



## John Harder & Company

6651 Salzman Industrial Court  
St. Louis, MO 63133  
Phone: (314) 381-0050

### TERMS - IMPORTANT - PLEASE READ

1. Quotation is valid for seven days.
2. Quotation number must appear on all purchase orders.
3. JHC payment terms are Net 10 Days.
4. A 30% partial payment will be invoiced upon receipt of purchase orders over \$5,000.
5. Lead Time Terms: Lead times are completion estimates for custom-designed and fabricated products.
  - a. Lead time estimates are shipping dates from JHC and begin when the following conditions are met: Your purchase order is received and a signed approval drawing (when applicable) is received by JHC. Note: written specifications (such as email) can be substituted for an approval drawing when agreed upon by both parties.
  - b. Lead time is subject to change based on raw material availability at the time the customer approves the design.
  - c. Lead time stated is a minimum estimate, starts from the date defined in section 5.a, and assumes any required truck, carriage, or components supplied by the dealer/customer arrive at JHC at least six weeks before the estimated ship date. Lead time will be extended by the same number of days the required customer-supplied components are received past this window. If we receive the required truck, carriage, or components after our original quoted lead time date, assume a 6-8 weeks turnaround time unless stated otherwise. Your JHC sales representative may quote alternate deliveries depending on the project scope.
6. Standard paint for attachments is dark gray, yellow, or gray primer unless quoted otherwise (factory matching paint is available, ask your salesperson to provide a quote).
7. Freight inbound and outbound to JHC factory
  - a. All dealer/factory-supplied items shipped to the JHC factory shall be prepaid (unless otherwise agreed) and must include a packing slip with the following information:
    - i. A detailed list of the items contained within the shipment
    - ii. Your purchase order number to JHC
    - iii. The JHC quote number or the JHC work order (WO) associated with the shipment
    - iv. JHC return authorization number (RA number)
  - b. Shipments without an identifying number will not be processed as received and may be rejected.
  - c. All outbound freight will ship FOB - JHC Factory St. Louis collect or third-party bill. Please show the shipping address and preferred carrier on your purchase order. If using a third-party bill, please provide the billing address. For special arrangements, call (314) 381-0050 (ask for Logistics).
8. The net or list price stated on this quotation does not include any applicable sales tax, export taxes, or duties (unless listed otherwise). Please send copies of federal and or state tax exemption certificates.
9. Changes to the scope or quoted truck specifications/unit dimensions may require an updated quote/new pricing.
10. NOTE: Per ANSI / ITSD F B56.1: Any clamping attachment requires two distinct motions or operations by the operator to open the clamp. This option is not included in our quote (unless stated otherwise).
11. Auxiliary hydraulic pressure supply to the attachment should not exceed 2250 P.S.I. (155 bar) unless quoted otherwise. Please check the truck specifications.
12. Custom/Special order products canceled after receipt of a purchase order may be non-returnable or subject to labor and material expenses, including any freight costs, incurred to the date of cancellation.
13. The storage fee is \$5 per day for dealer/customer items left at the JHC factory for longer than 30 days. The 30-day time clock begins after the customer is notified the shipment is ready, or after a quote has been issued in association with dealer/customer item(s).