CONTRACT AWARD NOTIFICATION

Title : Group 37002 - SNOWBLOWERS, SELF-PROPELLED, WALK BEHIND (Statewide)
Classification Code(s):  21

Award Number : 18779 (Replaces Award 02871)

Contract Period : August 1, 2004 - February 28, 2005

Bid Opening Date : March 25, 2004

Date of Issue : April 15, 2004

Specification Reference : As Incorporated In The Invitation for Bids

Contractor Information : Appears on Page 2 of this Award

Address Inquiries To:

<table>
<thead>
<tr>
<th>State Agencies &amp; Vendors</th>
<th>Political Subdivisions &amp; Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name</td>
<td>Beverly L. Moore</td>
</tr>
<tr>
<td>Title</td>
<td>Purchasing Officer I</td>
</tr>
<tr>
<td>Phone</td>
<td>518-474-3856</td>
</tr>
<tr>
<td>Fax</td>
<td>518-474-8676</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:Beverly.moore@ogs.state.ny.us">Beverly.moore@ogs.state.ny.us</a></td>
</tr>
<tr>
<td></td>
<td>Customer Services</td>
</tr>
<tr>
<td></td>
<td>Phone : 518-474-6717</td>
</tr>
<tr>
<td></td>
<td>Fax : 518-474-2437</td>
</tr>
<tr>
<td></td>
<td>E-mail : <a href="mailto:customer.services@ogs.state.ny.us">customer.services@ogs.state.ny.us</a></td>
</tr>
</tbody>
</table>

The Procurement Services Group values your input.

Description

This is a per item with multiple awards contract. The award is for various manufacturers of 5hp - 11hp self-propelled, two-stage, walk-behind snowblowers.

PR # 18779-T
### NOTE: See individual contract items to determine actual awardees.

<table>
<thead>
<tr>
<th>CONTRACT #</th>
<th>CONTRACTOR &amp; ADDRESS</th>
<th>TELEPHONE #</th>
<th>FED. IDENT. #</th>
</tr>
</thead>
<tbody>
<tr>
<td>PC61088</td>
<td>ARIENS COMPANY</td>
<td>888/927-4367</td>
<td>390135100</td>
</tr>
<tr>
<td></td>
<td>655 W. Ryan St.</td>
<td>920/756-4372</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Brillion, WI 54110-0157</td>
<td>Ms. Mary Johns</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Disc: 3% - 30 days</td>
<td>Fax: 920/756-2407</td>
<td></td>
</tr>
<tr>
<td></td>
<td>E-Mail: <a href="mailto:mjohns@ariens.com">mjohns@ariens.com</a></td>
<td>Website: <a href="http://www.ariens.com">www.ariens.com</a></td>
<td></td>
</tr>
<tr>
<td>PC61089</td>
<td>CARL'S MOWER SERVICE</td>
<td>800/611-8486</td>
<td>161457869</td>
</tr>
<tr>
<td>SB</td>
<td>6450 Pottery Rd.</td>
<td>315/487-5828</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Warners, NY 13164</td>
<td>Mr. Michael Harris</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Disc: 1% - 15 days</td>
<td>Fax: 315/487-6445</td>
<td></td>
</tr>
<tr>
<td></td>
<td>E-Mail: <a href="mailto:cms6450@twcny.rr.com">cms6450@twcny.rr.com</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PC61090</td>
<td>KIMBER'S INC.</td>
<td>800/627-1660</td>
<td>150584556</td>
</tr>
<tr>
<td>SB</td>
<td>115 N. Geddes Street</td>
<td>315/478-5761</td>
<td></td>
</tr>
<tr>
<td></td>
<td>PO Box 11727</td>
<td>Mr. Gary Bobbett</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Syracuse, NY 13218</td>
<td>Fax: 888/478-4926</td>
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<td></td>
<td></td>
<td>315/478-4926</td>
<td></td>
</tr>
<tr>
<td></td>
<td>E-mail: <a href="mailto:gbobbett@kimbersinc.com">gbobbett@kimbersinc.com</a></td>
<td>Website: <a href="http://www.kimbersinc.com">www.kimbersinc.com</a></td>
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</tr>
</tbody>
</table>

Cash Discount, If Shown, Should be Given Special Attention.

**INVOICES MUST BE SENT DIRECTLY TO THE ORDERING AGENCY FOR PAYMENT.**
*(See "Contract Payments" and "Electronic Payments" in this document.)*

AGENCIES SHOULD NOTIFY THE PROCUREMENT SERVICES GROUP PROMPTLY IF THE CONTRACTOR FAILS TO MEET DELIVERY OR OTHER TERMS OF THIS CONTRACT. PRODUCTS OR SERVICES WHICH DO NOT COMPLY WITH THE SPECIFICATIONS OR ARE OTHERWISE UNSATISFACTORY TO THE AGENCY SHOULD ALSO BE REPORTED TO THE PROCUREMENT SERVICES GROUP.

**SMALL, MINORITY AND WOMEN-OWNED BUSINESSES:**

The letters **SB** listed under the Contract Number indicate the contractor is a NYS small business. Additionally, the letters **MBE** and **WBE** indicate the contractor is a Minority-owned Business Enterprise and/or Woman-owned Business Enterprise.

**NOTE TO ALL CONTRACT USERS:**

The terms and conditions of the bid solicitation which apply to the award appear at the end of this document. We strongly advise all contract users to familiarize themselves with all terms and conditions before issuing a purchase order.

**PRICE:**

Price includes all customs duties and charges and is net, F.O.B. destination any point in New York State as designated by the ordering agency.

In addition, upon mutual agreement, delivery locations may be expanded per the "Extension of Use" clause.
SPECIAL ORDERING INSTRUCTIONS:

Ariens Company offers Electronic Access Ordering (EDI)

Agencies are encouraged to utilize EDI capabilities. Please contact the contractor for specific information regarding electronic ordering.

ACCEPTANCE OF NYS PROCUREMENT CARD:

<table>
<thead>
<tr>
<th>Contractor</th>
<th>Add'l Discount for Purchases made with Card</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ariens Company</td>
<td>No</td>
</tr>
<tr>
<td>Carl's Mower Service</td>
<td>Yes 1%</td>
</tr>
<tr>
<td>Kimber's Inc.</td>
<td>No N/A</td>
</tr>
</tbody>
</table>

Item No. 1

Snow blower, two-stage, 5 h.p., self-propelled, 24" swath, and as described below. $569.00 each

Year, Make and Model Number: 2004 Husqvarna 524 STE
Engine Make and Model Number: Tecumseh HSK50
Engine Horsepower Rating: 5 hp
Transmission Speed Ranges: 6 forward 2 reverse
Traction Drive Type: Friction Disc
Tire Type: Sno Hawg
Diameter of Tire: 13"
Snow blower Cutting Width (swath): 24 in.
Self-Propelled
No. of Stages: 2
Discharge/Rotation: 20 ft 210 deg.
Delivery: 7 Days A/R/O

CONTRACTOR, ITEM 1: CARL'S MOWER SERVICE
Item No. 1

Snow blower, two-stage, 6 h.p., self-propelled, 24” swath, and as described below. $569.25 each

Year, Make and Model Number: 2004 Ariens ST624E, #932039
Engine Make and Model Number: Tecumseh Sno King OHV-6
Engine Horsepower Rating: 6 hp
Transmission Speed Ranges: 6 forward 2 reverse
Traction Drive Type: Disc O Matic
Tire Type: Snow Hog
Diameter of Tire: 13”
Snow blower Cutting Width (swath): 24 in.
Self-Propelled
No. of Stages: 2
Discharge/Rotation: 35 ft. 190 deg.
Delivery: 30 Days A/R/O

CONTRACTOR, ITEM 1: ARIENS COMPANY

Item No. 1

Snow blower, two-stage, 5 h.p., self-propelled, 22” swath, and as described below. $649.95 each

Year, Make and Model Number: 2004 MTD Yard Machine 31A611D
Engine Make and Model Number: Tecumseh Sno King
Engine Horsepower Rating: 6 hp
Transmission Speed Ranges: 5 forward 2 reverse
Traction Drive Type: Friction Disc - Wheel Drive
Tire Type: Pneumatic - Sno Hog
Diameter of Tire: 13”
Snow blower Cutting Width (swath): 22 in.
Self-Propelled
No. of Stages: 2
Discharge/Rotation: 30 ft. 180 deg.
Delivery: 30 Days A/R/O

CONTRACTOR, ITEM 1: KIMBER'S INC.
**Item No. 2**

Snow blower, two-stage, 
9 h.p., self-propelled, 27” swath, and as described below.  

**Price**  
$975.00 each

Year, Make and Model Number:  2004 Husqvarna 9027STE  
Engine Make and Model Number:  Tecumseh Snow King OHV  
Engine Horsepower Rating:  9 hp  
Transmission Speed Ranges:  6 forward, 2 Reverse  
Traction Drive Type: Friction Disc  
Differential Lock Mechanism  
Electric Start  
Tire Type: Snow Hawg  
Diameter of Tire: 16”  
Snow blower Cutting Width (swath):  27 in.  
Self-Propelled  
No. of Stages:  2  
Discharge/Rotation:  20 ft.  210 deg.  
Delivery:  7 Days A/R/O

**CONTRACTOR, ITEM 2: CARL’S MOWER SERVICE**

Snow blower, two-stage, 
9 h.p., self-propelled, 26” swath, and as described below.  

**Price**  
$1,049.25 each

Year, Make and Model Number:  2004 Ariens ST926DLE, #924124  
Engine Make and Model Number:  Tecumseh OHV  
Engine Horsepower Rating:  9 hp  
Transmission Speed Ranges:  6 forward, 2 Reverse  
Traction Drive Type: Disc O Matic  
Differential Lock Mechanism  
Electric Start  
Tire Type: Snow Hog  
Diameter of Tire: 16”  
Snow blower Cutting Width (swath):  26 in.  
Self-Propelled  
No. of Stages:  2  
Discharge/Rotation:  50 ft.  220 deg.  
Delivery:  30 Days A/R/O

**CONTRACTOR, ITEM 2: ARIENS COMPANY**

(continued)
<table>
<thead>
<tr>
<th>Item No. 3</th>
<th>Unit</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Snow blower, two-stage, 10 h.p., self-propelled, 30” swath, and as described below.</td>
<td></td>
<td>$1,099.00</td>
</tr>
</tbody>
</table>

Year, Make and Model Number: 2004 MTD Yard Machine “GOLD” 31AH660H  
Engine Make and Model Number: Tecumseh Sno King  
Engine Horsepower Rating: 10 hp  
Transmission Speed Ranges: 6 forward 2 reverse  
Traction Drive Type: Wheel Drive  
Differential Lock Mechanism  
Electric Start  
Tire Type: Pneumatic  
Diameter of Tire: 16”  
Snow blower Cutting Width (swath): 30 in.  
Self-Propelled  
No. of Stages: 2  
Discharge/Rotation: 30 ft. 180 deg.  
Delivery: 30 Days A/R/O  

CONTRACTOR, ITEM 3: KIMBER’S INC. 

<table>
<thead>
<tr>
<th>Item No. 3</th>
<th>Unit</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Snow blower, two-stage, 11 h.p., self-propelled, 30” swath, and as described below.</td>
<td></td>
<td>$1,231.00</td>
</tr>
</tbody>
</table>

Year, Make and Model Number: 2004 Husqvarna 1130STE  
Engine Make and Model Number: Tecumseh Snow King  
Engine Horsepower Rating: 11 hp  
Transmission Speed Ranges: 6 forward 2 reverse  
Traction Drive Type: Friction Disc  
Differential Lock Mechanism  
Electric Start  
Tire Type: Snow Hawg  
Diameter of Tire: 16”  
Snow blower Cutting Width (swath): 30 in.  
Self-Propelled  
No. of Stages: 2  
Discharge/Rotation: 20 ft. 210 deg.  
Delivery: 7 Days A/R/O  

CONTRACTOR, ITEM 3: CARL’S MOWER SERVICE
REQUEST FOR CHANGE:

Any request by the agency or contractor regarding changes in any part of the contract must be made in writing to the Office of General Services, Procurement Services Group, prior to effectuation.

CONTRACT PAYMENTS:

Payments cannot be processed by State facilities until the contract products have been delivered in satisfactory condition or services have been satisfactorily performed. Payment will be based on any invoice used in the supplier’s normal course of business. However, such invoice must contain sufficient data including but not limited to contract number, description of product or service, quantity, unit and price per unit as well as federal identification number.

State facilities are required to forward properly completed vouchers to the Office of the State Comptroller for audit and payment. All facilities are urged to process every completed voucher expeditiously giving particular attention to those involving cash discounts for prompt payment.

If the contract terms indicate political subdivisions and others authorized by law are allowed to participate, those entities are required to make payments directly to the contractor. Prior to processing such payment, the contractor may be required to complete the ordering non-State agency’s own voucher form.


ELECTRONIC PAYMENTS:

The Office of the State Comptroller (OSC) offers an "electronic payment" option in lieu of issuing checks. Contact OSC to obtain an information packet at 518-474-4032 or e-mail to epunit@osc.state.ny.us or visit their website at www.osc.state.ny.us.

NOTE TO AGENCY:

When placing purchase orders against the contract(s) please forward the "Procurement Services Group Copy" of the purchase order to: Senior Mechanical Inspector - OGS Procurement Services Group, 37th Floor Tower Bldg., Empire State Plaza - Albany, NY 12242.

NON-STATE AGENCIES PARTICIPATION IN CENTRALIZED CONTRACTS:

New York State political subdivisions and others authorized by New York State law may participate in contracts. These include, but are not limited to local governments, public authorities, public school and fire districts, public and nonprofit libraries, and certain other nonpublic/nonprofit organizations. See "Participation in Centralized Contracts" in Appendix B, OGS General Specifications. For purchase orders issued by the Port Authority of New York and New Jersey (or any other authorized entity that may have delivery locations adjacent to New York State), the terms of the "Price" clause shall be modified to include delivery to locations adjacent to New York State.

Upon request, all eligible non-State agencies must furnish contractors with the proper tax exemption certificates and documentation certifying eligibility to use State contracts. A list of categories of eligible entities is available on the OGS web site (www.ogs.state.ny.us). Click on "For Government-Contracts and Purchasing," then "About Procurement," then "Non-State Agency Legal References." Questions regarding an organization’s eligibility to purchase from New York State Contracts may also be directed to OGS Procurement Services Group's Customer Services at 518-474-6717.

EXTENSION OF USE:

Any contract resulting from this bid solicitation may be extended to additional States or governmental jurisdictions upon mutual written agreement between New York State (the lead contracting State) and the contractor. Political subdivisions and other authorized entities within each participating State or governmental jurisdiction may also participate in any resultant contract if such State normally allows participation by such entities. New York State reserves the right to negotiate additional discounts based on any increased volume generated by such extensions.
DELIVERY:
   Delivery shall be expressed in number of calendar days required to make delivery after receipt of a
   purchase order.
   Product is required as soon as possible and guaranteed delivery may be considered in making award.
   Delivery shall be made in accordance with instructions on Purchase Order from each agency. If there is a
   discrepancy between the purchase order and what is listed on the contract, it is the contractor’s obligation to seek
   clarification from the ordering agency and, if applicable, from the Office of General Services, Procurement
   Services Group.

CONTRACT PERIOD AND RENEWALS:
   Prices are firm for the entire period of the contract. Price escalation will not be allowed and is specifically
   excluded from this contract award. Price decreases are permitted at any time.
   If mutually agreed between the Procurement Services Group and the contractor, the contract may be
   renewed under the same terms and conditions for additional period(s) not to exceed a total contract term of five
   (5) years.

SHORT TERM EXTENSION:
   In the event the replacement contract has not been issued, any contract let and awarded hereunder by the
   State, may be extended unilaterally by the State for an additional period of up to one month upon notice to the
   contractor with the same terms and conditions as the original contract including, but not limited to, quantities
   (prorated for such one month extension), prices, and delivery requirements. With the concurrence of the
   contractor, the extension may be for a period of up to three months in lieu of one month. However, this
   extension terminates should the replacement contract be issued in the interim.

CONTRACT MIGRATION:
   State Agencies or any other authorized user holding individual contracts with contractors under this
   centralized contract shall be able to migrate to this contract award with the same contractor, effective on the
   contract begin date (retroactively, if applicable). Migration by an agency or any other authorized user to the
   centralized contract shall not operate to diminish, alter or extinguish any right that the agency or other authorized
   user otherwise had under the terms and conditions of their original contract.

WARRANTIES:
   See "Warranties" in Appendix B, OGS General Specifications.
   Normal wear and tear items shall be warranted in accordance with manufacturer's standard warranty.
   Simultaneous with delivery, the contractor(s) shall furnish to the authorized user a complete instruction
   manual for the product supplied.

REPORT OF CONTRACT PURCHASES:
   Contractor shall furnish report of purchases made from contract the fifteenth of the month following the
   end of each six month period. The reports shall be in the following format:

<table>
<thead>
<tr>
<th>Item/ SubItem Number</th>
<th>Product or Service Description</th>
<th>Total Quantity Shipped</th>
<th>Total Value</th>
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</thead>
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</table>

The report is to be submitted to the Office of General Services, Procurement Services Group, Tower
Bldg., Empire State Plaza, Albany, NY 12242, to the attention of the individual shown on the front page of the
Contract Award Notification and shall reference the Group Number, the Invitation for Bids Number, Contract
Number, sales period, and contractor’s name.

(continued)
REPORT OF CONTRACT PURCHASES: (cont'd)
Additional related sales information, such as monthly reports, and/or detailed user purchases may be required and must be supplied upon request.
Failure to submit the required report may be cause for disqualification of contractor for future contracts.

EMERGENCY PURCHASING:
In the event that a disaster emergency is declared by Executive Order under Section 28 of Article 2-B of the Executive Law, or that the Commissioner determines pursuant to his/her authority under Section 163(10)(b) of the State Finance Law that an emergency exists requiring the prompt and immediate delivery of products or services, the Commissioner reserves the right to obtain such products or services from any source, including but not limited to this contract, as the Commissioner in his/her sole discretion determines will meet the needs of such emergency. Contractor shall not be entitled to any claim or lost profits for products or services procured from other sources pursuant to this paragraph.

"OGS OR LESS" GUIDELINES APPLY TO THIS CONTRACT:
Purchases of the products included in the Invitation For Bids and related Contract Award Notification are subject to the "OGS or Less" provisions of Section 163.3.a.v., Article XI, of the New York State Finance Law. This means that State agencies can purchase products from sources other than the contractor provided that such products are substantially similar in form, function or utility to the products herein and are:

1. lower in price
   -and/or-
2. available under terms which are more economically efficient to the State agency (e.g. delivery terms, warranty terms, etc.).

Agencies are reminded that they must provide the State contractor an opportunity to match the non-contract savings at least two business days prior to purchase. In addition, purchases made under "OGS or Less" flexibility must meet all requirements of law including, but not limited to, advertising in the New York State Contract Reporter, prior approval of the Comptroller’s Office and competitive bidding of requirements exceeding the discretionary bid limit. State agencies should refer to Procurement Council Bulletin "OGS or Less Purchases" for complete procedural and reporting requirements.

PACKING:
One complete unit, parts, tools (if standard) and technical publications shall be packed in manufacturer's standard shipping container to insure carrier acceptance and safe delivery to destination.

SAFETY:
Equipment covered under this specification shall meet with all Federal, State and Local safety requirements including noise level and pollution control standards as applicable under current regulations and standards in effect at the time of delivery.
State of New York  
Office of General Services  
PROCUREMENT SERVICES GROUP  
Contract Performance Report  

Please take a moment to let us know how this contract award has measured up to your expectations. If reporting on more than one contractor or product, please make copies as needed. This office will use the information to improve our contract award, where appropriate. Comments should include those of the product’s end user.

Contract No.: ___________________ Contractor: ___________________

Describe Product* Provided (Include Item No., if available): ____________________________________________________________

*Note: “Product” is defined as a deliverable under any Bid or Contract, which may include commodities (including printing), services and/or technology. The term “Product” includes Licensed Software.

<table>
<thead>
<tr>
<th>Excellent</th>
<th>Good</th>
<th>Acceptable</th>
<th>Unacceptable</th>
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</thead>
<tbody>
<tr>
<td>• Product meets your needs</td>
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<tr>
<td>• Product meets contract specifications</td>
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<td>• Pricing</td>
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CONTRACTOR

<table>
<thead>
<tr>
<th>Excellent</th>
<th>Good</th>
<th>Acceptable</th>
<th>Unacceptable</th>
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<tbody>
<tr>
<td>• Timeliness of delivery</td>
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<tr>
<td>• Completeness of order (fill rate)</td>
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<tr>
<td>• Responsiveness to inquiries</td>
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<tr>
<td>• Employee courtesy</td>
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<td></td>
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<tr>
<td>• Problem resolution</td>
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</table>

Comments: ____________________________________________________________

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________________________________________________________________________(over)

Agency: ___________________ Prepared by: ___________________

Address: ___________________ Title: ___________________

________________________________________ Date: ___________________

________________________________________ Phone: ___________________

________________________________________ E-mail: ___________________

Please detach or photocopy this form & return by FAX to 518/474-2437 or mail to:

OGS PROCUREMENT SERVICES GROUP  
Customer Services, Room 3711  
Corning 2nd Tower - Empire State Plaza  
Albany, New York 12242  
** ** ** **