

Reach 2016



Customer Name: Husky Oil Operations Ltd  
Customer Address: 4640 72nd Ave SE  
Calgary, AB, T2C 3Z2

Quote: 2016-121391  
Created Date: 3/29/2016  
Expiration Date: 4/28/2016  
Prepared By: Richard Barry  
Phone #: 403-258-1221

4/1/2016

Husky Oil Operations Ltd  
4640 72nd Ave SE  
Calgary AB T2C 3Z2

Quotation Number: 2016-121391

Attention: Bob Theroux  
Reference: (1) RAYMOND Reach Truck, Model 750-R35TT

Dear Bob

On behalf of G.N. Johnston Equipment Co. Ltd., we would like to take this opportunity to thank you for your interest in the RAYMOND line of material handling equipment. Our recommendation is based on the facility application parameters listed below:

- Type of Racking = Single Selective
- Load Dimensions = 48"L x 40"W x 60"H
- Minimum Clear Aisle Width = 120"
- Top Load Beam = 16'
- Required Capacity = 3500# @ 204"
- Load Weight = 1200#
- Clean, Dry Environment

**Introducing iWarehouse**

Our iWAREHOUSE Fleet Management solution helps you run better and manage smarter. As the most comprehensive warehouse and fleet optimization system on the market, iWAREHOUSE has an outstanding record of productivity improvement and cost savings that can be seen from the warehouse floor to the C-suite. iWAREHOUSE turns every lift truck into an information-gathering device, and every desktop, laptop or mobile device into a management command and control center.

We look forward to a successful conclusion to this project.

Best Regards,

Richard Barry  
Territory Account Manager

**RAYMOND**

## MODEL 7500/7520 REACH-FORK TRUCK

### Standard Features

#### POWER UNIT >>

- 36 volt Power Unit
- The ACR System™

#### OPERATOR COMPARTMENT >>

- See-Through Carriage
- Spacious Compartment with Multiple Lean Points
- Programmability Performance
- Simultaneous Function Control Handle/Single Axis/Relaxed Grip
- Auto Position Hold
- Auto Power Off™ Device
- Console Work Surface and Storage Compartment
- Emergency Power Disconnect
- Floor Pad, Soft Cushioned
- Heat Abatement System (DC Lift)
- Horn
- Hour Meter: Key Hours, Deadman Activated, Time Spent Lifting, Distance Traveled

#### PERFORMANCE >>

- Hydraulic Mast Staging (AC/AC only)
- High Speed Lift with Regenerative Lowering (Model 7520 only)
- A-Frame Suspension (patented)
- AC-Traction
- AC Lift System
- Inertial Dampener (above 272 in. E.H. on 3500 lb. trucks, above 270 in. E.H. on 4500 lb. trucks)
- Lift System Relief Valve
- Load Wheels, Floating Articulation Bolt-on
- Low Step Height
- Mast, Cushioned Stops
- Mast, High Efficiency
- Mast, Large Main Frame Channel
- Mast Lowering Deceleration
- Mast Lowering Flow Control
- Mast, Open View
- Mast Speed Variable Lift/Lower
- Mast Staging
- ODI with Selectable Display
- Overhead Guard
- Parking Brake, Automatic Engaging
- Pivot Bearing, 12.5 in. Diameter/Low Profile
- Bi-Directional
- Bolt-on, Ductile Iron Baselegs
- Brake, Electric

#### DESIGN AND MAINTENANCE >>

- OSHA and ANSI/ITSDF Compliance
- Active Maintenance
- Maintenance Minder™ Tool
- Advanced Ergonomic Design
- Energy Efficient Operation
- Owner and Operator Manuals
- Gauge, Battery State-of-Charge w/Lift Interrupt
- Polyurethane Drive Tire and Idler
- Power-up and Run Time Diagnostics real Time with Status/Fault Codes
- Proportional Plugging
- Reach/Retract Cushions
- Regenerative Braking
- Scissor Mechanism with Torsion Tube, Thrust, and Anti-Friction Rollers/Ball Bearings
- Sideshift, Integral type 2in., and Power Tilt
- Battery Compartment (16.12, 18.12, or 21.12 in. Usable)
- Steered Idler
- Steering, Hydrostatic (DC Lift) or Electronic (AC Lift)
- UL Type "E" Construction
- Weight Sensing
- Warranties, Asset Protection
  - Standard Warranty Coverage
  - Structural Extended Warranty



## MODEL 7500/7520 REACH-FORK TRUCK

### Features And Benefits

#### ECO-PERFORMANCE >>

- Energy efficiency for maximum economic and ecologic benefit
- Regenerative lowering creates power to increase battery power
- Uses 21% less energy than competing models
- ACR delivers 9% faster performance
- Batteries last longer reducing energy costs

#### PRODUCTIVITY >>

- High Speed Lift increase lift speeds by 50%
- Open view mast increases productivity
- ACR System delivers quick acceleration and industry-leading lift, and travel speeds
- Operators stay productive with intuitive ergonomics, precise control and smooth handling

#### STABILITY >>

- Steered idler prevents caster snap and provides full time traction and steering alignment
- Raymond's steer linkage provides full time traction and steering alignment
- A patented inertial dampener enhances stability
- Strong ductile iron baselegs ensure reliable load support

#### ERGONOMICS >>

- Enhanced ergonomics and intuitive controls increase operator comfort
- Patented open view mast enhances visibility
- Intuitive single-axis control handle is designed for comfort and simultaneous control
- Universal stance with low step height and operator lean points for bi-directional travel
- Secondary control handles assist in bi-directional travel for 360° visibility

#### MAINTAINABILITY >>

- ACR System™ provides on-board diagnostics and self-checking capability
- Torsion tube Anti-friction scissor designed with radial thrust bearings extend the life of the scissor mechanism
- Bolt-on wheel plates with floating articulation allow for easy load wheel replacement
- Lower operating costs and decreased downtime



## MODEL 7500/7520

### REACH-FORK TRUCK

- (1) Only **RAYMOND**, Electric Reach Truck, **Model 7500-R35TT**, 36-Volt, complete with Ergonomically Advanced Systems with Intellidrive and built to the following specifications:

Maximum Capacity: 3500# at 24" Load Center to 228" Fork Elevation	
Overall Collapsed Height of Mast	95"
Maximum Fork Elevation	211"
Maximum Overall Extended Height of Truck	247"
Free Lift	46"
Height to Top of Overhead Guard	93.4"
Truck Weight (without Battery)	5510#
Truck Head Length	56"
Fork Dimensions ITA Type (L x W x T)	42 x 4 x 1.50"
Fork Adjustment (OAW)	15-30"
Battery Compartment Width	16.12"
Carriage Height (Load Backrest)	36"
Grade Clearance	13%
Truck Underclearance	2"
Baseleg Opening	33"
Baseleg Overall Width	44"
Truck Mast OAW	31"
Drive Tire Soft Poly (1)	13.5" Dia. X 6" W
Steered Idler Tire, Hard (2)	8" Dia. X 4" W
Load Wheels Poly (4)	5" Dia. X 3.62" W
Gradability	7%
Turning Radius	72.8"
<b>PERFORMANCE CHARACTERISTICS (Subject to Floor Conditions)</b>	
Lift Speed Unloaded	100 fpm
Lift with Full Load	54 fpm

Speeds	Unloaded		Loaded	
Lower	95	fpm	100	fpm
Travel	8.0	mph	7.5	mph
Reach	3.5	Sec.	3.5	Sec.
Tilt	1.9	Sec.	2.2	Sec.

## MODEL 7500/7520 REACH-FORK TRUCK

Minimum Aisle Width for Right Angle Stacking 48" x 40" Loads with 4" of horizontal spacing between loads (add 6"-12" for easy maneuvering.)
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101"
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### OPTIONS NOT INCLUDED

### MAINTENANCE OPTIONS

- ❖ 7/40 Scheduled Maintenance Agreement (per interval) .....\$136.62
- Quarterly maintenance performed by factory-certified technicians at your facility
  - All recommended repairs are quoted to customer, and are performed at your discretion
  - Service interval can be lengthened, shortened, or cancelled at any time without any additional fees

### OPERATOR TRAINING

**Maximum 5 Operators & up to 3 product lines ..... \$750.00**  
-Including practical tests (Approx. 1 session)

**Maximum 10 operators & up to 3 product lines ..... \$1,150.00**  
-Including practical tests

-At your location

**-NOTE:** The sessions above do not include any "hand on" instructional training





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## MODEL 7500/7520 REACH-FORK TRUCK

<u>Base Price (1):</u>	<u>Price Each</u>	<u>Total</u>
<b><u>Model 7500 Reach @ Truck</u></b>	\$37,809.24	\$37,809.24
<b><u>Options (Included in Base Price):</u></b>		
Model 750-R35TT 95/211 16.12" Usable BC AC Lift		
Light Strobe Warning LED Red		
Control Handle Secondary		
Decal-Bilingual		
Standard Warranty Coverage		
Handling		
<b><u>Batteries &amp; Chargers:</u></b>		
Batteries - Deka 36 Volt Model 18-D125-13-6C79, includes	\$6,148.32	\$6,148.32
Blinky Water Light (1)		
Chargers - Deka Single Phase Model 750M1-18C (1) *please	\$2,095.51	\$2,095.51
note that the Purchaser is responsible for electrical hook		
up of the Charger		
<b><u>Total Price:</u></b>		<b>\$46,053.07</b>
<b><u>Optional Equipment:</u></b>		
Guard Rear Vertical Posts	\$563.01	\$563.01
<b><u>Total Price (including Optional Equipment)</u></b>		<b>\$46,490.06</b>

Johnston Equipment Ltd has recommended the installation of security posts to make a safer work environment. Optional equipment is available to enhance the safety/security of the equipment in the workplace. See the attached brochure for future information. Johnston Equipment offers drivers training; this is not constituted as a safety course

ACCEPTED BY BUYER:  
(Terms and Conditions apply)

NAME	_____	TITLE	_____
SIGNATURE	_____	PO#	_____

COMPANY NAME: Husky Oil Operations Ltd

ACCEPTED BY SELLER:  
(This Quotation shall become a contract only upon signature by the Sales Manager or Seller at its business offices.)

TITLE: \_\_\_\_\_  
(SIGNATURE OF THE AUTHORIZED OFFICER OR REPRESENTATIVE REQUIRED)

QUOTATION SUBMITTED BY: Richard Barry

**Terms:**

Payment Terms: Net 10 days  
Delivery: 13-15 weeks  
F.O.B.: Your site, Calgary AB  
All Taxes Extra  
Proposal/Quotation is valid for 30 days (subject to attached Terms and Conditions)  
You agree to the Terms and Conditions documented in this quotation.  
Cancellation Charges apply.

**RAYMOND**

## MODEL 7500/7520

### REACH-FORK TRUCK

#### Financial Considerations

Johnston Equipment's in-house leasing program allows us to offer you a single point of contact for both your material handling and equipment financing needs. We believe that meeting your financial needs and objectives are as important as satisfying your operational requirements as described herein.

Many organizations look to leasing capital investments to better manage cash flows, take advantage of potential income tax benefits and better manage their fixed assets. It is common for Companies to find that after conducting present value or after-tax cost analysis, leasing is often shown to be more cost effective and beneficial than the outright purchase of equipment.

As the exclusive Raymond lift truck supplier in Canada, Johnston Equipment is also able to offer our customers the highest residual or future value for Raymond products at the conclusion of the lease term. Johnston Equipment also administers our flexible leasing program in-house. This of course, translates into the lowest monthly payments possible.

Should you or your colleagues wish to discuss special terms or the advantages of leasing in more detail, please contact Mr. Shane Weistra, our National Leasing Sales Specialist, at 905-712-6006 ext. 52132 or at [shane.weistra@johnstonequipment.com](mailto:shane.weistra@johnstonequipment.com).

The following deferred payment options are offered to you based on the proposed equipment cost of:  
**\$46,053.07**

	Term (Months)	Monthly Lease Payment	Residual (%)	Residual (\$)
Option 1	60	\$911.67	0%	\$0.00
Option 2	36	\$1,421.80	0%	\$0.00

Please specify the desired leasing option \_\_\_\_\_

TITLE: \_\_\_\_\_

(SIGNATURE OF THE AUTHORIZED OFFICER OR REPRESENTATIVE REQUIRED )

Please note that the above rates are applicable when the last payment is received and upon final signing of the lease documents. Lease rates are subject to change based on current rates at time of delivery of the equipment. Lease payments must be remitted through pre-authorized bank withdrawals. All terms are subject to prior credit approval. All applicable taxes are extra.

**Terms and Conditions**

**ACCEPTANCE.** Buyer agrees to the terms, conditions and instruction as found on the face hereof. These terms and conditions constitute offer by Seller and may be accepted on the exact term set forth herein. Any inconsistent or additional terms in Buyer's purchase order or acknowledgement from are hereby expressly objected to, and in such event Buyer's purchase order or acknowledgement shall be deemed a rejection of this offer, and the terms expressed herein shall be restated as a counteroffer. Buyer's acceptance of any part of the item sold or installed hereunder shall be deemed an acceptance of all the term, conditions and instruction set forth herein. Note: This Proposal / Quotation is only valid for 30 days. After which this Proposal / Quotation shall be considered void and will be required to be reevaluated unless otherwise approved.

**TERMS OF PAYMENT.** The purchase price of each item shipped or installed is due 10 days from the date of invoice, unless a different due date is specific in a written document signed by a Seller.

**CANCELLATION CHARGES.** If for any reason it becomes necessary to cancel an order placed with and accepted by us, it can be canceled only with our consent and upon terms that will indemnify us against loss.

**DELAY.** The equipment quoted is subject to prior sale and to delays occasioned by strikes, accidents, fires, transportation, or other causes beyond our control.

**TITLE AND SHIPMENT.** Unless otherwise agreed to in writing all prices for items shipped to Buyer are F.O.B. shipped point, whether such items are shipped from Seller's facilities or directly from the manufacturer. Method and route of shipment are at Seller's or the manufacturer's discretion, unless Buyer supplies explicit written instructions. Buyer shall be solely responsible for all cost and expenses of shipment, including any insurance coverage which will only be purchased upon Buyer's request. Risk of loss and title of all items shipped shall pass to Buyer upon delivery to the carrier. Risk of loss and title of all items to be installed by Seller shall pass to Buyer upon completion of installation.

**TAXES.** The prices covered by Seller's quotations do not include any sales, use or any other Provincial, Federal or Foreign taxes. Any and all present and future taxes or other government charges upon the sale or installation of equipment covered hereby. Whether levied or assessed upon Buyer or Seller, including but not limited to sales, use or personal property taxes, shall be paid by Buyer shall reimburse Seller for any such taxes or charges paid by Seller.

**NONCONFORMITY.** Buyer shall immediately inspect all items shipped hereunder upon receipt of shipment or completion of installation, and in the event of any claims of nonconformity, shall provide Seller with immediate written notification, stating full particulars in support thereof.

**WARRANTIES.** Warranties for the items sold hereunder are limited to: (A) Those (if any) provided in writing for the benefits of Buyer by Seller's Supplier or the original manufacturer thereof, and (B) Those (if any) provided by Seller or Buyer's benefit in a separate written document prepared or signed by Seller. Other than as provided above, there are no warranties which extend beyond the description on the face of this agreement. The express warranties specified in this paragraph are given in lieu of any and all other warranties, and there are no other warranties, express or implied, including without limitation those of merchantability of fitness for a particular purpose or intended use, all of which warranties are hereby expressly excluded. Further, in no event shall Seller be liable for any consequential, incidental or special damages, or for any loss, injury or damage resulting in whole or in part from any act of God or any public or quasipublic authority, fire, theft, accident or any other cause or causes beyond the control of Seller.

**SELLER'S SECURITY INTEREST.** Buyer hereby grants Seller a security interest in the items purchased hereunder, as security for the full payment of the purchase price. If Seller so requests, Buyer will execute any financing statement of other documents and pay all related costs necessary to protect Seller's security interest against the rights of interests of the third parties. Buyer agrees that until the full purchase price is paid, the items: (a) will not be misused, abused, wasted or allowed to deteriorate; (b) will be insured against all risks to which they are exposed, including, but not limited to fire and theft; and (c) will not be sold, transferred or disposed of or be subjected to any third person, either voluntarily or involuntarily. In the event Buyer fails to comply with the terms hereof or to timely pay for the items sold hereunder as agreed, Seller shall have the right, in addition to all other rights granted by law or contained herein, to: (a) enter upon Buyer's premises to take possession of the items, or (b) require Buyer to make the items available to Seller for repossession at a place designated by Seller.

**PRICING.** Some or all of the products included in this bid are based on U.S. price lists. Prices quoted are for prompt acceptance and until approved and accepted by an officer of this company, are subject to revision. Prices are subject to change in the event of variation in duty, sales, and excise taxes, or of imposition of additional taxes or levies attributable to the equipment and change in foreign exchange rate.  
All applicable taxes are extra.





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## The Best Warranty In The Industry Just Got Better!!

Your newly ordered *Raymond*® 4000, 5000, 7000, 8000, 9600, 9700 Series trucks, EASi™ Reach trucks, and Walkie Stackers are warranted against defects in materials and workmanship for the period and/hours subject to the terms indicated below.

As an added bonus, when you enroll your newly ordered Raymond Unit into a G.N.Johnston Equipment Co Ltd. - 7/40 Maintenance Program, and the Agreement is signed within 45 days of delivery, you are eligible to receive Raymond's **Standard + Warranty**.

### **This warranty includes the following:**

Year One is covered by our **Standard** Raymond Warranty which provides fork-to-bumper protection on Non-Wearable components for one (1) year from the date of installation and on Wearable Components for four (4) months or 750 hours, whichever occurs first.

### **Wearable Components include but are not limited to:**

Wheels and Bearings - Light Bulbs - O-Ring Seals - Non Stationary Hoses and Cables - Oilite

Bearings and Bushings - Couplings (motor and pump), Horns and Alarms.

The **Standard + Warranty**, doubles the coverage in Years Two and Three.

It provides Powertrain protection on the following components for three (3) years from the date of installation or to 6,000 hours, whichever occurs first:

Vehicle Manager - Hydraulic Steer Actuator - Traction Power Amplifier - Drive Motor -

Lift Power Amplifier - Drive Unit Steer Motor Assembly -Undercarriage Components: Bell Crank, Pullrod, Wheel Fork (8000 Series Only).

Units enrolled in the Standard + Warranty must be maintained at a frequency recommended by Raymond and remain enrolled in this Maintenance Program with G.N. Johnston Equipment Co Ltd. for the full three (3) year period or the Standard + Warranty becomes null and void.

*Please refer to the Standard / Standard + Warranty Certificates for complete warranty details.*

☐ I would like to enroll my newly ordered Raymond Equipment into the Standard + Warranty Program

☐ I am not interested in enrolling my newly ordered Raymond Equipment into the Standard + Warranty Program

Customer Signature \_\_\_\_\_

Title \_\_\_\_\_

Customer Name (Printed) \_\_\_\_\_

Date \_\_\_\_\_

**RAYMOND**