



**PIERCE INSTALLATION ASSISTANCE: TRAVEL EXPENSES**

Pierce offers remote installation assistance (traditionally performed at dealer locations) for certain products. This service is intended to reduce the overall cost of the conversion by minimizing equipment transportation costs. By sending the Pierce products, as well as Pierce technician(s), directly to the dealer/customer location, we are able to provide a factory certified installation while avoiding the expense of hauling the machine to/from Pierce's factory.

The tables below illustrate Pierce's scope of supply for a given product, as well as the dealer's supply requirements. It is recommended that this is reviewed with the dealer's Service Manager in order to apply the appropriate budgeted dealer installation expenses.

The required dealer labor (shown on your proposal) are estimates only and intended to allow the dealer's Service Department to allocate the necessary required dealer labor costs toward the installation. Estimates are based on historical data, however not all dealer shops are the same. Because of this, Pierce is not responsible for any dealer cost overruns, special customer requirements that may cause an extended installation duration or increased expenses (i.e. underground mine access, union constraints, required training, etc.), or additional/excessive dealer laborers assigned/allocated to the job, should they occur.

Installations are required to be performed inside of a suitable shop equipped with overhead crane(s), compressed air, etc.

For partial or complete assembly performed outdoors, dealer is required to supply adequate protection from the environment, as well as appropriate outdoor lifting devices at dealer's expense. If not, additional charges may apply.

A combination of a Widened Undercarriage and Hydraulic Elevating Cab Riser requires (2) Pierce technicians to assist dealer installation, unless agreed upon by Pierce & dealer.

All fees associated with Pierce tech(s) gaining access onto customer site are dealer responsibility (i.e. training, certification, safety course, extraordinary PPE requirements, etc.).

Installation schedule will be determined and confirmed by Pierce. In the event the installation gets underway prior to Pierce technician's scheduled arrival, no dealer labor will be refunded. This 'early start' will be deemed a dealer choice to begin without Pierce involvement.

In the case an installation extends into/over a weekend, Pierce requests access to continue work during these traditional days off.

Installation days are expected to be a minimum of 10-12 hours/day. In the event Pierce is limited to work only 8 hours/day, then additional charges may apply.

In the case the dealer causes the installation to extend for a longer than planned duration for any reason (ie incorrect machine configuration, incorrect or missing dealer-supplied parts & equipment, machine availability, etc) a purchase order must be provided to Pierce for the additional day(s) required at the following rates.

	WEEKDAY	SATURDAY	SUNDAY/HOLIDAY
DEALER-CAUSED DELAY	\$1,550/TECHNICIAN	\$2,325/TECHNICIAN	\$3,100/TECHNICIAN

NOTE: This charge covers travel expenses, as well as labor for the additional day(s) required.

In the case of an installation outside of traditional regions served by Pierce, additional expenses will be applied to Pierce's standard rates. Contact Pierce for details. Examples include (but not limited to):

- Alaska & Hawaii
- Select Canadian Provinces (i.e. Yukon, NW Territories, Nunavut, Manitoba, New Brunswick, PEI, Newfoundland & Labrador, Nova Scotia, etc.)
- International countries (outside US & Canada)

In case travel expenses (ie hotel charges, excessive travel, etc) are higher than average in the dealers area, then additional charges may apply.

Prices are shown in US Dollars.

Rates subject to change without notice.

**Pierce Pacific Manufacturing, Inc.**

Portland, Oregon  
Toll Free: 800.760.3270  
www.piercepacific.com