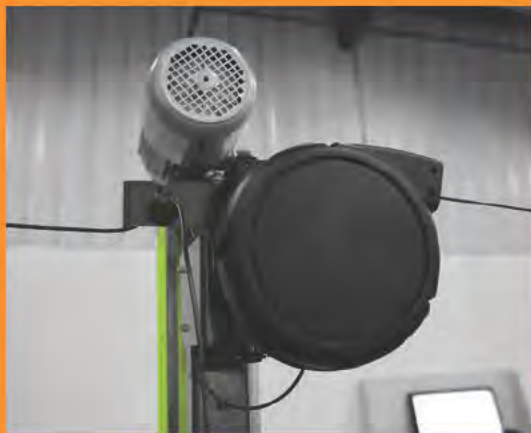


## CABLE BATTERY-POWERED MOBILE COLUMN LIFTS CB SERIES

Our rechargeable 48V DC system utilizes four industrial strength 12V batteries.

**Direct Connection ensures safety and productivity.**

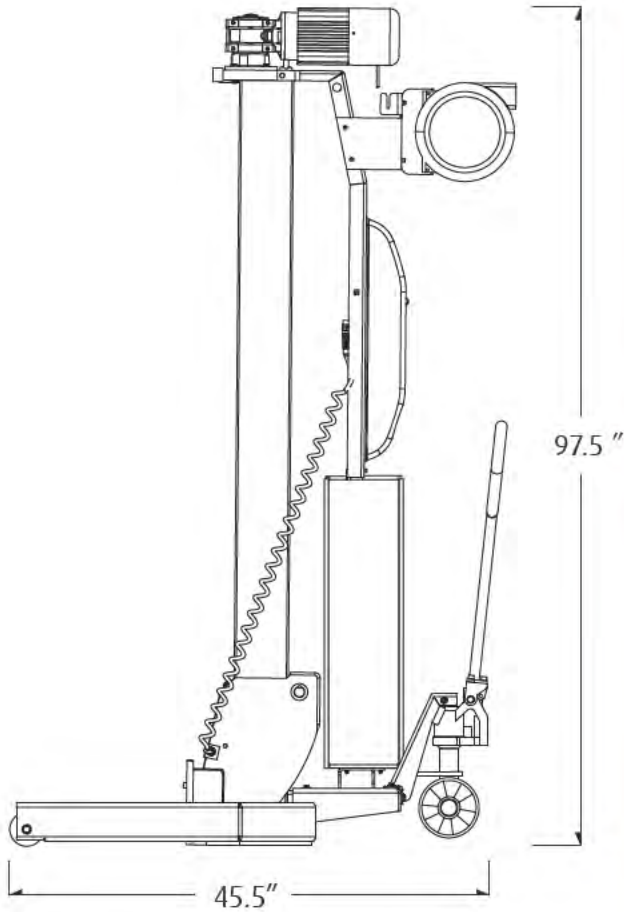
- No need to sync or reboot.
- Low downtime.
- Overload protection shuts the system down when a load is over the rated capacity.
- Quick connect cables ensure fast setup. We get you lifting faster.
- Self-contained wheels and a hydraulic jack/steering assembly for mobility.



Secure cleat system keeps cables up and out of the way for added safety and ease of use.



Standard Cable Battery-Powered Lifts			
Model	Capacity Per Post	Carriage Width	Fork Length
CB-9-M	16,000 lbs.	32.28 in. (820mm)	16 in.
CB-9-AJ	16,000 lbs.	35.43 in. (900mm)	15 in.
CB-10-AJ	18,000 lbs.	35.43 in. (900mm)	13 in.



Dimensions approximate. Sizes vary between models. Model CB-8 shown above.

Specialty Cable Battery-Powered Lifts			
Model	Capacity Per Post	Carriage Width	Fork Length
CB-8-20	15,000 lbs.	31.5 in. (800mm)	20 in.
CB-8-20W	15,000 lbs.	35.43 in. (900mm)	

### Power (per post):

- 110V, 60Hz, 1-PH.
- 48V DC - (4) 12V Batteries.
- 3 Amps charging max.
- 8-hour charging cycle.
- 2 HP Motor.



Adjustable carriage options available.

## LINE-POWERED MOBILE COLUMN LIFTS

### LP SERIES

#### Durable

- Engineered for years of service in demanding environments.

#### Tight Turning Radius & Small Footprint

- Turning radius allows maneuverability in confined shops.
- Can be stored with minimum space usage.

#### Solid Steel Support Column

- Thick steel H-beam (5x rated).

#### Advanced Controls

- Automatic synchronization keeps lifts safe and level.
- Waterproof controls allow outdoor and wash bay use.

#### Emergency Stop Button

- Emergency switch stops system.



LP Model shown above with adjustable carriage.



#### Ball-Screw Technology

- Longer life than ACME thread.
- No leaking seals like hydraulics.
- A multitude of ball bearings sealed with grease fitting ensure low friction.
- Lifetime performance.



#### Solid Steel Support Column

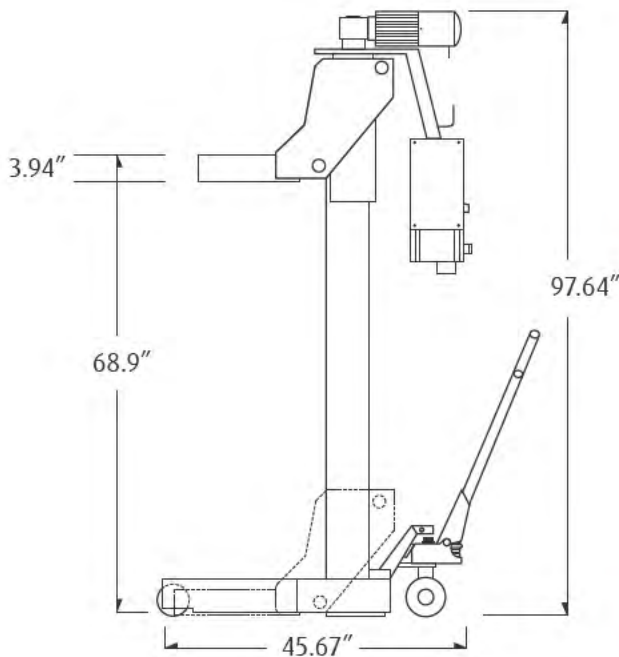
- 5 x rated capacity.
- Slim design of the H-Beam columns allow for maximum visibility around each lift.



#### Redundant Safety System

- Wedge-type safety device used in elevators around the world.
- Automatically locks between lifting carriage and H-beam.
- Uses downward force of load to lock in place.

Standard Line-Powered Lifts			
Model	Capacity Per Post	Carriage Width	Fork Length
LP-6-M	12,000 lbs.	32.28 in. (820mm)	16 in.
LP-6-AJ	12,000 lbs.	35.43 in. (900mm)	15 in.
LP-9-M	16,000 lbs.	32.28 in. (820mm)	16 in.
LP-9-AJ	16,000 lbs.	35.43 in. (900mm)	15 in.
LP-10-AJ	18,000 lbs.	35.43 in. (900mm)	13 in.



Dimensions approximate. Sizes vary between models. Model LP-8 is shown above.

Specialty Line-Powered Lifts			
Model	Capacity Per Post	Carriage Width	Fork Length
LP-6-XXW	12,000 lbs.	48.23 in. (1,225mm)	20 in.
LP-8-20	15,000 lbs.	31.5 in. (800mm)	
LP-8-20W	15,000 lbs.	35.43 in. (900mm)	16 in.
LP-9-XW	16,000 lbs.	36.61 in. (930mm)	

### Power Options

- 208-230V 3-PH or 460-480V 3-PH.
- Power on demand.
- No battery maintenance.
- No need to sync or reboot.

### Electronic Overload Protection

- Shuts system down if load exceeds rated capacity.

### Safety Braking System

- Motor brake is engaged until power is applied.
- Elevator-style safety wedge.



Adjustable carriage options available.

## FRONT & REAR TRUCK ADAPTERS FRLT-15 & FRLT-M

Fits humvee, cargo vans, pick-up trucks, and light weight vehicles. Options available for low profile and multiple carriage widths and fork lengths.

- Quick setup and lifting.
- Optional cart.

## FLAT PLATE ADAPTERS FL-1-M-12.5, 16, & 20

Engage flat surfaces such as trailer bodies, generators, modular homes, and fork lifts

- Available in multiple carriage sizes.

## REDUCTION SLEEVES

### REGULAR DUTY - EP-2 & EP-2-9

- For smaller tire diameter, down to 13 in. rim size; used for lifting light trucks and passenger cars.
- Capacity of 5,000 lbs. if used individually or in pairs.

### HEAVY-DUTY - EP-2-HD

- For lifting heavy-duty vehicles with smaller wheel sizes down to 13 in. diameter rims.
- Capacity of 15,000 lbs. if used individually or in pairs.



## CHASSIS CROSS BEAM



Allows operator to lift light vehicles by the frame, acting like a two column lift for wheel-free access. Durable wheels make the cross beam easy to maneuver and adjustable lifting pads avoid beam interference.

## SNOW PLOW ADAPTER TR-SNOW-36

Our snow plow adapter is designed to raise trucks with side mounted snow plow wings and single or dual rear axles.



Adjustable support for cross beam.



- Capacity: 36,000 lbs. per crossbeam
- Dimensions: 153" x 51" x 7"
- Weight: 1,450 lbs.
- Tire Diameters: 34" - 49"

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**hetra**

## FORKLIFT LIFTING SYSTEMS

The Forklift Lifting System uses a ramp and contact pad with two mobile lifting posts to gain access to the underside of short wheelbase industrial vehicles. Preventive maintenance, lubrication, repair, and parts replacement are made easier and safer with the vehicle raised.

### Safety

Non-skid rubber contact points and perforated traction ramps add to safety.



FL-OM-12 system in use.

### Versatility

Use just 2 posts for forklift maintenance.



FL-SAL-4 system in use.



- Provides stand-up under vehicle access.
- Easy to perform repairs under forklift.
- Compact design and easy storage.
- Platform attaches to mobile lift carriage.



## **FORKLIFT ADAPTER**

**FL-SAL-4**

### **DOUBLE END-DRIVE PALLET MOVERS**

- 4,000 lb. capacity.
- For forks up to 96 in.
- Raises forklifts 68 in. high.



## **FORKLIFT ADAPTER**

**FL-RC-10-3**

### **DOUBLE, TRIPLE, & QUAD END-DRIVE PALLET MOVERS**

- 10,000 lb. capacity.
- For forks 115 in. to 144 in.
- Raises forklifts 68 in. high.



## **LIFTING PLATFORM**

**FL-OM-12**

- 10,000 lb. capacity.
- Storage cart provided.
- Raises forklifts 68 in. high.



## HDXL SCISSOR LIFTING SYSTEMS

### Features

- Sealed bronze and graphite pivot points (strong, durable, low maintenance).
- Flush or surface mounting.
- Platforms wide enough for dual-wheeled vehicles.
- Automatic wheel chocks fall into place when vehicle is lifted.
- Optional air supply.

### Safety Features

- Maximum capacity controlled by an overload safety valve.
- Mechanical safety latching mechanism.
- Two platforms, synchronized by control system to maintain a level lifting surface.
- Models: HDXL 902, 903, 912, and 913  
ALI certified through NRLT MET Labs.

## WASH BAY SCISSOR LIFTS

ARI-HETRA's 900 series Scissor Lifts can be ordered with a galvanized coating for wash bay specific applications. Includes water-resistant electrical components and a protective control cabinet spray hood.



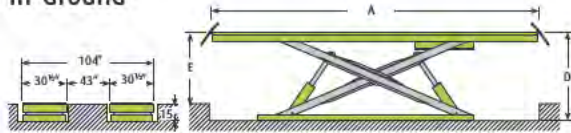
### XLA-458A

Air-Hydraulic Lifting Crosspiece is equipped with sliding rollers.

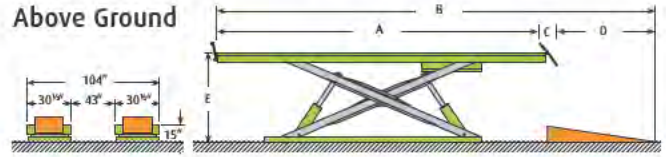


## SINGLE SCISSOR LIFTS

### In-Ground



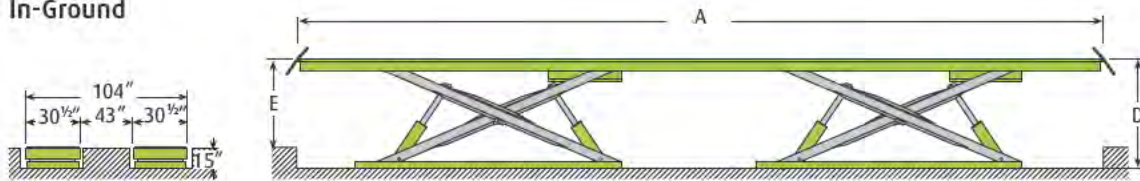
### Above Ground



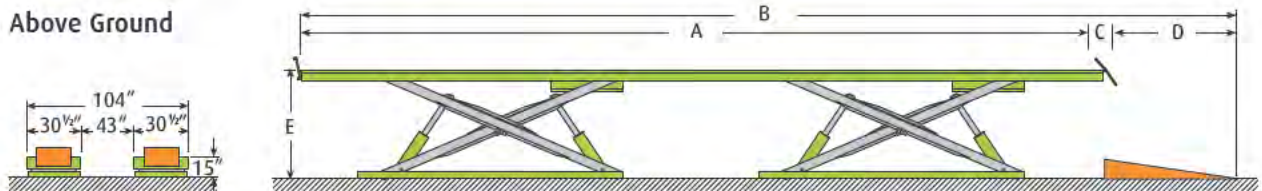
Single	Platform Length	A"	B"	C"	D"	E"	Lifting Capacity	HDXL Weight	Power
HDXL 900	19 ft. 8 in.	236	344	2	106	75	20,000 lbs.	10,700 lbs.	440V, 60 Hz, 3-PH, 30 Amps 220V, 60 Hz, 3-PH, 60 Amps
HDXL 910		236	n/a	n/a	75	60		9,400 lbs.	
HDXL 901	23 ft.	276	382	n/a	106	75	29,000 lbs.	12,300 lbs.	
HDXL 911		276	n/a	n/a	75	61		11,000 lbs.	
HDXL 902	28 ft.	336	442	n/a	106	75	50,000 lbs.	20,000 lbs.	
HDXL 912		336	n/a	n/a	75	60		18,700 lbs.	
HDXL 903	32 ft.	384	490	n/a	106	75	75,000 lbs.	26,500 lbs.	
HDXL 913		384	344	2	106	75		25,200 lbs.	

## DOUBLE SCISSOR LIFTS

### In-Ground



### Above Ground



Double	Platform Length	A"	B"	C"	D"	E"	Lifting Capacity	HDXL Weight	Power
HDXL 906	46 ft.	551	659	2	106	75	57,000 lbs.	23,300 lbs.	440V, 60 Hz, 3-PH, 40 Amps
HDXL 916		551	n/a	n/a	75	61		22,000 lbs.	220V, 60 Hz, 3-PH, 80 Amps
HDXL 907	52 ft. 6 in.	630	738	2	106	75	101,000 lbs.	33,600 lbs.	440V, 60 Hz, 3-PH, 60 Amps
HDXL 917		630	n/a	n/a	75	60		32,300 lbs.	220V, 60 Hz, 3-PH, 120 Amps
HDXL 908	54 ft. 2 in.	650	758	2	106	75	132,000 lbs.	45,300 lbs.	440V, 60 Hz, 3-PH, 40 Amps
HDXL 918		650	n/a	n/a	75	60		44,000 lbs.	220V, 60 Hz, 3-PH, 80 Amps



SAFETY INSTRUCTIONS  
READ CAREFULLY  
BEFORE OPERATING  
THIS EQUIPMENT  
MADE IN THE U.S.A.

**ARI**  
**hetra**  
lifting systems  
wheel service  
800-888-2880

max. cap. 15,000 lbs

**ARI-hetra**

# LIFTING ACCESSORIES



## SUPPORT STANDS



ARI-HETRA's line of support stands allow you to free up your heavy-duty mobile column lift system for use on other vehicles. Each stand offers easy height adjustment and a steel quick-release pin with lanyard for added safety.



Model AB-24-04



Model AB-6-12

Model AB-6-07

Model	Capacity	Adjustment Range
AB-6-07 Small	18,000 lbs.	20 to 30 in. (2 in. steps)
AB-6-12 Medium	18,000 lbs.	28 to 46 in. (2 in. steps)
AB-6-20 Tall	18,000 lbs.	48 to 72 in. (2.75 in. steps)
AB-12-07 Small	30,000 lbs.	24 to 36 in. (2 in. steps)
AB-12-12 Medium	30,000 lbs.	28 to 46 in. (2 in. steps)
AB-12-20 Tall	30,000 lbs.	53 to 78 in. (2 in. steps)
AB-24-04 Ultra Heavy-Duty	60,000 lbs.	48 to 74 in. (2 in. steps)

## TRANSMISSION JACK

### AH-2500 & AH-4000

Our heavy-duty transmission jack is one of the safest ways to raise products in your shop. The single-stage electric transmission jacks provide a reliable way of installing and removing almost any driveline component.

- 10-foot pendant remote control
- Durable 6 in. lockable casters for ease of movement.
- Universal cradle adjusts to serve most heavy-duty driveline components.
- Cradle brackets and adapters with built-in tool box.



Battery-powered unit shown.

### AH-2500-BP & AH-4000-BP BATTERY-POWERED

The AH-2500-BP and AH-4000-BP transmission jacks offer the flexibility of battery-powered operation and 110V charging with all the robust strength and features of our AH-2500 and AH-4000.

Lift Height		Cradle Adjustment			Locking Swivel Casters		Overall Dimensions			Head Rotation	Shipping Weight
Low	High	Front	Back	Side-to-Side	Diameter	Quantity	L	W	H		
36 in.	71 in.	12 deg.	12 deg.	12 deg.	6 in.	4	58 in.	42 in.	71 in.	120 deg.	550 lbs.



## LIFTING TABLE

### TT-2000

- Lifetime self-lubricating, anti-friction bushings at all pivot points.
- 115 VAC electric hydraulic pump.
- Solid steel lifting surface.
- Lockable casters provide ease of movement.
- Durable Steel construction for years of safe service.



## TRANSMISSION ADAPTER

### TT-2000-S

This optional adapter works with the TT-2000 for removal and replacement of transmissions and differentials.

- Adapter capacity - 2,500 lbs.
- Side-to-side rotation - 40 deg.
- Forward-aft rotation - 20 deg.

See also: TT-2000 L (low profile)



Top Surface	Motor	Lift Height		Base Size		Locking Swivel Casters		Lifting Time	Shipping Weight
		Low	High	Length	Width	Diameter	Quantity		
36 in. x 18 in.	3/4 HP	36 in.	72 in.	36 in.	24 in.	6 in.	4	2 sec	480 lbs.

## DIESEL ENGINE STAND

### AH-06187

- Adapters for Detroit, Cummins, CAT, Allison, and others.
- Mounting head tilts for engine clearance in 360 degree rotation.
- 95 to 1 worm gear drive and long handle provide easy engine rotation.
- Floor locks keeps stand from moving during repairs.
- Full range of optional adapters.
- Integral hydraulic jack for lifting.



Rotational Clearance <i>From Mounting Head to Ground</i>	Overall Dimensions			Wheel Diameter		Shipping Weight
	Height	Width	Length	Front	Rear	
35 in. to 43 in.	45 in.	50 in.	54 in.	7 in.	7 in.	675 lbs.

## ENGINE HOIST

### AH-09756

- Battery-powered electric hydraulic unit for freedom of movement.
- Operates by hand-held remote control.
- Spring retracting chain.
- Extension tube extends at 15 in. increments.
- Base frame collapses for tight storage area.
- T-handles take weight off wheels to aid in extending and retracting base.
- Maximum capacity - 9,000 lbs.
- 10 degree left-to-right boom rotation.



Boom Height		Base Size			Boom Rotation	Shipping Weight
Low	High	Extended	Collapsed	Width		
43 in.	145 in.	125 in.	63 in.	51 in.	10 deg.	1,700 lbs.

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## HI-RISE CLUTCH JACK

### AH-3000

Our hi-rise clutch jack is a smart, efficient way to remove, install, and transport heavy-duty 14 in. and 15.5 in. truck and bus clutches and flywheels.

- Full range of movement to position heavy clutches and flywheels.
- 2-stage air/hydraulic pump.
- Metered pump provides safe lowering.
- Foot pedal raises and lowers load.
- Casters provide ease of movement.
- Steel construction for years of service.
- High reach - 80 in. at clutch center point.
- Wide base with low center of gravity offers added stability.



2 in. spline shaft tilts easily by rotating precision-machined handle.

Supplied Spline Shaft	Head Rotation	Lift Height		Base Size		Locking Swivel Casters		PSI Required	Shipping Weight
		Low	High	Length	Width	Diameter	Quantity		
2 in.	360 deg.	40 in.	80 in.	41 in.	41 in.	4 in.	4	100-160	105 lbs.

## WASTE OIL DRAIN

### WOD-26

- Pneumatic emptying.
- Drain plug for cleaning and internal inspection.
- Metal drip tray with drain filter grid.
- Oil level gauge.

Extended Height	Container Dimensions		Capacity	PSI Required	Weight
	Height	Width			
70 in.	47 in.	22 in.	26 gal.	7.2	85 lbs.



## WASTE OIL DRAIN

### WOD-31XL

- Quick recovery of fluid using shop air.
- 6 included suction wands of various lengths and diameters.
- 8.5 in. tray height when completely lowered (including wheels).
- "S-hooks" around perimeter of tool tray for tool storage.



Container Dimensions		Tray Capacity	Tank Capacity	PSI Required	Weight
Height	Width				
60 in.	26 in.	13.5 gal.	32 gal.	7.2	184 lbs.

### Versatile

- Grounded
- Lifted ve
- Suction v



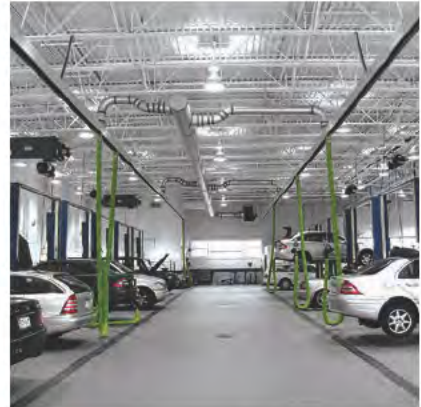


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# EXHAUST EXTRACTION



# KNOW THE FACTS

1 in 10

mechanics are at risk for cancer; including mesothelioma.

- The Mesothelioma Center

30

minutes of exposure is all it takes for the brain to fire stress signals, increasing risk for Parkinson's & Alzheimer's.

- Particle and Fibre Toxicology

2012

the year Diesel Exhaust joined asbestos as a Group 1 carcinogen.

- International Agency for Research on Cancer

## ARI-HETRA KEEPS IT SIMPLE

### STEP 1

Pick a set-up to fit your budget and shop.

#### A. Mobile Cart



Lowest cost source capture system that can be moved to any bay.

#### B. Fixed Drop



Excellent for two bays, equip with simple hose drop, spring balancer, or hose reel to keep the work area clear.

#### C. Channel & Sliding Trolley



Cost effective for 3 or more bays to share 1 hose drop. Configure with options right for you; spring balancer, hose reel, etc.

### STEP 2

We take the measurements and give you a custom design and quote.



ARI-HETRA Tech-Specs

### STEP 3

Your choice; you install or we will for you! Existing HVAC and duct work? We can tie into any existing central control systems.

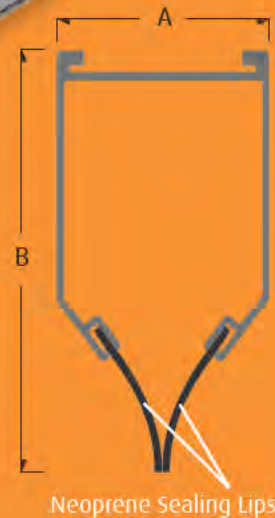


## ALUMINUM CHANNEL DUCT

- Enables you to share the system between service bays.
- Permits you to move vehicles around your shop with the exhaust extraction system still connected.
- Can be used with Welding Fume Extraction Systems.
- The ducting is made of solid extruded aluminum.
- The side flanges form a double rail to support and guide the hose trolley.
- Neoprene sealing lips are installed into the channel with steel spring clips to make the channel airtight.
- The neoprene sealing lips are resistant against exhaust gas and other chemicals.

### Aluminum Channel Duct Sizes:

- ARI-2000 for trucks and buses. 1 set of guides for hose carriage.
- ARI-3000 for heavy-duty vehicles. 2 sets of guides for hose carriage.



Model	A	B
ARI-2000	6 in.	11.25 in.
ARI-3000	6 in.	15.15 in.



ARI-2000 with hose trolley.

## TELESCOPING EXHAUST EXTRACTION CANE

999-907

- Rack and pinion height adjustability.
- Lockable 5 in. caster wheels.
- 100 in. - 159 in. height adjustment.
- Custom exhaust hood shapes available.
- 6 in. diameter steel extraction tube.
- Powder-coated paint finish.
- Comes with either truck or coach stainless steel exhaust hoods.



Top Slack Style



Trash Truck/Coach Style



Optional 1 HP Fan

### Connection Options:

- Attached fan and hose.
- Mobile fan and hose reel cart.
- Existing extraction systems.



### MOBILE HOSE REEL CART

- 25 feet of retractable hose.
- 10 feet of extension hose.
- 4 caster wheels for mobile use.



## WELDING FUME EXTRACTION

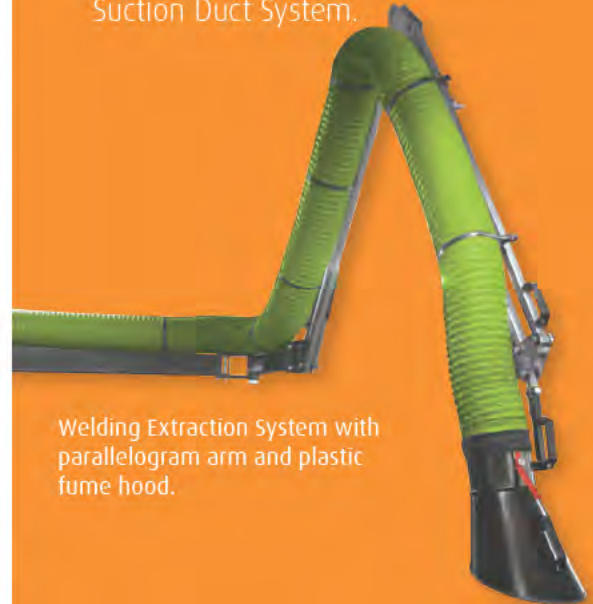
Pollution from fumes, gas, and dust is a serious problem in an enclosed shop environment. Most welding fume particles are not breathable and can be comprised of up to 80% sub micron-sized particles. The best way to remove this hazard is with ARI-HETRA's Welding Fume Extraction System.

- Multi-position design allows you to tailor extraction system to your projects.
- Exhaust Extraction Systems used with Slotted Duct widens the area of possible extraction.



### Available Products:

- ARIflex is lightweight, compact, and easily positioned, especially when paired with outer articulating arm. Used with a central suction system.
- ARIflex Max F uses a suction trunk type ARIflex Max with a high CFM flow rate fan attached. It is a very easy "do it yourself" installation.
- ARI-A with outer parallelogram arm is built for heavy-duty applications. It has a wide range of motion when used with an Aluminum Slotted Suction Duct System.



Welding Extraction System with parallelogram arm and plastic fume hood.

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# WHEEL SERVICE



## HEAVY-DUTY TIRE CHANGERS WS-12660

- 6-jaw universal chuck with two rotation speeds.
- Self-centering chuck with power regulation.
- Pivoting tool for easier bead breaking operation.
- Tool movements controlled via wireless remote control.
- Automatic tool arm and tool head.
- Wireless remote control.



### STANDARD ACCESSORIES:

- Bead breaking lever - 1695300094
- Rim clamp - 1695300099



6-Jaw  
Hydraulic Chuck



13 in. - 40 in.  
\* 14 in. - 60 in.



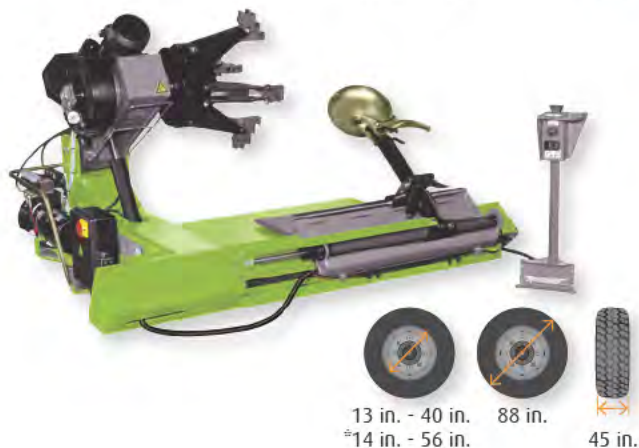
112 in.



60 in.

\* With Extension

Technical Data	WS-12660	WS-12650	WS-12645	WS-12630
Chuck Rotation Motor	3-4 HP (220V, 3-PH, 60 Hz)	3-4 HP (220V, 3-PH, 60 Hz)	3-4 HP (220V, 3-PH, 60 Hz)	3-4 HP (220V, 3-PH, 60 Hz)
Hydraulic Drive Motor	1.5 HP	1.5 HP	1.5 HP	1.5 HP
Rim Dia. (With Ext.)	13-40 in. (14-60 in.)	13-40 in. (1-56 in.)	13-40 in. (14-56 in.)	14-26 in.
Max Wheel Dia.	112 in. (2,850 mm)	90 in. (2,300 mm)	88 in. (2,250 mm)	63 in. (1,600 mm)
Max Wheel Width	60 in.	49 in.	45 in.	31 in.
Min Clamp Dia.	3 in.	3 in.	3 in.	3 in.
Max Wheel Weight	4,500 lbs.	3,086 lbs.	2,645 lbs.	3,086 lbs.
Chuck Rotation Speeds	Double 4.5-9 RPM	Double 4.5-9 RPM	Double 4.5-9 RPM	Single 6 RPM
Dimensions (LxWxH)	110 in. x 106 in. x 82 in.	97 in. x 84 in. x 69 in.	98 in. x 94 in. x 69 in.	73 in. x 71 in. x 49 in.



### WS-12650

- Electro-hydraulic/pneumatic.
- Automatic tool arm and tool head.
- Pneumatic controlled tool arm.
- Truck, bus, tractor, agricultural, and earth-moving equipment tires.
- Wireless remote control.

#### 6-Jaw Hydraulic Chuck



### WS-12645

- Electro-hydraulic.
- Semi-automatic tool arm and manual tool head.
- Truck, bus, tractor, agricultural, and earth-moving equipment tires.
- Wired remote control.

#### 4-Jaw Hydraulic Chuck



### WS-12630

- Electro-hydraulic.
- Manual tool arm and tool head.
- Truck, bus, and super-single tires.
- Wired remote control.

#### 4-Jaw Hydraulic Chuck



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## HEAVY-DUTY TIRE CHANGER

### OPTIONAL ACCESSORIES & APPLICATION CHART

#### DP12 Pneumatic Bead Pressing Device

WSA-P12-2201677



- WS-12660
- WS-12650
- WS-12645
- WS-12630

#### Chuck Extension Kit

1695301681



- WS-12660
- WS-12650
- WS-12645

#### Heavy-Duty Rim Clamp



G90A6



#### Thick Rim Adapters

1695301748



- WS-12660
- WS-12650
- WS-12645

#### Tubeless Roller

1695300102



- WS-12660
- WS-12650
- WS-12645
- WS-12630

#### Center Hole Adapter 3 in. min Ø

1695301747



- WS-12660
- WS-12650
- WS-12645

Model	Cars & Light Trucks	Trucks & Buses	LT Agricultural Vehicles	HD Agricultural Vehicles	Skidder & OTR Vehicles
<b>Tire Changers</b>					
WS-12630					
WS-12645					
WS-12650					
WS-12660					
WS-18600					
<b>Wheel Balancers</b>					
WS-12880					
WS-12890					

■ Match

■ Not For All Tire Sizes



## 32" CENTER-POST SWING ARM TIRE CHANGER WS-18600

- Quick lock rim clamp.
- Handheld bead blaster.
- Integrated inflation tank.
- Light truck or passenger wheel combination up to 47 in. diameter.

Rim Diameter	12 - 32 in.
Max Wheel Diameter	47 in.
Max Wheel Width	15 in.
Motor Power	1 HP
Clamping System	Center Post
Max Bead Breaker Range	15 in.
Bead Breaker Force	8,482 ft-lb.
Dimensions (LxWxH)	76 in. x 59 in. x 85 in.
Weight	835 lbs.
Power	110V, 60Hz, 1-PH, 20 Amps

### Standard Accessories:

- Rim clamp - 1695300099
- 2 x Drive pin guard - 1695107480
- 2 x Memory ring for horizontal arms
- 2 x Rubber flange guard - 1695107444
- Bead breaking lever - 1695300094
- Bead breaker blade guard - 1695106152
- Bead pressing wedge (low) - 1695103261
- Plastic guard set (5 pcs.) - 1695101503
- 2 x Plastic centering cone cover - 1695107481
- Bead bar - 1695102683
- Plastic storage - 1695102226
- Centering cone - 1695000289

### Optional Accessories:

#### LT Truck Cone

2.95" - 5.7"  
1695107440



#### LT Centering Cone

2.95" - 4.72"  
1695107441



#### LT Truck Cone

7.48" - 8.77" + Spacer  
1695107442



#### Wheel Lift w/ INTG Roller Board

1695107467



## HEAVY-DUTY WHEEL BALANCERS

- 17 in. monitor with simple and intuitive control panel for greater functionality.
- Integrated tire lift for easy handling of heavy tires.
- Two-speed rotation system, automatically selected by wheel type.
- 5 programs for truck wheels, 2 for aluminum rims.
- 11 programs for motorcycle wheels.
- Special gauge for positioning the adhesive weights on aluminum rims.
- Static imbalance optimization program.
- Multi-operator program.
- Program for weights hidden behind spokes (only car mode).

### Wheel Capacity:



6 in. - 40 in.



47 in.



22 in.



WS-12890



WS-12880

Rim Diameter	6 - 40 in.
Rim Width	1 - 20 in.
Wheel Diameter	47 in.
Wheel Width	22 in.
Max Wheel Weight	440 lbs.
Accuracy	10g Truck/1g Car
Rotation Speed	100 RPM Truck/200 RPM Car
Power	110V, 60 Hz, 1-PH
Dimensions (LxWxH)	80 in. x 49 in. x 74 in.
Shipping Dimensions (LxWxH)	38 in. x 75 in. x 48 in.



### WS-35026-70

- Locking cage.



### WS-35026-FE

- Fully powered cage lift.
- 139.5 in. x 91 in. x 56 in. (LxWxH)



## AUTOMATIC INFLATION SAFETY CAGES

- OSHA regulation 29-CFR part 1910.177 compliant.
- Safe - prevents injury.
- Easy to use.



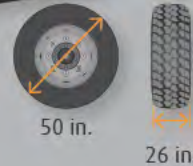
### "Walk-Away" Auto Inflation Features:

- Inflates tires up to 232 PSI.
- Pressure gauge and regulator system.
- Programmable overinflation and purge cycles.
- Factory calibrated for accuracy.



### WS-35026

- Self-locking cage.



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## FLOOR JACKS

- Wheeled-base for easy handling.
- Safety device to prevent load from descending if air supply fails.
- All controls are conveniently located on handlebar.
- Multi-step lifting cylinder allows low entry height for maximum vehicle flexibility.
- Simulated lifetime fatigue testing (50-100 lifting cycles per day for over 10 years).

### Compatible Accessories:

0.5 in. Extension  
A02354



4.75 in. Extension  
A02406



2.75 in. Extension  
A02410



## 10 TON PORTABLE AIR LIFT JACK WS-0910T

Capacity	Min PSI for Rated Capacity	Length	Min - Max Height	Net Weight
10 Tons	200 PSI	57 in.	18 in. - 51 in.	163 lbs.

## Four-Step Air-Hydraulic Jack WS-16415

Step	Capacity	Dimensions (LxWxH)	Standard Extensions	Working Air Pressure	Net Weight
1	176,000 lbs.	39 in. x 13.75 in. x 56 in.	A02354	116 - 145 PSI	170 lbs.
2	110,000 lbs.		A02406		
3	55,000 lbs.		A02410	Min - Max Height	
4	33,000 lbs.			7 in. - 19 in.	



## Three-Step Air-Hydraulic Jack WS-16101

Step	Capacity	Dimensions (LxWxH)	Standard Extensions	Working Air Pressure	Net Weight
1	176,000 lbs.	43 in. x 15 in. x 61 in.	A02354	116 - 145 PSI	227 lbs.
2	110,000 lbs.		A02406		
3	55,000 lbs.		A02410	Min - Max Height	
				12 in. - 33 in.	

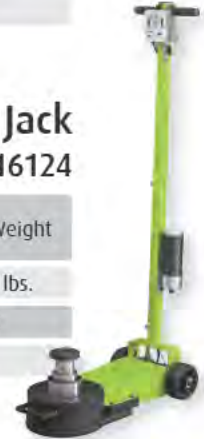


## Three-Step Air-Hydraulic Jack WS-16236

Step	Capacity	Dimensions (LxWxH)	Standard Extensions	Working Air Pressure	Net Weight
1	132,000 lbs.	39 in. x 14 in. x 56 in.	A02354	116 - 145 PSI	150 lbs.
2	66,000 lbs.		A02406	Min - Max Height	
3	40,000 lbs.		A02410	7 in. - 16.5 in.	

## Three-Step Air-Hydraulic Jack WS-16124

Step	Capacity	Dimensions (LxWxH)	Standard Extensions	Working Air Pressure	Net Weight
1	132,000 lbs.	26 in. x 12 in. x 54.5 in.	A02354	116 - 145 PSI	110 lbs.
2	66,000 lbs.		A02406	Min - Max Height	
3	40,000 lbs.		A02410	4.75 in. - 10 in.	



## Two-Step Air-Hydraulic Jack WS-16300

Step	Capacity	Dimensions (LxWxH)	Standard Extensions	Working Air Pressure	Net Weight
1	88,000 lbs.	20.5 in. x 11.75 in. x 55 in.	A02354	116 - 145 PSI	101 lbs.
2	44,000 lbs.		A02406	Min - Max Height	
			A02410	8.5 in. - 18.25 in.	

## Two-Step Air-Hydraulic Jack WS-16215

Step	Capacity	Dimensions (LxWxH)	Standard Extensions	Working Air Pressure	Net Weight
1	88,000 lbs.	20.5 in. x 11.75 in. x 55 in.	A02354	116 - 145 PSI	90 lbs.
2	44,000 lbs.		A02406	Min - Max Height	
			A02410	6.5 in. - 13.5 in.	



## MILITARY FLOOR JACK

WS-1945

Our hydraulic jack is built to engage the shackle mounts of heavy-duty military and construction vehicles, allowing you to raise the front and/or rear.

- Air over hydraulic.
- Mechanical safety lock using threaded rams and collars.



Numerous shackle adapters available.

Capacity	Dimensions (LxWxH)	Min - Max Height	Net Weight
45,000 lbs.	35 in. x 51 in. x 37 in.	22 in. - 34 in.	630 lbs.

## WHEEL DOLLIES

AH-20330 & AH-20440

Our wheel dollies eliminate the need for mechanics to physically lift heavy wheels, reducing the risk of back injuries.

- Lift arms with rollers allow rotation of wheels for easy bolt pattern alignment.
- For grounded vehicles or at lifted height.
- Model AH-20330 is manual and the AH-20440 is air over hydraulic.



AH-20330



AH-20440

Lift Height		Fork Adjustment		Overall Dimensions			Shipping Weight	AH-2
Low	High	Min	Max	L	W	H		
0 in.	36 in.	16 in.	26 in.	47 in.	46 in.	56 in.	450 lbs.	Mar

## ON-VEHICLE DISC BRAKE LATHE WS-BL44 & WS-BL44-T (TALL VERSION)



Max Rotor Diameter	19.5 in.
Min Rotor Diameter	4.75 in.
Max Rotor Thickness	2.5 in.
Spindle Speed	35-90 RPM
Motor Power	2 HP
Power	220V, 60 Hz, 1-PH



### Optional Accessories:



AA0251  
10 x 335 mm



AA0056  
6 x 170 mm



AA0061  
8 x 275 mm



AA0265  
6 x 205 mm



AA0275  
6 x 245 mm



AA0077  
5 x 203 mm



AA0078  
5 x 130 mm



BLR 010012

## BRAKE DISCS, DRUMS, & FLYWHEEL LATHES WS-BL2000



Spindle Rotation Speed	10 - 120 RPM
Min - Max Drum Turning Dia.	9.4 - 33.5 in.
Min - Max Disc Turning Dia.	0 - 20 in.
Spindle Axle Speed	20-120 RPM
Spindle Motor Power	2.5 HP
Total Power	3 HP
Overall Dimensions (LxWxH)	56 in. x 72 in. x 58 in.
Weight	1,697 lbs.
Power	220V, 60 Hz, 3-PH

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## BRAKE MAINTENANCE TOOLS

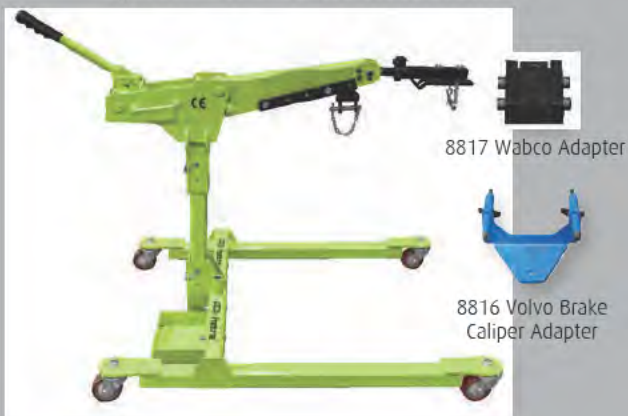
The ARI-HETRA caliper and hub remover allows one mechanic to quickly and safely service heavy vehicle brake assemblies, reduce manual lifting, and save money.



### BRAKE CALIPER JACK: WS-18-BC

- When used with hub remover, it helps remove and replace hubs and calipers.
- Locks caliper in place while pulling.
- Quickly dismantled for easy storage.
- Comes with 8806 and 8807 adapters and an 8811 extension bar.

### Optional WS-18-BC Accessories:



8817 Wabco Adapter

8816 Volvo Brake Caliper Adapter



### BRAKE HUB REMOVAL JACK: WS-18-HR

- 1,100 lbs. of lifting power.
- 6 in. heavy-duty wheels make movement around the workshop safe and easy.
- Safe removal and replacement of wheel hubs.

### WS-18-HR Accessories:

\* included with product



9319 Drum Adapter  
(9509 Ratchet Strap Not Shown)



\*9316 Over Road  
10 Stud Adapter



9315 Briggs  
10 Stud Adapter



\*9307  
10 Stud Adapter



9317 IVECO  
6 Stud Adapter

### Tall Versions Available!



WS-18-BC-T



WS-18-HR-T



## HEAVY-DUTY KING PIN PRESS

### KPP-143

The KPP-143 presses out steering knuckle king pins and spring pin bushings on trucks and buses. Its front wheel dollies, adjustable press frame, and pneumatic lift and return stroke makes it easy to maneuver and set up around all potential obstacles.



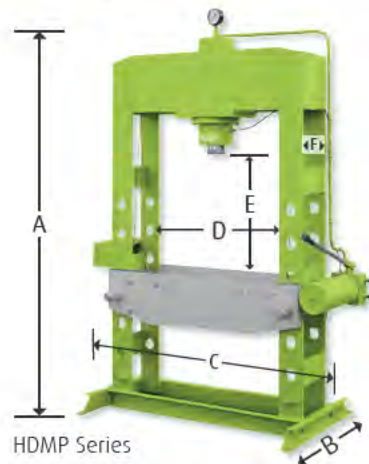
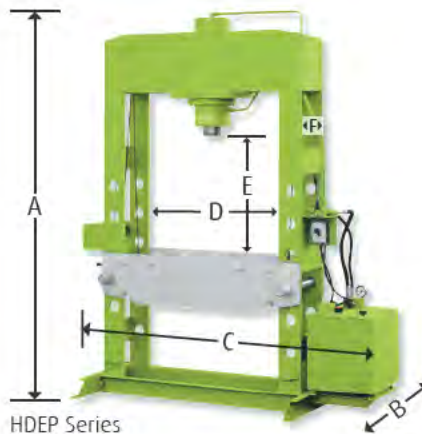
Compression Force	143,000 lbs.
Clearance Between Puller Bolts	12 in.
Max Clearance Height	19 in.
Stroke	4.75 in.
Pressure	6,091 PSI
Air Supply	188 PSI
Weight	285 lbs.

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## ELECTRO-HYDRAULIC PRESS HDEP SERIES

Our high-quality, versatile, and powerful electro-hydraulic presses are built specifically for the extreme needs of the heavy-duty industry.

- Solid steel construction.
- Chrome-plated steel ram.
- Automatic return hydraulic ram.
- Safety cylinder lock.
- Pressure gauge.
- 3-position handle (up/neutral/down).
- Winch for adjustable worktable.
- Less than 70 decibel operating noise.
- 3-Phase Motor 220/440V 60Hz.



## TWO-SPEED MANUAL PRESS HDMP SERIES

Our HDMP series offers the best value in high-quality, versatile heavy-duty presses.

- Powerful two-speed hand pump.
- Solid steel construction.
- Pressure gauge.
- Chrome-plated steel ram.
- Winch for adjustable worktable.

Model Number	Capacity	A"	B"	C"	D"	E"	F"	Ram Stroke	Fluid Capacity	Ram Speed
HDEP-33	33 Tons	79	24	63	28	39	7	10 in.	2.5 qt.	12 IPM
HDEP-44	44 Tons	82	34	62	31	45	8	10 in.	2.5 qt.	12 IPM
HDEP-55	55 Tons	82	34	62	31	45	8	10 in.	2.5 qt.	8 IPM
HDEP-77	77 Tons	87	35	69	35	44	10	12 in.	4.75 qt.	10 IPM
HDEP-110	110 Tons	89	35	76	40	42	11	12 in.	4.75 qt.	7 IPM
HDMP-33	33 Ton	79	24	51	28	39	7	7.5 in.	N/A	N/A
HDMP-44	44 Ton	83	34	56	31	45	8	7.5 in.	N/A	N/A
HDMP-55	55 Ton	83	34	56	31	45	8	7.5 in.	N/A	N/A
HDMP-77	77 Ton	88	35	62	34	45	10	8 in.	N/A	N/A
HDMP-110	110 Ton	90	35	68	40	42	11	8.5 in.	N/A	N/A

\* IPM = Inches Per Minute



## ARI-HETRA ON CONTRACT

ARI-HETRA has partnered with many entities to establish pre-competed contract pricing on our full line of equipment. These contracts help simplify and expedite the procurement process for all Federal, State, and Local Government Purchasing Agencies.



U.S. General Services Administration  
Contract #: **GS-07F-291AA**

All federal agencies and activities in the Executive, Legislative, and Judicial branches, the Government of the District of Columbia, mixed ownership government corporations, government contractors, as well as other activities and organizations duly authorized by statute or regulations are eligible.



**Advantage!** Purchase directly through GSA Advantage!®  
[www.gsaadvantage.gov](http://www.gsaadvantage.gov)

Purchase ARI-HETRA equipment directly. GSA Advantage is an online shopping and ordering system for Federal government employees providing access to thousands of contractors and millions of products and services. State and local government entities can also utilize GSA Advantage!®



Purchase directly through FedMall  
[www.dla.mil/Info/FedMall/](http://www.dla.mil/Info/FedMall/)

Purchase directly from FedMall (formerly DoD Emall). An e-commerce ordering system for Department of Defense (DoD), Federal, State, and authorized local Agencies to search for and acquire products from government reserves and commercial sources. Buyers will have access to tens of millions of individual items of supply, from centrally managed DoD and General Service Administration (GSA) assets to commercial off-the-shelf (COTS) products.



National Cooperative Purchasing Alliance  
Contract #: **05-21**

Leading national government purchasing cooperative in all 50 states. Over 90,000 agencies nationwide from both the public and nonprofit sectors are eligible to utilize NCPA's cooperative purchasing contracts.



Houston-Galveston Area Council  
Contract #: **4 FL03-19**

Contract is available nationwide to all states, state agencies and local governments, including non-profit providing governmental services. Eligible for use upon execution of simple Interlocal Contract.



BuyBoard Purchasing Cooperative  
Contract #: Lifts **551-17**, Exhaust **552-17**, Wheel **553-18**

Public schools, cities, counties, universities, and nonprofit organizations in Texas and beyond are eligible to use this cooperative. Nearly 70 contracts available with vendors awarded through a competitively priced process.



California Multiple Award Schedule  
Contract #: **4-13-56-0053A**

All California state and local government agencies, school districts, utilities, and other entities authorized to expend public funds are eligible to participate in the CMAS program.



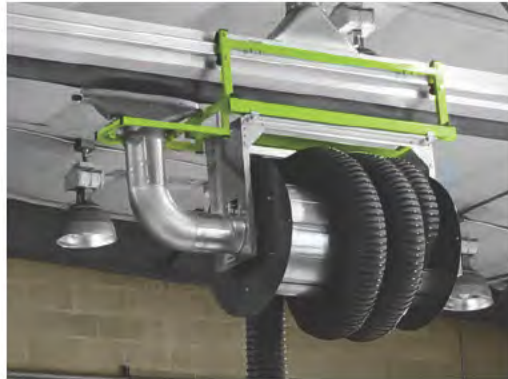
Florida Sheriffs Association Cooperative  
Contract #: **FSA19-VEH17.0**

This contract is available for use by Florida State agencies, local governments, educational institutions, municipalities, and other entities for purchase of specific ARI-HETRA Mobile Column Lift models under the "Vehicle Lift" category. Out of state sales are permitted under this contract, however, all agencies are bound by their local governing purchasing ordinances, rules, and regulations.

# Call 800-562-3250

for more information on your specific contract





800-562-3250 | [www.ari-hetra.com](http://www.ari-hetra.com)

OUTSIDE USA: 513-229-3750 | FAX: 703-359-6405 | 4119 Binion Way, Lebanon, Ohio 45036

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# ARI-hetra™ Statement of Warranty

Model/Product Line	Labor Warranty*	Structure Parts Warranty*	Electrical Parts Warranty*
Mobile & HDXL Scissor Lifting Systems	1 Year	5 Years	2 Years
Exhaust Extraction Systems	1 Year	1 Year	1 Year
Wheel Service Products	1 Year	1 Year	1 Year
Accessories	1 Year	1 Year	1 Year

## **ARI Mobile Column Lifts and HDXL Scissor Lifting Systems**

All ARI-Hetra™ lifting systems are warranted for a period of five (5) years from date of new system purchase for all Structural and Mechanical parts. (Structural and Mechanical parts include the frame body, gearbox and mechanical ball-screw components.) Electronics and non-Structural parts are warranted for a period of two (2) years on new systems. Warranted parts or components will be replaced or repaired at the discretion of ARI-Hetra and parts replaced under the warranty period carry the remaining balance of the original manufacturer's warranty. Structural and Electrical Parts warranties include first (1) year labor and travel. Replacement parts or repairs performed outside the warranty period carry a 60 day replacement period warranty.

## **ARI Heavy Duty Accessories**

All ARI-Hetra™ branded accessories and components are warranted for a period of one (1) year from date of purchase. This includes, but is not limited to, Refurbished Lifts, Stands, Lift Accessories, and Remote Control. Warranty includes labor and travel or return and replacement exchange.

## **ARI Wheel Service Products**

All ARI-Hetra™ branded Heavy Duty Wheel Service products including but not limited to Tire Changers, Balancers, Inflation Cages, Hydraulic Jacks, Brake Lathes, and Brake Handing products are warranted for a period of one (1) year from date of purchase. Warranty includes labor and travel or return and replacement exchange.

## **ARI Exhaust Extraction Products**

All mechanical and structural components of the ARI-Hetra™ Exhaust Extraction Systems are warranted for a period of one (1) year from date of purchase during which time warranted parts will be replaced or repaired at the discretion of ARI-Hetra™ without charge.

All ARI-Hetra products should be installed and serviced by ARI Phoenix Inc. trained and authorized service personnel. This warranty shall not apply unless the product is installed, operated, used and maintained in accordance with ARI-HETRA specifications, as set forth in the ARI-HETRA's "Operation & Service Instructions" (Manual). The warranty does not cover normal maintenance or adjustments, damage or malfunction due to improper handling, improper installation, abuse, misuse, overloading, negligence, unsuitable power sources, carelessness or normal wear and tear. Unauthorized repairs attempted or carried out by non ARI-Hetra™ authorized service personnel will void the warranty and its coverage periods. All warranties are expressly conditioned upon use by Buyer of only such replacement parts as are manufactured or provided by ARI-Hetra. After expiration of labor and travel warranties while parts warranties are still in effect, parts which are thought to be defective may be returned to ARI-Phoenix Inc via an RMA (returned material authorization) with freight charges to be reimbursed in the event that ARI Phoenix Inc. determines the part(s) were defective.

**THE FOREGOING LIMITED WARRANTIES ARE EXCLUSIVE, AND ARE IN LIEU OF ALL OTHER WARRANTIES, WHETHER WRITTEN, ORAL OR IMPLIED, INCLUDING WITHOUT LIMITATION, ANY WARRANTY AS TO MERCHANTABILITY OR FITNESS FOR PARTICULAR PURPOSE.**

**THE SOLE AND EXCLUSIVE REMEDY FOR BREACH OF WARRANTY SHALL BE LIMITED TO REPAIR, CORRECTION OR REPLACEMENT UNDER THE LIMITED WARRANTY ABOVE. IN NO EVENT, REGARDLESS OF THE FORM OF THE CLAIM OR CAUSE OF ACTION (WHETHER BASED IN CONTRACT, INFRINGEMENT, NEGLIGENCE, STRICT LIABILITY, OTHER TORT OR OTHERWISE), SHALL ARI-HETRA'S LIABILITY TO BUYER AND/OR ITS CUSTOMERS EXCEED THE PRICE TO ARI-HETRA OF THE SPECIFIC GOODS MANUFACTURED OR SERVICES PROVIDED BY ARI-HETRA GIVING RISE TO THE CLAIM OR CAUSE OF ACTION. BUYER AGREES THAT IN NO EVENT SHALL ARI-HETRA'S LIABILITY TO BUYER AND/OR ITS CUSTOMERS EXTEND TO INCLUDE LIQUIDATED, INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES. THE TERM "CONSEQUENTIAL DAMAGES" SHALL INCLUDE, BUT NOT BE LIMITED TO, LOSS OF ANTICIPATED PROFITS, LOSS OF USE, LOSS OF REVENUE AND COST OF CAPITAL.**

## Preventive Maintenance & Safety Inspection

(Recommended Maintenance Interval: Every 12 Months)

Date:		Work Order #	
Customer:		Customer PO #	

Serial Numbers: \_\_\_\_\_ Model: (BPW, LP, CB, HDML, HBP, etc.): \_\_\_\_\_

Post 1:	Post 2:	Post 3:
Post 4:	Post 5:	Post 6:

Please check where an issue exists, enter a number and create a corresponding footnote below to explain.

Post	1	2	3	4	5	6
<b>GENERAL</b>						
ALI Sticker						
ARI-HETRA Logo						
Rated Load Capacity Label						

LIFT CONTROLS	1	2	3	4	5	6
Raise/Lower						
Single Mode						
Multi/Group Mode						
E-Stop						

SAFETY DEVICES	1	2	3	4	5	6
Lockable main switch / Lock-out (function)						
Lower Limit Bracket (function & 2mm space)						
L-Bracket (E1, 10-15mm from sensor)						
Screw Cover						

ELECTRICAL COMPONENTS (LP, HDML)	1	2	3	4	5	6
Power Box Lock-out (function)						
Cables (Lock-Outage, fastening, strain relief)						
Dummy Plug (ohm leads 1-2, 118-120)						
Remote (if applicable)						
Verify PCB Configured for Proper Load Capacity						

ELECTRICAL COMPONENTS (BPW)	1	2	3	4	5	6
Antenna Cable						
Antenna & BNC Adapter (damage, fastening)						
Battery Charging LED (110 plug)						
Battery charger (55-55 volts DC)						

Post	1	2	3	4	5	6
<b>STRUCTURAL</b>						
I/H-Beam (Mushrooming/Chafing)						
Wheels						
Carriage						
Paint						

CARRIAGE	1	2	3	4	5	6
Rollers (visually check for damage)						
Front (no gap)   Side (0.5-1.5mm gap)						
Thrust Washers - <1mm wide => replace (2mm is is new)   Old style should be glued in place						
Axle (rust, damage, set screws in place)						

MOTOR	1	2	3	4	5	6
Visual Damage						
Brake Release (installed handle)						
Proximity Sensor (2mm gap from ball screw nut)						
Driveshaft, Snap Ring, Top & Side plugs, Seals						

MECHANICAL	1	2	3	4	5	6
Ball-Screw and Bottom Bearing						
Conical Socket between Spindle nut & Carriage						
Seals						
Hydraulic Jack (function) Check for leaks						
Wedge-Lock & Solenoid (function)						

BATTERIES (BPW, CB, HBP) (10-12 volt)	1	2	3	4	5	6
Post 1:						
Post 2:						
Post 3:						
Post 4:						
Post 5:						
Post 6:						

<b>Notes:</b> (Insert number written above followed by issue)

Customer Name:	ARI Tech Name:
Signature:	Signature:

When needed repairs indicated above have been performed, ARI-HETRA certifies that all functional systems of these lifts are operational, with allowable tolerance for normal wear, pursuant to the specifications to which the lifts were originally manufactured and certified under international standard: ANSI/ALI ACLTV-2017 (or earlier). For user safety, lifts must always be used and maintained in accordance with the published protocols of ARI-HETRA and the Automotive Lift Institute.



## NOTES:

1. ALL LABOR RATES ARE BASED ON STANDARD HOURS
2. OVERTIME RATES (AFTERHOURS, SATURDAY): 1.5 X STANDARD RATES
3. OVERTIME RATES (SUNDAY, HOLIDAYS): 1.5 X STANDARD RATES
4. PER DIEM RATES: \$36 /DAY/PERSON (WHEN REQUIRED) EXCEPT AK & HI \$36 /DAY/PERSON
5. MINIMUM CHARGE OF 0 HOURS FOR ALL OVERTIME WORK
6. RATES WILL BE ADJUSTED ANNUALLY AT RENEWAL DATE BASED ON THE FOLLOWING FORMULA:
  - % field labor adjustment factor change from the previous year 1.02
  - % material price index change from the previous year 1.02
  - % office & operating expense changes from the previous year 1.02
7. FINAL APPROVAL UPON NCPA'S DISCRETION.

## MISCELLANEOUS MATERIAL

- ◆ All items not equipment or labor shall be considered miscellaneous material which will have a maximum margin charged. Since scopes of work vary greatly it is difficult to set specific margins without complicating the process which is not in the best interest of all parties.

## PRICING COMPLIANCE REVIEW

- ◆ The awarded vendor will be expected to participate in the NCPA compliance review program that includes pricing verification. The goal is to provide transparency & contract compliance for NCPA & the vendor as a 3rd party independent review.
- ◆ The process includes a review of the scope of work narrative by line item plus any adjustments such as regional discounts, per diem rate, overtime, etc.
- ◆ Prior to the selection of the vendors, a more comprehensive discussion will be provided to the vendors for their evaluation.

Pricelist is attached separately.

# Tab 8 – Value Added Products and Services

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- ◆ Include any additional products and/or services available that vendor currently performs in their normal course of business that is not included in the scope of the solicitation that you think will enhance and add value to this contract for Region 14 ESC and all NCPA participating entities.
  
- ◆ **Executive Summary**
  - Describe the product and/or service in an outline format.
  - Describe the value to participating agencies.
  - Describe the value to NCPA.
  - Describe how your company would market this product and/or service through this contract.
  - Provide an anticipated size of the market for this product and/or service in the public arena.
  
- ◆ **Detail Description**
  - Where is the product manufactured?
  - Any certifications provided?
  - Where is the service performed?
  - Who performs the service and what is their expertise?
  - Is this a proprietary product and, if not, who is your competition?
  - Provide references.
  - Provide case studies.
  - Provide any pricing that is different than the pricing in Tab 7 in this solicitation.

Please see attached.



**ARI Phoenix, Inc**

4119 Binion Way  
Lebanon, Oh 45036  
www.ari-hetra.com  
513.229.3750

## **TAB 8: Value Added Products & Services**

ARI-HETRA has additional services that are available which are not included in the scope of the solicitation. These will enhance and add value to this contract for Region 14 ESC and all NCPA participating entities:

### **A. Customized Exhaust Extraction Systems**

Parts only (on contract) may be provided, but parts including installation can also be customized into a packaged price. Potential annual market size of \$1 million.

### **B. Installation of Drive-On Scissor Lifts (all HDXL models)**

1. Set line-item price is:

Single Scissor Lift \$3,819.90

Double Scissor Lift \$6,002.70

### **C. Customized Equipment Designed and Engineered**

Customer with specific requirements can ask for a special customized product. Market size unlimited.

### **D. ARI-HETRA Factory Trained Service Technicians**

ARI-HETRA employees are factory-trained and provide on-site service nationwide. Many ARI-HETRA parts are carried on their van.

1. Travel Per Hour: \$100

2. Labor Per Hour: \$120

\*\* costs for repair parts are extra

### **E. Preventative Maintenance on Wheel Service Products**

1. PM Tire Changer = \$529.65

2. PM Balancer = \$529.65

3. PM BL (Brake Lathe) = \$529.65

4. PM Accessory = \$529.65

### **F. Safety Certification & Preventative Maintenance / PM on Lifts**

We offer a recommended annual service for preventative maintenance on Lifts which includes a 41-point standardized safety certification and inspection:

1. PM2 (2-post Lift system) = \$530

2. PM4 (4-post Lift system) = \$850

3. PM6 (6-post Lift system) = \$1,065

4. HDXL PM (Scissor Lift) = \$853.86

Please see Tab 6 for references, and Tab 4 for marketing strategy. We do not have competition for these services, as we have ARI-HETRA certified technicians and offer ARI-HETRA certified parts.

# Tab 9 – Required Documents


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- ◆ Clean Air and Water Act / Debarment Notice
- ◆ Contractors Requirements
- ◆ Antitrust Certification Statements
- ◆ Required Clauses for Federal Funds Certifications
- ◆ Required Clauses for Federal Assistance by FTA
- ◆ State Notice Addendum

## Clean Air and Water Act & Debarment Notice

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

I hereby further certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations

Potential Vendor	ARI Phoenix, Inc.
Print Name	Tekla Goodwin
Address	4119 Binion Way
City, State, Zip	Lebanon, OH 45036
Authorized signature	
Date	20-Jul-2021



# **Contractor Requirements**

## **Contractor Certification Contractor's Employment Eligibility**

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statues of the states it is will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue <sup>ARI Phoenix, Inc.</sup> any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The offeror complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the NCPA Participating entities in which work is being performed

### **Fingerprint & Background Checks**

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The offeror shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed

### **Business Operations in Sudan, Iran**

In accordance with A.R.S. 35-391 and A.R.S. 35-393, the Contractor hereby certifies that the contractor does not have scrutinized business operations in Sudan and/or Iran.

Authorized signature

*S. Hoodwin*

Date

20-Jul-2021

## **Antitrust Certification Statements (Tex. Government Code § 2155.005)**

I affirm under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this bid, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this bid, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this bid to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

Company name	ARI Phoenix, Inc.
Address	4119 Binion Way
City/State/Zip	Lebanon, OH 45036
Telephone No.	513-229-3750, ext. 103 office / 513-484-1066 mobile
Fax No.	703-359-6405
Email address	teklagoodwin@ari-hetra.com
Printed name	Tekla Goodwin
Position with company	Contracts Specialist
Authorized signature	

## **Required Clauses for Federal Funds Certifications**

Participating Agencies may elect to use federal funds to purchase under the Master Agreement. The following certifications and provisions may be required and apply when a Participating Agency expends federal funds for any purchase resulting from this procurement process. Pursuant to 2 C.F.R. § 200.326, all contracts, including small purchases, awarded by the Participating Agency and the Participating Agency's subcontractors shall contain the procurement provisions of Appendix II to Part 200, as applicable.

### **APPENDIX II TO 2 CFR PART 200**

(A) Contracts for more than the simplified acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

(B) Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)

(C) Equal Employment Opportunity. Except as otherwise provided under 41 CFR Part 60, all contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 CFR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

Pursuant to Federal Rule (C) above, when a Participating Agency expends federal funds on any federally assisted construction contract, the equal opportunity clause is incorporated by reference herein.

(D) Davis-Bacon Act, as amended (40 U.S.C. 3141-3148). When required by Federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency. The contracts must also include a provision

for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708). Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Rights to Inventions Made Under a Contract or Agreement. If the Federal award meets the definition of “funding agreement” under 37 CFR §401.2 (a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

(G) Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended— Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee

of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

#### **RECORD RETENTION REQUIREMENTS FOR CONTRACTS INVOLVING FEDERAL FUNDS**

When federal funds are expended by Participating Agency for any contract resulting from this procurement process, offeror certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The offeror further certifies that offeror will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

#### **CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT**

When Participating Agency expends federal funds for any contract resulting from this procurement process, offeror certifies that it will comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18).

#### **CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS**

To the extent purchases are made with Federal Highway Administration, Federal Railroad Administration, or Federal Transit Administration funds, offeror certifies that its products comply with all applicable provisions of the Buy America Act and agrees to provide such certification or applicable waiver with respect to specific products to any Participating Agency upon request. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition.

# **Required Clauses for Federal Assistance provided by FTA**

## **ACCESS TO RECORDS AND REPORTS**

Contractor agrees to:

- a) Maintain all books, records, accounts and reports required under this Contract for a period of not less than three (3) years after the date of termination or expiration of this Contract or any extensions thereof except in the event of litigation or settlement of claims arising from the performance of this Contract, in which case Contractor agrees to maintain same until Public Agency, the FTA Administrator, the Comptroller General, or any of their duly authorized representatives, have disposed of all such litigation, appeals, claims or exceptions related thereto.
- b) Permit any of the foregoing parties to inspect all work, materials, payrolls, and other data and records with regard to the Project, and to audit the books, records, and accounts with regard to the Project and to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed for the purpose of audit and examination.

*FTA does not require the inclusion of these requirements of Article 1.01 in subcontracts. Reference 49 CFR 18.39 (i)(11).*

## **CIVIL RIGHTS / TITLE VI REQUIREMENTS**

- 1) Non-discrimination. In accordance with Title VI of the Civil Rights Act of 1964, as amended, 42 U.S.C. § 2000d, Section 303 of the Age Discrimination Act of 1975, as amended, 42 U.S.C. § 6102, Section 202 of the Americans with Disabilities Act of 1990, as amended, 42 U.S.C. § 12132, and Federal Transit Law at 49 U.S.C. § 5332, Contractor or subcontractor agrees that it will not discriminate against any employee or applicant for employment because of race, color, creed, national origin, sex, marital status age, or disability. In addition, Contractor agrees to comply with applicable Federal implementing regulations and other implementing requirements FTA may issue.
- 2) Equal Employment Opportunity. The following Equal Employment Opportunity requirements apply to this Contract:
  - a. Race, Color, Creed, National Origin, Sex. In accordance with Title VII of the Civil Rights Act, as amended, 42 U.S.C. § 2000e, and Federal Transit Law at 49 U.S.C. § 5332, the Contractor agrees to comply with all applicable Equal Employment Opportunity requirements of U.S. Dept. of Labor regulations, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor, 41 CFR, Parts 60 et seq., and with any applicable Federal statutes, executive orders, regulations, and Federal policies that may in the future affect construction activities undertaken in the course of this Project. Contractor agrees to take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, creed, national origin, sex, marital status, or age. Such action shall include, but not be limited to, the following: employment, upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation; and selection for training, including apprenticeship. In addition, Contractor agrees to comply with any implementing requirements FTA may issue.
  - b. Age. In accordance with the Age Discrimination in Employment Act (ADEA) of 1967, as amended, 29 U.S.C. Sections 621 through 634, and Equal Employment Opportunity Commission (EEOC) implementing regulations, "Age Discrimination in Employment Act", 29 CFR Part 1625, prohibit employment discrimination by Contractor against individuals on the basis of age, including present and prospective

employees. In addition, Contractor agrees to comply with any implementing requirements FTA may issue.

- c. Disabilities. In accordance with Section 102 of the Americans with Disabilities Act of 1990, as amended (ADA), 42 U.S.C. Sections 12101 *et seq.*, prohibits discrimination against qualified individuals with disabilities in programs, activities, and services, and imposes specific requirements on public and private entities. Contractor agrees that it will comply with the requirements of the Equal Employment Opportunity Commission (EEOC), "Regulations to Implement the Equal Employment Provisions of the Americans with Disabilities Act," 29 CFR, Part 1630, pertaining to employment of persons with disabilities and with their responsibilities under Titles I through V of the ADA in employment, public services, public accommodations, telecommunications, and other provisions.
  - d. Segregated Facilities. Contractor certifies that their company does not and will not maintain or provide for their employees any segregated facilities at any of their establishments, and that they do not and will not permit their employees to perform their services at any location under the Contractor's control where segregated facilities are maintained. As used in this certification the term "segregated facilities" means any waiting rooms, work areas, restrooms and washrooms, restaurants and other eating areas, parking lots, drinking fountains, recreation or entertainment areas, transportation, and housing facilities provided for employees which are segregated by explicit directive or are in fact segregated on the basis of race, color, religion or national origin because of habit, local custom, or otherwise. Contractor agrees that a breach of this certification will be a violation of this Civil Rights clause.
- 3) Solicitations for Subcontracts, Including Procurements of Materials and Equipment. In all solicitations, either by competitive bidding or negotiation, made by Contractor for work to be performed under a subcontract, including procurements of materials or leases of equipment, each potential subcontractor or supplier shall be notified by Contractor of Contractor's obligations under this Contract and the regulations relative to non-discrimination on the grounds of race, color, creed, sex, disability, age or national origin.
  - 4) Sanctions of Non-Compliance. In the event of Contractor's non-compliance with the non-discrimination provisions of this Contract, Public Agency shall impose such Contract sanctions as it or the FTA may determine to be appropriate, including, but not limited to: 1) Withholding of payments to Contractor under the Contract until Contractor complies, and/or; 2) Cancellation, termination or suspension of the Contract, in whole or in part.

*Contractor agrees to include the requirements of this clause in each subcontract financed in whole or in part with Federal assistance provided by FTA, modified only if necessary to identify the affected parties.*

### **DISADVANTAGED BUSINESS PARTICIPATION**

This Contract is subject to the requirements of Title 49, Code of Federal Regulations, Part 26, "*Participation by Disadvantaged Business Enterprises in Department of Transportation Financial Assistance Programs*", therefore, it is the policy of the Department of Transportation (DOT) to ensure that Disadvantaged Business Enterprises (DBEs), as defined in 49 CFR Part 26, have an equal opportunity to receive and participate in the performance of DOT-assisted contracts.

- 1) Non-Discrimination Assurances. Contractor or subcontractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this Contract. Contractor shall carry out all applicable requirements of 49 CFR Part 26 in the award and administration of DOT-assisted contracts. Failure by Contractor to carry out these requirements is a material breach of this Contract, which may result in the termination of this Contract or other such remedy as public agency deems appropriate. Each subcontract Contractor signs with a subcontractor must include the assurance in this paragraph. (See 49 CFR 26.13(b)).

- 2) Prompt Payment. Contractor is required to pay each subcontractor performing Work under this prime Contract for satisfactory performance of that work no later than thirty (30) days after Contractor's receipt of payment for that Work from public agency. In addition, Contractor is required to return any retainage payments to those subcontractors within thirty (30) days after the subcontractor's work related to this Contract is satisfactorily completed and any liens have been secured. Any delay or postponement of payment from the above time frames may occur only for good cause following written approval of public agency. This clause applies to both DBE and non-DBE subcontractors. Contractor must promptly notify public agency whenever a DBE subcontractor performing Work related to this Contract is terminated or fails to complete its Work, and must make good faith efforts to engage another DBE subcontractor to perform at least the same amount of work. Contractor may not terminate any DBE subcontractor and perform that Work through its own forces, or those of an affiliate, without prior written consent of public agency.
- 3) DBE Program. In connection with the performance of this Contract, Contractor will cooperate with public agency in meeting its commitments and goals to ensure that DBEs shall have the maximum practicable opportunity to compete for subcontract work, regardless of whether a contract goal is set for this Contract. Contractor agrees to use good faith efforts to carry out a policy in the award of its subcontracts, agent agreements, and procurement contracts which will, to the fullest extent, utilize DBEs consistent with the efficient performance of the Contract.

### **ENERGY CONSERVATION REQUIREMENTS**

Contractor agrees to comply with mandatory standards and policies relating to energy efficiency which are contained in the State energy conservation plans issued under the Energy Policy and Conservation Act, as amended, 42 U.S.C. Sections 6321 *et seq.* and 41 CFR Part 301-10.

### **FEDERAL CHANGES**

Contractor shall at all times comply with all applicable FTA regulations, policies, procedures and directives, including without limitation those listed directly or by reference in the Contract between public agency and the FTA, as they may be amended or promulgated from time to time during the term of this contract. Contractor's failure to so comply shall constitute a material breach of this Contract.

### **INCORPORATION OF FEDERAL TRANSIT ADMINISTRATION (FTA) TERMS**

The provisions include, in part, certain Standard Terms and Conditions required by the U.S. Department of Transportation (DOT), whether or not expressly set forth in the preceding Contract provisions. All contractual provisions required by the DOT, as set forth in the most current FTA Circular 4220.1F, dated November 1, 2008, are hereby incorporated by reference. Anything to the contrary herein notwithstanding, all FTA mandated terms shall be deemed to control in the event of a conflict with other provisions contained in this Contract. Contractor agrees not to perform any act, fail to perform any act, or refuse to comply with any public agency requests that would cause public agency to be in violation of the FTA terms and conditions.

### **NO FEDERAL GOVERNMENT OBLIGATIONS TO THIRD PARTIES**

Agency and Contractor acknowledge and agree that, absent the Federal Government's express written consent and notwithstanding any concurrence by the Federal Government in or approval of the solicitation or award of the underlying Contract, the Federal Government is not a party to this Contract and shall not be subject to any obligations or liabilities to agency, Contractor, or any other party (whether or not a party to that contract) pertaining to any matter resulting from the underlying Contract.



*Contractor agrees to include the above clause in each subcontract financed in whole or in part with federal assistance provided by the FTA. It is further agreed that the clause shall not be modified, except to identify the subcontractor who will be subject to its provisions.*

#### **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS**

Contractor acknowledges that the provisions of the Program Fraud Civil Remedies Act of 1986, as amended, 31 U.S.C. §§ 3801 et seq. and U.S. DOT regulations, "Program Fraud Civil Remedies," 49 CFR Part 31, apply to its actions pertaining to this Contract. Upon execution of the underlying Contract, Contractor certifies or affirms the truthfulness and accuracy of any statement it has made, it makes, it may make, or causes to be made, pertaining to the underlying Contract or the FTA assisted project for which this Contract Work is being performed.

In addition to other penalties that may be applicable, Contractor further acknowledges that if it makes, or causes to be made, a false, fictitious, or fraudulent claim, statement, submission, or certification, the Federal Government reserves the right to impose the penalties of the Program Fraud Civil Remedies Act of 1986 on Contractor to the extent the Federal Government deems appropriate.

Contractor also acknowledges that if it makes, or causes to be made, a false, fictitious, or fraudulent claim, statement, submission, or certification to the Federal Government under a contract connected with a project that is financed in whole or in part with Federal assistance originally awarded by FTA under the authority of 49 U.S.C. § 5307, the Government reserves the right to impose the penalties of 18 U.S.C. § 1001 and 49 U.S.C. § 5307 (n)(1) on the Contractor, to the extent the Federal Government deems appropriate.

*Contractor agrees to include the above clauses in each subcontract financed in whole or in part with Federal assistance provided by FTA. It is further agreed that the clauses shall not be modified, except to identify the subcontractor who will be subject to the provisions.*

Acknowledged & Agreed,  
20-Jul-2021

*S. Woodwin*

## **State Notice Addendum**

The National Cooperative Purchasing Alliance (NCPA), on behalf of NCPA and its current and potential participants to include all county, city, special district, local government, school district, private K-12 school, higher education institution, state, tribal government, other government agency, healthcare organization, nonprofit organization and all other Public Agencies located nationally in all fifty states, issues this Request for Proposal (RFP) to result in a national contract.

For your reference, the links below include some, but not all, of the entities included in this proposal:

[http://www.usa.gov/Agencies/State\\_and\\_Territories.shtml](http://www.usa.gov/Agencies/State_and_Territories.shtml)

<https://www.usa.gov/local-governments>