

PROPOSAL

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**Altronex Control Systems**

A Division of L. W. Allen, LLC

*Excellence, By Design*

4633 Tompkins Drive  
Madison, WI 53716

Bernard Lenz  
La Crosse Water Utility  
800 East Avenue N.  
La Crosse WI 54601  
[lenzb@cityoflacrosse.org](mailto:lenzb@cityoflacrosse.org)

PROPOSAL ID: 18020621LMK-R2  
REFERENCE: SCADA System Upgrades  
LOCATION: La Crosse, WI - Water Utility  
BID DATE: February 16, 2018

TERMS: NET-30 DAYS PER ATTACHED TERMS AND CONDITIONS

FREIGHT IS F.O.B. ORIGIN – ALLOWED

ADDENDUM \_\_ ACKNOWLEDGED

PRICES DO NOT INCLUDE SALES OR USE TAXES

ITEM	QUAN	DESCRIPTION	TOTAL PRICE
A		<p>L.W. Allen and its Altronex Control Systems division are pleased to provide a quotation for the following services. The existing SCADA PLCs and operator interface panels are obsolete. No new parts are available. Altronex recommends the following upgrades to the following sites.</p> <ol style="list-style-type: none"> <li>1. Myrick Park – PLC and Wonderware Configuration</li> <li>2. Grandad Reservoir – PLC, Switch, PS</li> <li>3. Booster Station – PLC, Switch, PS, OIT</li> <li>4. Southeast Reservoir – PLC, Switch, PS, Wireless</li> <li>5. Well 13 – PLC, Switch, PS, OIT</li> <li>6. Well 14 – PLC, Switch, PS</li> <li>7. Well 15 – PLC, Switch, PS</li> <li>8. Well 16 – PLC, Switch, PS, OIT</li> <li>9. Well 17 – PLC, Switch, PS, OIT</li> <li>10. Well 19 – PLC, Switch, PS, OIT</li> <li>11. Well 20 – PLC, Switch, PS, OIT</li> <li>12. Well 21 – PLC, Switch, PS, OIT</li> <li>13. Well 22 – PLC, Switch, PS, OIT</li> <li>14. Well 23 – PLC, Switch, PS, OIT</li> <li>15. Well 24 – PLC, Switch, PS</li> <li>16. Well 25 – PLC, Switch, PS, OIT</li> <li>17. Well 26 – PLC, Switch, PS, OIT</li> </ol> <p>Notes and Clarifications:</p> <ol style="list-style-type: none"> <li>1. Part numbers for the Allen-Bradley equipment are broken out at the end of the proposal and are provided by the City.</li> <li>2. Each location has a new power supply, Ethernet cabling and wiring as needed.</li> <li>3. All well locations were quoted with the L30ER processor since the L24ER processor will not allow for any future expansion.</li> <li>4. Reservoir locations were quoted with L24ER processors since they will not require a great deal of future expansion.</li> <li>5. Existing I/O cards are re-used at all of the well locations and at Grandad reservoir. Myrick and the booster station have new IO cards.</li> </ol>	

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		<ol style="list-style-type: none"> <li>6. Lightly Managed switches were spec'd for all locations.</li> <li>7. The Southeast Reservoir was added to proposal to make similar to the Grandad reservoir. We have included costs to add an additional cellular modem to the South East reservoir and remove the radio link between the booster station and repeater. The customer has the option for the same cost to add a radio link from the Grandad Reservoir to Myrick Park and re-use the Grandad cellular modem at the SE reservoir.</li> </ol>	
	1	<p>MYRICK PARK MTU</p> <ol style="list-style-type: none"> <li>1. CompactLogix PLC Equipment               <ol style="list-style-type: none"> <li>a. 1769-L33ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IA16 AC Input</li> <li>d. 1769-IQ16 DC Input</li> <li>e. 1769-OW16 Relay Output</li> <li>f. 1769-IF4 Analog Input</li> <li>g. 1769-OF4 Analog Output</li> <li>h. 1769-ECR I/O End Cap</li> </ol> </li> <li>2. PLC Configuration – Rewrite, not conversion</li> <li>3. Wonderware I/O retagging for new I/O structure</li> <li>4. CAD Drawings</li> <li>5. Installation, startup and training</li> </ol>	
	1	<p>GRANDAD RESERVOIR</p> <ol style="list-style-type: none"> <li>1. CompactLogix PLC Equipment               <ol style="list-style-type: none"> <li>a. 1769-L24ER-QBIB</li> </ol> </li> <li>2. Lightly Managed switch, Ethernet cables</li> <li>3. DC Power Supply</li> <li>4. PLC Configuration – Rewrite, not conversion</li> <li>5. CAD Drawings</li> <li>6. Installation, startup and training</li> </ol>	
	1	<p>SOUTHEAST RESERVOIR</p> <ol style="list-style-type: none"> <li>1. CompactLogix PLC Equipment               <ol style="list-style-type: none"> <li>a. 1769-L24ER-QBIB</li> </ol> </li> <li>2. Lightly Managed switch, Ethernet cables</li> <li>3. DC Power Supply</li> <li>4. PLC Configuration – Rewrite, not conversion</li> <li>5. CAD Drawings</li> <li>6. Installation, startup and training</li> </ol>	
	1	<p>BOOSTER STATION</p> <ol style="list-style-type: none"> <li>1. CompactLogix PLC Equipment               <ol style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. (2) 1769-IA16 DC Input</li> <li>d. 1769-OW16 Relay Output</li> <li>e. 1769-IF4</li> </ol> </li> <li>2. 2711P-T7C22D9P Panelview Plus 7 and adapter plate</li> <li>3. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>4. DC Power Supply</li> <li>5. PLC &amp; OIT Configuration – Rewrite, not conversion</li> <li>6. CAD Drawings</li> <li>7. Installation, startup and training</li> </ol>	
	1	<p>WELL 13 (VFD SITE)</p> <ol style="list-style-type: none"> <li>1. CompactLogix PLC Equipment               <ol style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> </ol> </li> </ol>	

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		<ul style="list-style-type: none"> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> <ul style="list-style-type: none"> <li>2. 2711P-T7C22D9P Panelview Plus 7 and adapter plate</li> <li>3. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>4. DC Power Supply</li> <li>5. PLC &amp; OIT Configuration – Rewrite, not conversion</li> <li>6. CAD Drawings</li> <li>7. Installation, startup and training</li> </ul>	
	1	<p>WELL 14</p> <ul style="list-style-type: none"> <li>1. CompactLogix PLC Equipment <ul style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> </li> <li>2. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>3. DC Power Supply</li> <li>4. PLC Configuration – Rewrite, not conversion</li> <li>5. CAD Drawings</li> <li>6. Installation, startup and training</li> </ul>	
	1	<p>WELL 15</p> <ul style="list-style-type: none"> <li>1. CompactLogix PLC Equipment <ul style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> </li> <li>2. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>3. DC Power Supply</li> <li>4. PLC Configuration – Rewrite, not conversion</li> <li>5. CAD Drawings</li> <li>6. Installation, startup and training</li> </ul>	
	1	<p>WELL 16 (VFD SITE)</p> <ul style="list-style-type: none"> <li>1. CompactLogix PLC Equipment <ul style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> </li> <li>2. 2711P-T7C22D9P Panelview Plus 7 and adapter plate</li> <li>3. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>4. DC Power Supply</li> <li>5. PLC &amp; OIT Configuration – Rewrite, not conversion</li> <li>6. CAD Drawings</li> <li>7. Installation, startup and training</li> </ul>	
	1	<p>WELL 17 (VFD SITE)</p> <ul style="list-style-type: none"> <li>1. CompactLogix PLC Equipment <ul style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> </li> <li>2. 2711P-T7C22D9P Panelview Plus 7 and adapter plate</li> <li>3. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>4. DC Power Supply</li> <li>5. PLC &amp; OIT Configuration – Rewrite, not conversion</li> </ul>	

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	1	WELL 19 (VFD SITE) <ul style="list-style-type: none"> <li>1. CompactLogix PLC Equipment               <ul style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> </li> <li>2. 2711P-T7C22D9P Panelview Plus 7 and adapter plate</li> <li>3. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>4. DC Power Supply</li> <li>5. PLC &amp; OIT Configuration – Rewrite, not conversion</li> <li>6. CAD Drawings</li> <li>7. Installation, startup and training</li> </ul>	
	1	WELL 20 (VFD SITE) <ul style="list-style-type: none"> <li>1. CompactLogix PLC Equipment               <ul style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> </li> <li>2. 2711P-T7C22D9P Panelview Plus 7 and adapter plate</li> <li>3. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>4. DC Power Supply</li> <li>5. PLC &amp; OIT Configuration – Rewrite, not conversion</li> <li>6. CAD Drawings</li> <li>7. Installation, startup and training</li> </ul>	
	1	WELL 21 (VFD SITE) <ul style="list-style-type: none"> <li>1. CompactLogix PLC Equipment               <ul style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> </li> <li>2. 2711P-T7C22D9P Panelview Plus 7 and adapter plate</li> <li>3. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>4. DC Power Supply</li> <li>5. PLC &amp; OIT Configuration – Rewrite, not conversion</li> <li>6. CAD Drawings</li> <li>7. Installation, startup and training</li> </ul>	
	1	WELL 22 (VFD SITE) <ul style="list-style-type: none"> <li>1. CompactLogix PLC Equipment               <ul style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> </li> <li>2. 2711P-T7C22D9P Panelview Plus 7 and adapter plate</li> <li>3. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>4. DC Power Supply</li> <li>5. PLC &amp; OIT Configuration – Rewrite, not conversion</li> <li>6. CAD Drawings</li> <li>7. Installation, startup and training</li> </ul>	
	1	WELL 23 (VFD SITE) <ul style="list-style-type: none"> <li>1. CompactLogix PLC Equipment               <ul style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> </ul> </li> </ul>	

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		<ul style="list-style-type: none"> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> <ul style="list-style-type: none"> <li>2. 2711P-T7C22D9P Panelview Plus 7 and adapter plate</li> <li>3. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>4. DC Power Supply</li> <li>5. PLC &amp; OIT Configuration – Rewrite, not conversion</li> <li>6. CAD Drawings</li> <li>7. Installation, startup and training</li> </ul>	
	1	<p>WELL 24</p> <ul style="list-style-type: none"> <li>1. CompactLogix PLC Equipment <ul style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> </li> <li>2. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>3. DC Power Supply</li> <li>4. PLC Configuration – Rewrite, not conversion</li> <li>5. CAD Drawings</li> <li>6. Installation, startup and training</li> </ul>	
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	1	<p>WELL 26 (VFD SITE)</p> <ul style="list-style-type: none"> <li>1. CompactLogix PLC Equipment <ul style="list-style-type: none"> <li>a. 1769-L30ER Processor</li> <li>b. 1769-PA4 Power Supply</li> <li>c. 1769-IQ16 DC Input</li> <li>d. 1769-OW8I Relay Output</li> </ul> </li> <li>2. 2711P-T7C22D9P Panelview Plus 7 and adapter plate</li> <li>3. 1783-US5T Lightly Managed switch, Ethernet cables</li> <li>4. DC Power Supply</li> <li>5. PLC &amp; OIT Configuration – Rewrite, not conversion</li> <li>6. CAD Drawings</li> <li>7. Installation, startup and training</li> </ul>	
	**	<p>ALTRONEX PROFESSIONAL SERVICES</p> <ul style="list-style-type: none"> <li>1. Engineering Service</li> <li>2. Coordination Meetings</li> <li>3. CAD Drawings</li> <li>4. PLC, OIT and HMI Configuration Services. PLC programs are fully re-written using the power of the automation controller. These are not simply converted. Operator interface terminals are fully re-written and not simply imported and converted.</li> </ul>	

ITEM	QUAN	DESCRIPTION	TOTAL PRICE																																										
		5. Ethernet network configuration for VFDs, PLCs, OITs, Power Monitors, ETC at each location. 6. All Allen-Bradley hardware is provided and warranted by the City of La Crosse for Altronex installation. 7. Installation and startup 8. Training																																											
		<b>ALL ALLEN BRADLEY HARDWARE PROVIDED BY CITY</b>																																											
		<table border="1"> <thead> <tr> <th>Quantity</th> <th>Part Number</th> <th>Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>1769-L33ER</td> <td>Processor 16 IO</td> </tr> <tr> <td>14</td> <td>1769-L30ER</td> <td>Processor 8 IO</td> </tr> <tr> <td>1</td> <td>1769-L24ER-QB1B</td> <td>Processor 4 IO</td> </tr> <tr> <td>15</td> <td>1769-PA4</td> <td>Large PS</td> </tr> <tr> <td>3</td> <td>1769-IA16</td> <td>Input AC</td> </tr> <tr> <td>14</td> <td>1769-IQ16</td> <td>Input DC</td> </tr> <tr> <td>13</td> <td>1769-OW8I</td> <td>Relay Out Isolated</td> </tr> <tr> <td>2</td> <td>1769-OW16</td> <td>Relay Output</td> </tr> <tr> <td>2</td> <td>1769-IF4</td> <td>Analog Input</td> </tr> <tr> <td>1</td> <td>1769-OF4</td> <td>Analog Output</td> </tr> <tr> <td>16</td> <td>1783-LMS5</td> <td>Light Managed 5 port Switch</td> </tr> <tr> <td>1</td> <td>1769-ECR</td> <td>IO End Cap</td> </tr> <tr> <td>11</td> <td>2711P-T7C22D9P</td> <td>Panelview Plus 7"</td> </tr> </tbody> </table>	Quantity	Part Number	Description	1	1769-L33ER	Processor 16 IO	14	1769-L30ER	Processor 8 IO	1	1769-L24ER-QB1B	Processor 4 IO	15	1769-PA4	Large PS	3	1769-IA16	Input AC	14	1769-IQ16	Input DC	13	1769-OW8I	Relay Out Isolated	2	1769-OW16	Relay Output	2	1769-IF4	Analog Input	1	1769-OF4	Analog Output	16	1783-LMS5	Light Managed 5 port Switch	1	1769-ECR	IO End Cap	11	2711P-T7C22D9P	Panelview Plus 7"	
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<b>TOTAL PRICE ITEM A (Altronex Professional Services) .....</b>			<b>\$126,707</b>																																										

ACCEPTED THIS \_\_\_\_\_ DAY OF \_\_\_\_\_, 20\_\_\_\_

PRICE FIRM FOR 30 DAYS

\_\_\_\_\_  
NAME OF PURCHASER

SUBMITTED THIS:

February 16, 2018

BY: \_\_\_\_\_

NAME & TITLE

L.W. ALLEN, INC.-BY:



Mark Kane

### Terms and Conditions

**Controlling Provisions:** These terms and conditions shall supersede any provisions, terms, and conditions contained on any purchase order or other written form Buyer may use or provide (whether received by Seller prior or subsequent to date hereof), and the rights of the parties shall be governed exclusively by the provisions, terms, and conditions hereof.

**Quotations and Acceptance:** Acceptance of a quotation, whether by a separate purchase order or by other means, shall constitute an acknowledgment and approval of the quotation as written and an acceptance of the Terms and Conditions hereof. Written quotations shall expire on the date specified in the quotation or, in the absence of such specification, thirty calendar days from the date issued. Seller may, by written notice, terminate a quotation at any time prior to acceptance. Any purchase order received after expiration of a quotation, which Seller honors, shall be subject to all of the Terms and Conditions hereof.

**Submittal Drawings:** Submittal of drawings for approval, if required, will be made after receipt of complete information from buyer. The quantity of the submittal drawings will be as specified in the contract documents. Additional sets will be supplied at \$150.00 per set. Return to Seller of one (1), final approved drawing constitutes notice to Seller to proceed with manufacturer. If this order is conditioned upon "engineer approval" Seller requires written notification from buyer in the form of approved submittal data.

**Force Majeure:** Seller shall not be liable for failure to deliver or perform, for any delay in the performance of orders or contracts, or in the delivery of shipment of goods, or for any damages suffered by the buyer due to such delay or failure, when the delay or failure is, directly or indirectly, caused by or arises from delays of suppliers or carriers or any other cause beyond Seller's control.

**Prices and Taxes:** All prices are F.O.B. factory unless expressly stated otherwise. Prices do not include sales, excise, municipal, state or other governmental taxes. Buyer shall be responsible for all taxes.

**Credit Approval:** The credit terms specified on the face hereof are subject to Seller's continuing approval of Buyer's credit. Seller may withdraw the extension of credit and require modified payment terms if, in Seller's sole judgment, Buyer's credit or financial standing is impaired to the point where Seller in good faith deems itself insecure.

**Delivery:** Unless otherwise specified in this quotation, delivery will be F.O.B. Seller's point of shipment. Buyer will accept delivery within twenty (20) days after Seller notifies Buyer that the equipment is ready for shipment. If Buyer does not furnish exact shipping instructions within ten (10) days after acceptance of this proposal, Seller will select, at its discretion, the means and terms of shipment. Seller will not be liable for any loss resulting from such selection. The time of delivery is an estimate only, and Seller may change such time if it does not receive the information and approvals necessary to proceed with the manufacture of equipment.

**Title, Risk of Loss, Inspection of Equipment:** Title and risk of loss to the equipment shall pass to Buyer upon delivery of the equipment to the carrier. Buyer shall immediately inspect equipment upon receipt and any damage must be noted on the carrier's bill of lading at time of receipt. Seller is not liable for any shortages or nonconformance unless notified by Buyer within 10 days of Buyer's receipt of the equipment. Buyer will make all claims for loss or damage in transit against the carrier.

**Changes, Cancellations, Returns:** All changes, cancellations, or returns must have Seller's prior written approval and are conditional on compliance with manufacturer's cancellation/return policies and subject to restocking fees and service charges. Authorized returned equipment must be packaged and shipped prepaid to manufacturer.

**Payment:** Unless the Seller extends alternative credit terms, 90% of the total purchase price is due net 30 days after delivery of equipment (but in all cases prior to field service start-up, if earlier) and the remaining 10% is due upon start-up of equipment by Seller's field technician, but in no event more than 90 days after shipment of equipment. Any balance owed by Buyer after the due date is subject to a 1.5% per month delinquency charge until paid. **FIELD START-UP SERVICE CANNOT BE AUTHORIZED WITHOUT RECEIPT OF PAYMENT IN THE AMOUNT OF 90% OF THE TOTAL PURCHASE PRICE.** If no start-up is required, 100% payment is due net 30 days from invoice date. **BUYER'S PAYMENT OBLIGATION IS IN NO WAY CONTINGENT UPON BUYER'S RECEIPT OF PAYMENT FROM ANY OTHER PARTY.**

**Indemnification and Default:** In addition to all other amounts due hereunder, buyer shall reimburse Seller in full for all collection costs or changes, including reasonable attorney fees, which Seller may incur in the collection of past due amounts from buyer, including interest on overdue accounts. If buyer is in default under this or any other agreement with Seller, Seller may defer performance hereunder until such default is cured. Seller shall have no obligation to provide factory startup assistance and/or factory training until all invoices (including retentions) for equipment have been paid in full.

**Security Interest:** Seller shall retain a security interest in the equipment until the full purchase price has been paid. Buyer's failure to pay any amounts due shall give Seller the right to possession and removal of the equipment after providing ten (10) days written notice. Seller's taking of such possession shall be without prejudice to any other remedies Seller may have.

**Warranty and Liability:** Buyer shall have such warranty rights, and only such warranty rights, as may be extended by the manufacturer of the product. The terms and conditions of any such warranty rights are set forth in the Manufacturer's Operation/Maintenance Manual which accompanies each product. Seller does not otherwise offer any guaranty or warranty for the product. Seller disclaims any and all warranties; express or implied, including the warranties of merchantability and fitness, except as may be set forth in the terms and conditions of sale in this Agreement or in any express written warranty which seller may have otherwise extended to Buyer for the product.

Seller shall not be liable for any damages, charges for labor, or expense in making repairs or adjustments to the product without prior written approval of Seller. Seller shall not be liable for any damages or charges sustained in the adaptation or use of its engineering data or service by Buyer or any third party. Seller shall not be liable for startup or any other field work performed by personnel other than authorized representatives of Seller unless expressly approved in writing in advance by Seller. Seller shall in no event be liable for any consequential, incidental or liquidated damages or penalties. Seller's liability under this Agreement shall in no event exceed the lesser of: (i) the cost of remedying any defect or deficiency in the performance of Seller hereunder; or (ii) the purchase price of the product in respect of which the claim is made.

**Operation/Maintenance Manuals:** Buyer's installation, maintenance and operation manuals will be furnished in the number of copies specified at the time of quotation in contract documents. If none specified, one will be provided at no added cost, with additional copies at \$150.00 each.

