



Specialized Purchasing Consultants

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www.spccopypro.com

2013-14 Annual Report
Year - End Photocopier Analysis

With projected costs for 2014-15

Grant Geisler
SU 13 Chittenden Central
51 Park Street
Essex Junction, VT 05452



Specialized Purchasing Consultants Corp.
Serving Maine & New Hampshire since 1988

September 2014

Skip Tilton
President

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Grant Geisler
SU 13 Chittenden Central
51 Park Street
Essex Junction, VT 05452

Dear Grant:

VISIT US ON THE WEB:
www.spccopypro.com

Our staff at SPC would like to extend their gratitude for allowing us to provide beneficial services to you and your organization for the past *8 years*. Over the last two years, SPC has made major improvements to your services without increasing our cost to you. We hope you have experienced and enjoyed the benefits.

Since our inception in 1988, we have always strived to maximize your savings while improving productivity and reliability. As a major part of our services, **SPC STAR Doc.** * which was designed to predict both your year-end cost as well as set up your next year's budget as soon as January 1st, is fully functional. New features include...

- Mapped devices show a before and after Upgrade floor plan
- Devices not reporting are now factored into your budget so that you have a more accurate forecast
- Non-contracted devices are now flagged with potential cost savings

*Feel free to ask for a more detailed explanation

New to this year's Annual Report is a section for warranty replacements and equipment complaints that have taken place during the previous year. This will flag problem locations that may or may not need to be eventually upgraded. As always, the overview of your equipment usage and status for the past fiscal year is included. Recommendations are provided to address potential problem areas to avoid needless down time and improve equipment reliability for years to come.

Thank you again for allowing SPC the opportunity to be of service. We look forward to our personal presentation of this year's annual report.

Sincerely,

Skip Tilton
President

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The SPC Team...

would like to personally thank you for your continued trust and confidence!



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Paul Garozzo

General Manager

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this goal. In addition, I will be utilizing our new SPC STAR Doc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

Glen Fortier

Auditor, Electronic Specialist & Equipment Implementation

With 24 years of experience in the electrical field, I look forward to continually meeting and helping all of you with your reprographic needs. It is my sincere commitment to ensure all machine changes are as smooth as possible.



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

It is a great pleasure for me to join the SPC team. One of my responsibilities involves creating detailed maps of your copiers and printers and will be assisting the team in monitoring all of your equipment. My background as a Network Technician and my experience in Customer Service will allow me to give our clients the level of service that they have come to expect from SPC. It is my personal goal to aid in fulfilling each and every promise made to our valued clients.



The SPC Team Continued....



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



Pam Weed

Client-Vendor Relations

SPC's clients are my Number One priority. When you have a question, concern, need, or problem related to equipment, service or billing, I am available to assist you in getting it resolved promptly. I am pleased to be able to act as liaison between our clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event. Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



Charles Baca

Operational Support

I feel privileged to join SPC and honored that I am able to work with such an amazing team. I'm here to help make sure that the SPC headquarters runs as smoothly as possible. That includes technical issues and networking matters. I also make sure that all of our clients' data are up to date and as accurate as possible. I love working at SPC because it's a challenging work environment committed to their clients.

Equipment Health Status

Total Number of Machines:	43
Total Black Photocopiers	31
Total Color Photocopiers (including MFP)	11
Total Black Network Printers	0
Total Color Network Printers	0
Total Removed from Service:	1
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	13
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	10
Commencement Date:	8/1/2014
# of Annual Payments Left on Lease	0
All Warranties and Service Contracts Expire:	8/1/2015
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Grant

As you know you now need to go through with an upgrade since your warranties and service will be expiring in 8-1-2015. Also, you will now have the low end printers under control replacing multiple contracts into the same simplified billing program and Muni lease. All of this will save the district a substantial amount of money while improving your entire fleet of printing devices.

Skip

Aging Equipment Summary

The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need to be considered to see if they are due for replacement soon.

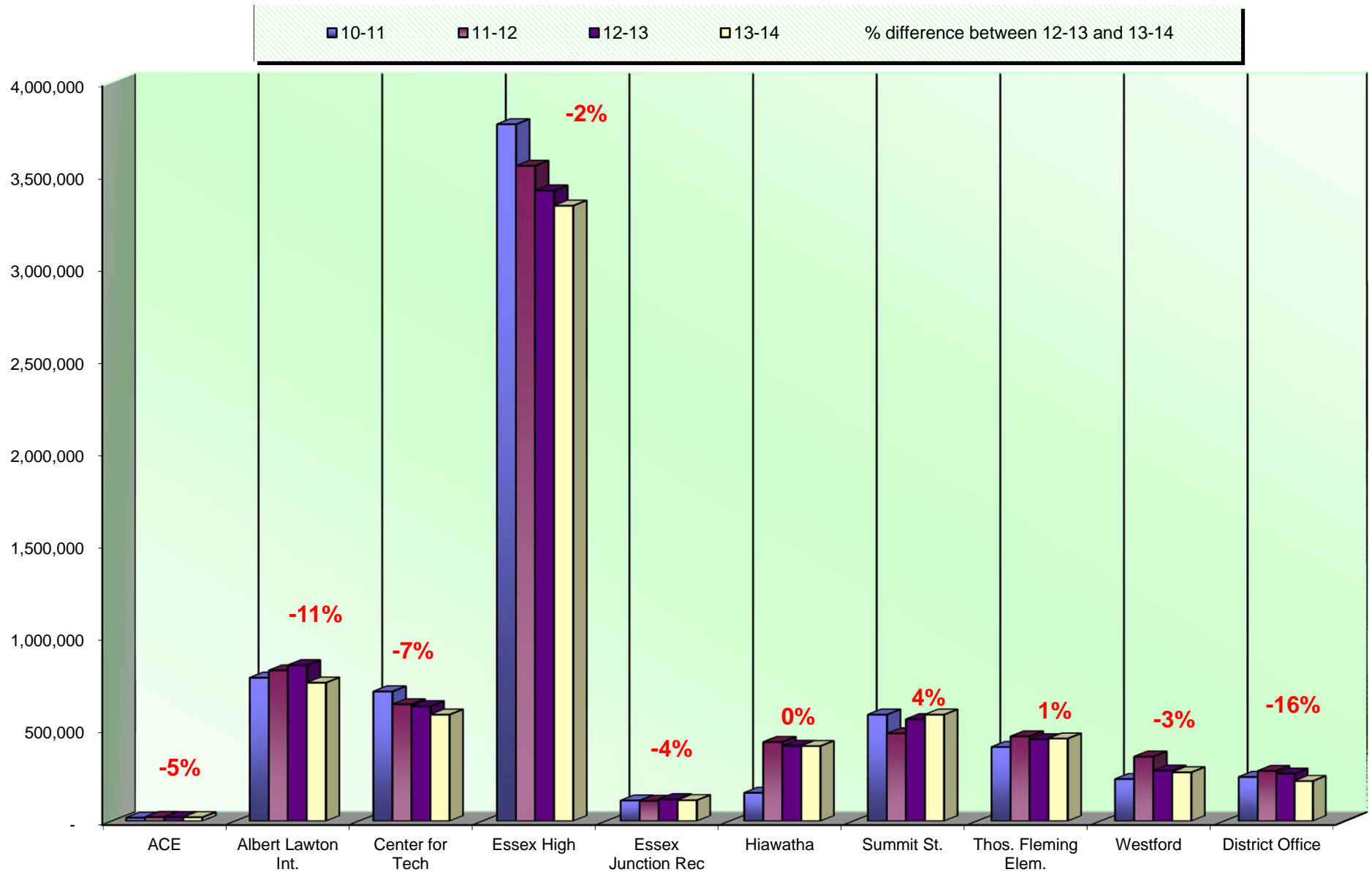
Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
ACE	Main Office	Ricoh 3045	K9455701502	RICOH	10/2005
Albert Lawson Intermediate	Library	Savin 8045	K9465800707	RICOH	10/2005
Center for Technology	Cosmetology 2	Ricoh 3045	K9465100874	RICOH	10/2005
Center for Technology	Graphic Design	Xerox DC252	DUX001295	XEROXCopier	04/2007
Center for Technology	Skill Tech & Co-Op	Savin 8055	L7765800028	RICOH	07/2006
Essex High	Guidance Office	Savin 8045	K9465800706	RICOH	10/2005
Essex High	Library	Savin 8020D	K8366743418	RICOH	11/2005
Essex High	Main Office	Savin 8055	L8065900013	RICOH	07/2006
Essex High	Maintenance	Oce im4511	50901468	CSA-VT	05/2005
Essex High	Special Education	Savin 8075	L7965900041	RICOH	11/2005
Hiawatha Elementary	Secretary's Office	Oce im4511	6050993	CSA-VT	05/2005
SU 13 District	Office 1st Floor	Savin 8065	L7865600150	RICOH	07/2006
Westford Elementary	Teachers' Room	Oce im4511	5040279	CSA-VT	05/2005

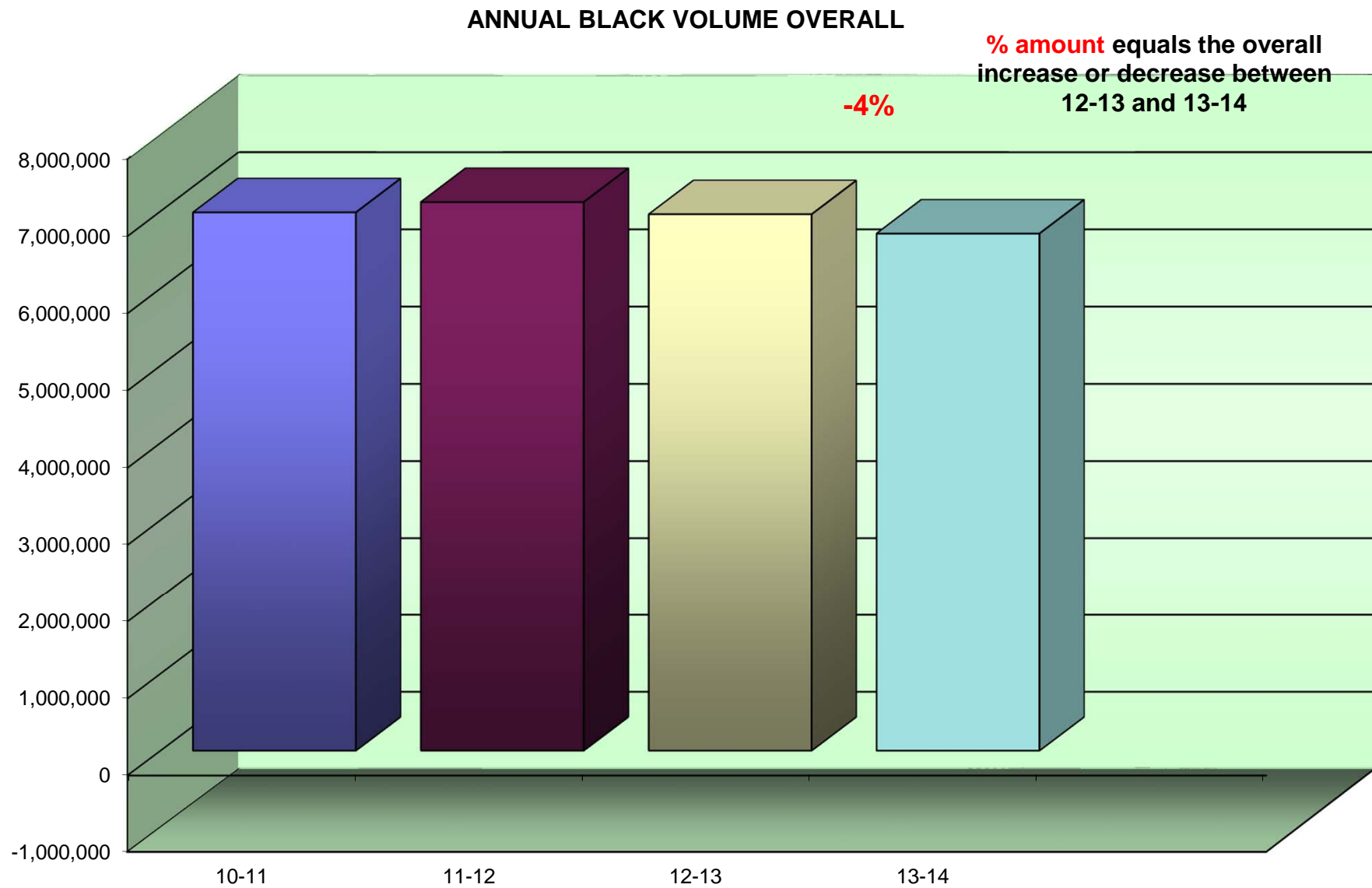
Warranty Replaced Machines

The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Summit Street Elementary	Main Office	Xerox Phaser 8560MFP	CXF343343		6/30/2014

ANNUAL BLACK VOLUME BY BUILDING





Average Student to Copy Usage – Black Only

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
ACE	10	20,577	\$415.44	2,058	\$41.54
Albert Lawson Intermediate	353	750,423	\$14,926.69	2,126	\$42.29
Center for Technology	414	577,955	\$11,745.81	1,396	\$28.37
Essex High	1,262	3,332,037	\$62,174.77	2,640	\$49.27
Essex Junction Rec	0	113,357	\$2,288.61	0	\$0.00
Hiawatha Elementary	252	407,427	\$8,108.20	1,617	\$32.18
SU 13 District	0	217,454	\$4,381.97	0	\$0.00
Summit Street Elementary	244	576,085	\$11,446.29	2,361	\$46.91
Thomas Fleming Elementary	230	448,151	\$8,904.48	1,948	\$38.72
Westford Elementary	194	264,956	\$5,282.72	1,366	\$27.23
<i>Totals</i>	2,959	6,708,422	\$129,674.97	2,267	\$43.82

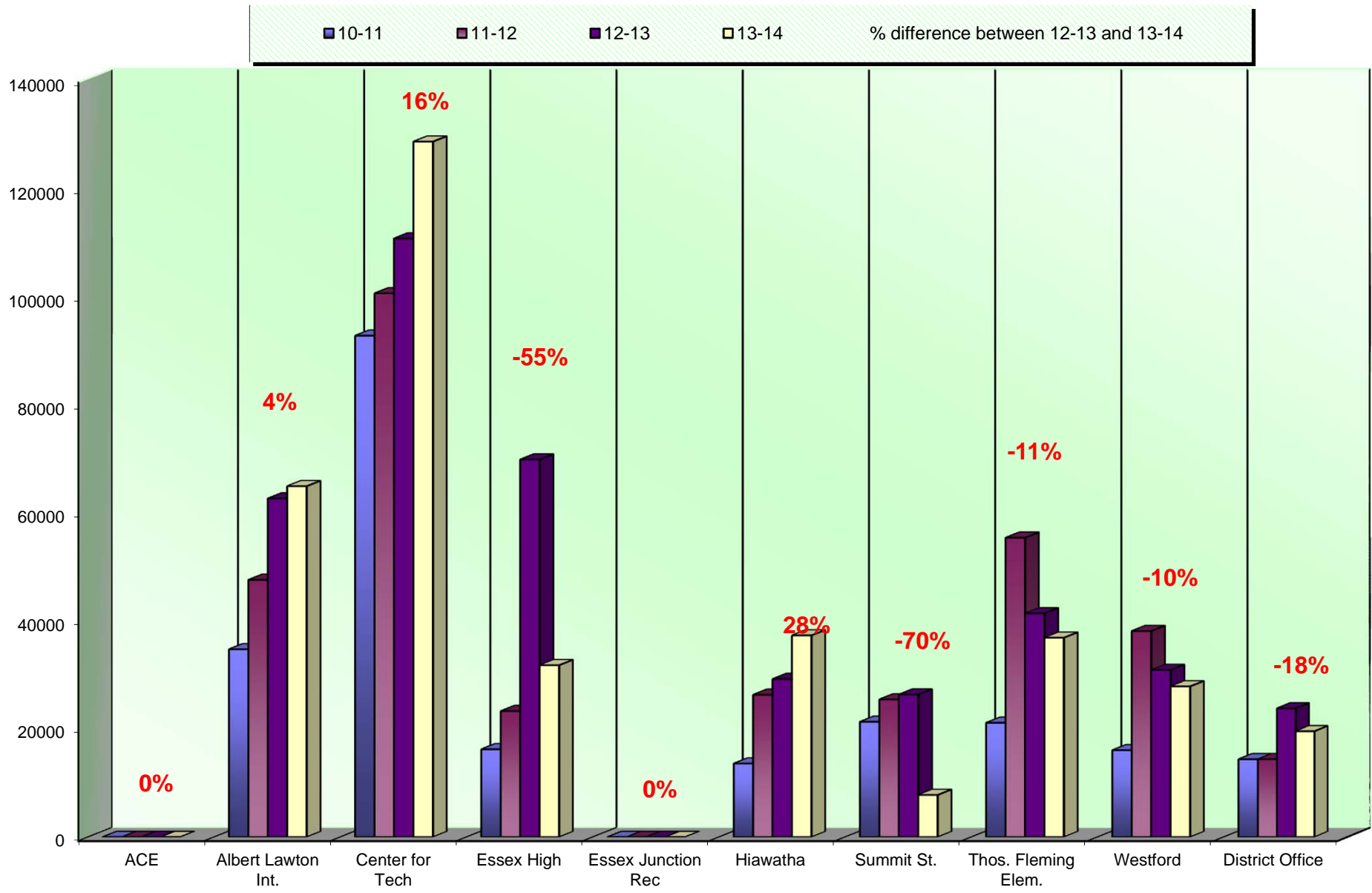
Cost Comparison Black Only

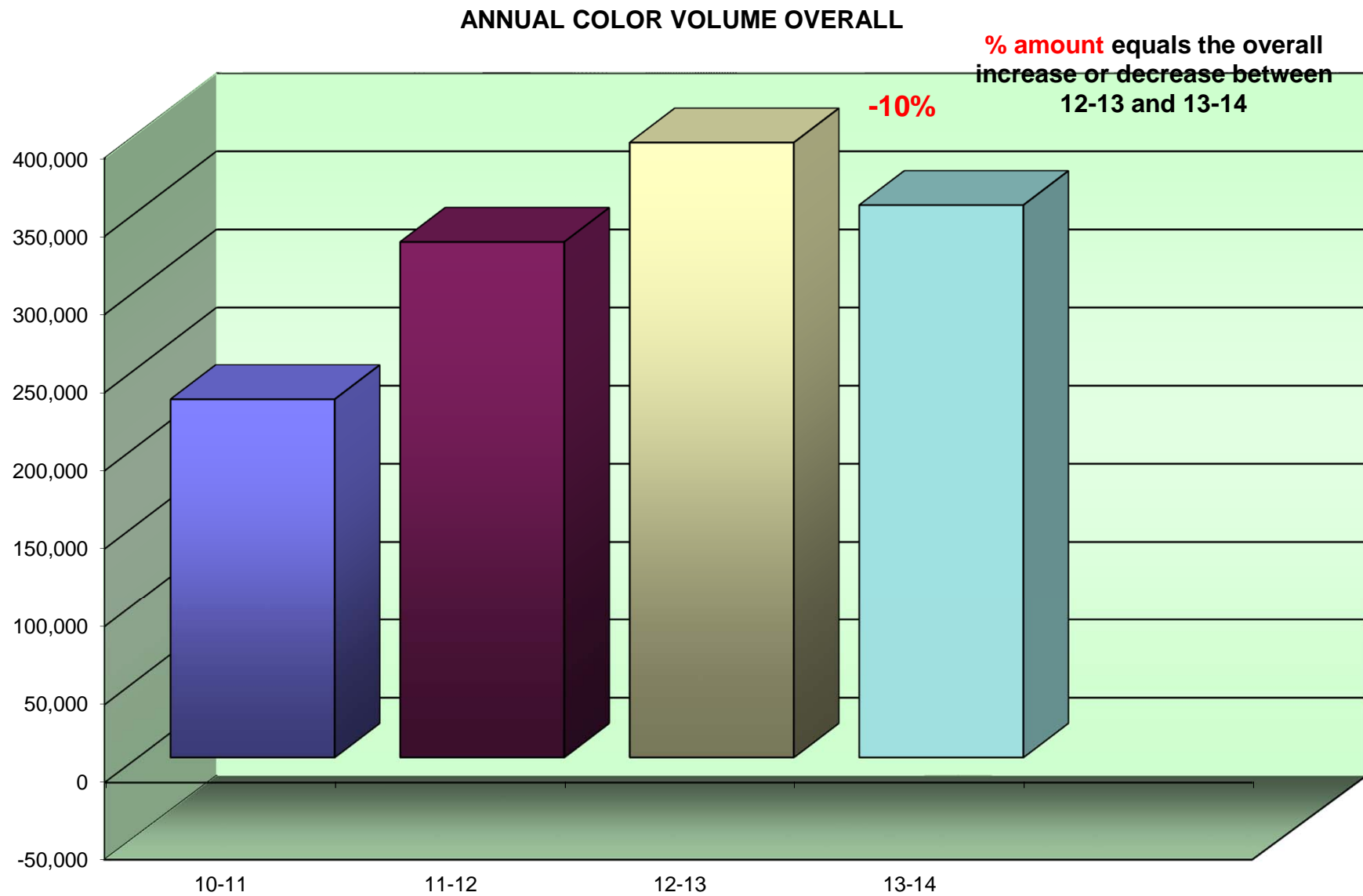
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	114,558	228,223,654	\$5,292,743.97	2,516	\$46.20

**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*

ANNUAL COLOR VOLUME BY BUILDING





Average Student to Copy Usage – Color Only

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

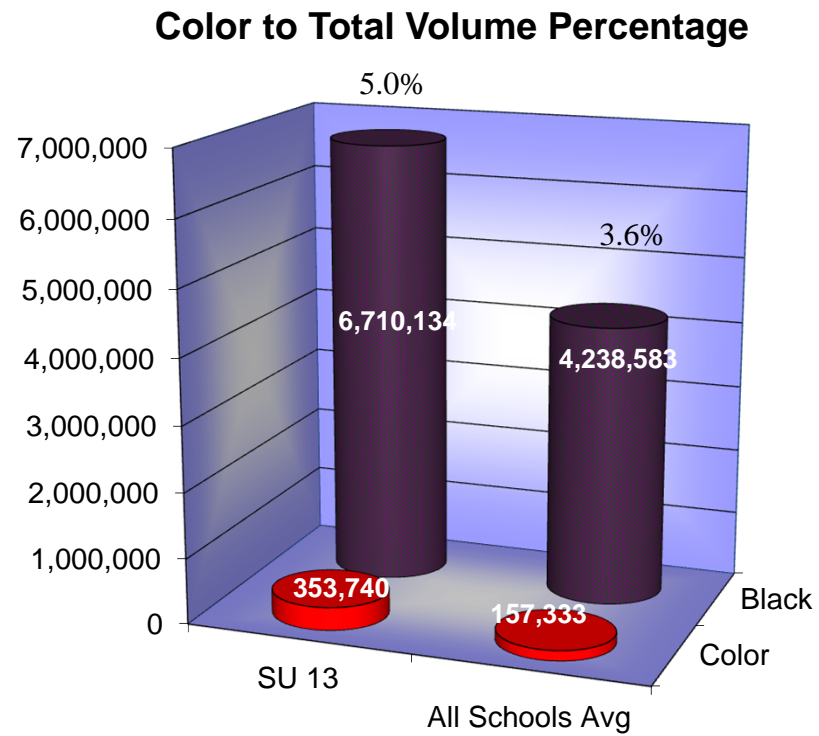
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
ACE	10	0	\$0.00	0	\$0.00
Albert Lawson Intermediate	353	64,735	\$3,405.06	183	\$9.65
Center for Technology	414	128,328	\$6,896.57	310	\$16.66
Essex High	1,262	31,689	\$1,666.84	25	\$1.32
Essex Junction Rec	0	0	\$0.00	0	\$0.00
Hiawatha Elementary	252	37,190	\$1,956.19	148	\$7.76
SU 13 District	0	19,499	\$1,025.65	0	\$0.00
Summit Street Elementary	244	250	\$12.74	1	\$0.05
Thomas Fleming Elementary	230	36,762	\$1,933.68	160	\$8.41
Westford Elementary	194	27,777	\$1,461.07	143	\$7.53
<i>Totals</i>	2,959	346,230	\$18,357.80	117	\$6.20

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	114,558	10,541,331	\$617,517.66	92	\$5.39

**Total District Cost refers to the cost of Service, Supplies and Paper. Equipment is calculated only into the Black Volume.*



Usage Profile for Service Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC. Projected Volume comparison is based on projected volume figured on your most recent Five-Year Equipment Replacement

Schedule

Make-Model / Speed				Date of Last Upgrade: 8/1/2014		
Serial Number / Vendor ID						
Life / Intro Date			2013-14			
Connectivity / Printer Exp Date		7/1/2013	6/30/2014	Annual	Cost/Copy	Recommendations
Vendor		Meter	Meter	Volume	Annual Cost	
ACE						
Main Office						
Ricoh 3045 / 45 PPM		631,444	652,021	20,577	\$0.004340	9 years from Intro.
K9455701502 / 12169219					\$89.30	
1,000,000 / 10/2005		0	0	0	\$0.00000	
Black Photocopier					\$0.00	
Not Connected / 6/1/2016						
RICOH						
Subtotals BW				20,577	\$89.30	
Subtotals Color				0	\$0.00	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Albert Lawson Intermediate Library					
Ricoh MPC3300 / 33 PPM V1505600580 / 12169601 750,000 / 10/2008 Color Photocopier Not Connected / 6/1/2016 RICOH	78,294	109,678	31,384	\$0.004030 \$126.48 \$0.05157 \$1,591.40	None at this time.
Savin 8045 / 45 PPM K9465800707 / 11353432 1,000,000 / 10/2005 Black Photocopier Not Connected / 6/1/2016 RICOH	441,444	492,232	50,788	\$0.004340 \$220.42 \$0.00000 \$0.00	9 years from Intro.
Main Office					
Ricoh MP6001 / 60 PPM V6905600882 / 12169035 3,000,000 / 06/2009 Black Photocopier Not Connected / 6/1/2016 RICOH	392,484	518,173	125,689	\$0.004030 \$506.53 \$0.00000 \$0.00	None at this time.
Ricoh MPC3300 / 33 PPM V1505600602 / 12169037 750,000 / 10/2008 Color Photocopier Not Connected / 6/1/2016 RICOH	16,356	27,085	10,729	\$0.004030 \$43.24 \$0.05157 \$1,746.99	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Albert Lawson Intermediate						
Teachers' Room (Left)						
Ricoh MP7001 / 70 PPM	849,497	1,062,272	212,775	\$0.004030	None at this time.	
V7005600107 / 12169006				\$857.48		
5,000,000 / 06/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / 6/1/2016						
RICOH						
Teachers' Room (Right)						
Ricoh MP7001 / 70 PPM	723,531	1,042,589	319,058	\$0.004030	None at this time.	
V7005600178 / 11512650				\$1,285.80		
5,000,000 / 06/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / 6/1/2016						
RICOH						
Subtotals BW			750,423	\$3,039.95		
Subtotals Color			64,735	\$3,338.38		

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Center for Technology						
Administration						
Ricoh MP6001 / 60 PPM	424,675	546,706	122,031	\$0.004030	None at this time.	
V6905600640 / 12169004				\$491.78		
3,000,000 / 06/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / 6/1/2016						
RICOH						
Building Trade Program						
Ricoh MP4000 / 40 PPM	74,386	91,814	17,428	\$0.004340	None at this time.	
M5485500111 / 11652917				\$75.64		
1,000,000 / 11/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / 6/1/2016						
RICOH						
Community Ed M Wing						
Ricoh MP5000B / 50 PPM	611,647	734,804	123,157	\$0.004340	None at this time.	
L7775400586 / 11353146				\$534.50		
2,000,000 / 10/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / 6/1/2016						
RICOH						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Center for Technology					
Cosmetology 2					
Ricoh 3045 / 45 PPM	1,050,322	1,089,993	39,671	\$0.004340	9 years from Intro.
K9465100874 / 12166289				\$172.17	
1,000,000 / 10/2005	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
RICOH					
Graphic Design					
Xerox DC252 / 65 PPM	90,668	107,689	17,021	\$0.014000	7 years from Intro.
DUX001295 /				\$238.29	
3,000,000 / 04/2007	179,410	240,971	61,561	\$0.05390	
High Production Color Photocop				\$3,318.14	
Connected / 6/1/2016					
XEROXCopie					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Center for Technology					
Skill Tech & Co-Op					
Ricoh MPC6501 / 65 PPM	36,981	74,566	37,585	\$0.004030	None at this time.
V7600600463 / 12169140				\$151.47	
3,000,000 / 03/2010	89,034	139,107	50,073	\$0.05157	
Color Photocopier				\$2,582.26	
Connected / 6/1/2016					
RICOH					
Savin 8055 / 55 PPM	900,898	999,087	98,189	\$0.004340	8 years from Intro.
L7765800028 / 11353143				\$426.14	
3,000,000 / 07/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
RICOH					
Student Services					
Ricoh MPC4000 / 40 PPM	312,643	435,516	122,873	\$0.004030	None at this time.
V1205500970 / 12169602				\$495.18	
1,000,000 / 11/2008	26,509	43,203	16,694	\$0.05157	
Color Photocopier				\$860.91	
Not Connected / 6/1/2016					
RICOH					
	Subtotals BW		577,955	\$2,585.18	
	Subtotals Color		128,328	\$6,761.31	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Essex High					
Copy Room 1st Floor					
Canon IR8095 / 95 PPM	2,392,535	3,332,714	940,179	\$0.002590	Very High Volume...Overused.
GBK00902 / GW1O3				\$2,435.06	
5,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
CSA-VT					
Canon IR8095 / 95 PPM	1,384,720	1,954,159	569,439	\$0.002590	None at this time.
GBK01221 / GW1O6				\$1,474.85	
5,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
CSA-VT					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Essex High					
Copy Room 2nd Floor					
Canon IR8085 / 85 PPM	255,541	648,831	393,290	\$0.002590	None at this time.
HNG10163 / GW253				\$1,018.62	
4,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
CSA-VT					
Canon IR8095 / 95 PPM	1,887,034	2,475,700	588,666	\$0.002590	None at this time.
GBK01044 / GW1O5				\$1,524.64	
5,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
CSA-VT					
Canon IR8095 / 95 PPM	2,361,358	2,715,187	353,829	\$0.002590	None at this time.
GBK00955 / GW1O4				\$916.42	
5,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
CSA-VT					
Guidance Office					
Savin 8045 / 45 PPM	574,331	651,410	77,079	\$0.004340	9 years from Intro.
K9465800706 / 11353033				\$334.52	
1,000,000 / 10/2005	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
RICOH					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Essex High					
Library					
Savin 8020D / 20 PPM	93,523	101,521	7,998	\$0.004340	9 years from Intro.
K8366743418 / 11353145				\$34.71	
500,000 / 11/2005	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
RICOH					
Main Office					
Canon IRC5035 / 35 PPM	18,947	30,483	11,536	\$0.004030	None at this time.
GNW30016 / GW10D				\$46.49	
750,000 / 10/2009	103,357	135,046	31,689	\$0.05157	
Color Photocopier				\$1,634.20	
Connected / 6/1/2016					
CSA-VT					
Savin 8055 / 55 PPM	1,177,352	1,327,343	149,991	\$0.004340	8 years from Intro.
L8065900013 / 11353006				\$650.96	
3,000,000 / 07/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
RICOH					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Essex High					
Maintenance					
Oce im4511 / 45 PPM	919,654	949,930	30,276	\$0.004340	9 years from Intro.
50901468 / GW1R7				\$131.40	
1,000,000 / 05/2005	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
CSA-VT					
Special Education					
Savin 8075 / 75 PPM	2,741,908	2,951,662	209,754	\$0.004340	9 years from Intro.
L7965900041 / 11353147				\$910.33	
4,000,000 / 11/2005	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
RICOH					
Subtotals BW			3,332,037	\$9,478.01	
Subtotals Color			31,689	\$1,634.20	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Essex Junction Rec						
Main Office						
Ricoh MP4000 / 40 PPM	574,432	687,789	113,357	\$0.004340	None at this time.	
M5485100240 / 11669245				\$491.97		
1,000,000 / 11/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / 6/1/2016						
RICOH						
Subtotals BW			113,357	\$491.97		
Subtotals Color			0	\$0.00		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Hiawatha Elementary					
Library					
Canon IRC5035 / 35 PPM	39,623	63,744	24,121	\$0.004030	None at this time.
GNW30014 / GW1OC				\$97.21	
750,000 / 10/2009	64,444	101,634	37,190	\$0.05157	
Color Photocopier				\$1,917.89	
Connected / 6/1/2016					
CSA-VT					
Secretary's Office					
Oce im4511 / 45 PPM	989,775	1,030,014	40,239	\$0.004340	9 years from Intro.
6050993 / GW1SA				\$174.64	
1,000,000 / 05/2005	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
CSA-VT					
Teachers' Room					
Canon IR6065 / 65 PPM	860,116	1,203,183	343,067	\$0.004030	None at this time.
FZS00947 / GW1O8				\$1,382.56	
3,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2016					
CSA-VT					
Subtotals BW			407,427	\$1,654.40	
Subtotals Color			37,190	\$1,917.89	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SU 13 District					
Office 1st Floor					
Savin 8065 / 65 PPM	1,699,468	1,891,010	191,542	\$0.004340	8 years from Intro.
L7865600150 / 11353200				\$831.29	
3,000,000 / 07/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected / 6/1/2016					
RICOH					
Office 2nd Floor					
Ricoh MPC3300 / 33 PPM	50,473	76,385	25,912	\$0.004030	None at this time.
V1505500365 / 12169720				\$104.43	
750,000 / 10/2008	46,352	65,851	19,499	\$0.05157	
Color Photocopier				\$1,005.56	
Not Connected / 6/1/2016					
RICOH					
Subtotals BW			217,454	\$935.72	
Subtotals Color			19,499	\$1,005.56	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Summit Street Elementary						
Main Office						
Canon IR6065 / 65 PPM	757,861	1,021,056	263,195	\$0.004030	None at this time.	
FZS00885 / GW1O9				\$1,060.68		
3,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2016						
CSA-VT						
Canon IRC5240 / 40 PPM	50	500	450	\$0.003700	None at this time.	
JRA08890 / GW362				\$1.67		
1,000,000 / 10/2012	0	250	250	\$0.04995		
Color Photocopier				\$12.49		
Connected /						
CSA-VT						
Xerox Phaser 8560MFP / 30 PPM	13,622	15,334	1,712	\$0.05060	Traded	
CXF343343 /				\$86.63		
750,000 / 02/2007	75,254	82,764	7,510	\$0.09060		
Color Photocopier				\$680.41		
Not Connected / 6/1/2016						
SPC						
Ramp Hallway						
Canon IR6075 / 75 PPM	569,616	882,056	312,440	\$0.004030	None at this time.	
FZE01170 / GW1O7				\$1,259.13		
4,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2016						
CSA-VT						

Date of Last Upgrade: 8/1/2014

<i>Make-Model / Speed</i>			<i>2013-14</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2013</i>	<i>6/30/2014</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>

Summit Street Elementary

Subtotals BW	577,797	\$2,408.11
Subtotals Color	7,760	\$692.90

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Thomas Fleming Elementary						
1st Floor Hall						
Ricoh MP5000B / 50 PPM	465,541	638,249	172,708	\$0.004030	None at this time.	
M5605400192 / 12170274				\$696.01		
2,000,000 / 10/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / 6/1/2016						
RICOH						
2nd Floor						
Ricoh MP5000B / 50 PPM	486,378	699,034	212,656	\$0.004030	None at this time.	
M5605400207 / 12169039				\$857.00		
2,000,000 / 10/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / 6/1/2016						
RICOH						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Thomas Fleming Elementary						
Main Office						
Ricoh MP5000B / 50 PPM	196,802	247,417	50,615	\$0.004030	None at this time.	
M5605400184 / 12169847				\$203.98		
2,000,000 / 10/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / 6/1/2016						
RICOH						
Ricoh MPC3300 / 33 PPM	25,813	37,985	12,172	\$0.004030	None at this time.	
V1505500362 / 12169036				\$49.05		
750,000 / 10/2008	109,474	146,236	36,762	\$0.05157		
Color Photocopier				\$1,895.82		
Not Connected / 6/1/2016						
RICOH						
Subtotals BW			448,151	\$1,806.05		
Subtotals Color			36,762	\$1,895.82		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Westford Elementary						
Teachers' Room						
Canon IR6065 / 65 PPM	414,422	583,188	168,766	\$0.004030	None at this time.	
FZS00900 / GW1OA				\$680.13		
3,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2016						
CSA-VT						
Canon IRC5035 / 35 PPM	112,000	151,284	39,284	\$0.004030	None at this time.	
GNW30019 / GW1OB				\$158.31		
750,000 / 10/2009	73,296	101,073	27,777	\$0.05157		
Color Photocopier				\$1,432.46		
Connected / 6/1/2016						
CSA-VT						
Oce im4511 / 45 PPM	353,041	409,947	56,906	\$0.004340	9 years from Intro.	
5040279 / GW1R6				\$246.97		
1,000,000 / 05/2005	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / 6/1/2016						
CSA-VT						
Subtotals BW			264,956	\$1,085.41		
Subtotals Color			27,777	\$1,432.46		

<i>District Wide Black Totals</i>	6,710,134	\$23,574.08
<i>District Wide Color Totals</i>	353,740	\$21,996.67

SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 11/15/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2013-14 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
6,710,134	\$0.01580	\$106,020.12

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
6,710,134	\$0.00358	\$24,022.28	\$81,997.84	\$409,989.20

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$81,997.84 x 8 years as a Client
= \$655,982.72 Cost Savings!*

Projected Equipment Costs by Building - Black

This table represents projected expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and averaged current annual lease payment are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approx. Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
ACE	20,577	\$91.16	\$102.10	\$222.12	\$415.38
Albert Lawson Intermediate	750,423	\$3,100.49	\$3,723.60	\$8,100.53	\$14,924.62
Hiawatha Elementary	407,427	\$1,687.40	\$2,021.65	\$4,398.02	\$8,107.07
Essex High	3,332,037	\$9,663.96	\$16,533.57	\$35,968.06	\$62,165.59
Essex Junction Rec	113,357	\$502.17	\$562.48	\$1,223.65	\$2,288.29
Summit Street Elementary	577,797	\$2,455.90	\$2,867.03	\$6,237.10	\$11,560.02
SU 13 District	217,454	\$955.03	\$1,079.01	\$2,347.33	\$4,381.37
Center for Technology	577,955	\$2,637.60	\$2,867.81	\$6,238.80	\$11,744.22
Thomas Fleming Elementary	448,151	\$1,841.90	\$2,223.73	\$4,837.62	\$8,903.24
Westford Elementary	264,956	\$1,107.18	\$1,314.71	\$2,860.10	\$5,281.99
Total	6,710,134	\$24,042.79	\$33,295.68	\$72,433.33	\$129,771.80

SPC Equipment Bids:

Presently our Bids are coming in at 14.5% to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Xerox 5890PT RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print-Fax 90 Copies per Minute are coming in at \$6,333 with a Retail Cost of \$43,495....14.5% of Retail!

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
ACE	0	\$0.00
Albert Lawson Intermediate	64,735	\$3,405.06
Hiawatha Elementary	37,190	\$1,956.19
Essex High	31,689	\$1,666.84
Essex Junction Rec	0	\$0.00
Summit Street Elementary	7,760	\$706.74
SU 13 District	19,499	\$1,025.65
Center for Technology	128,328	\$6,896.57
Thomas Fleming Elementary	36,762	\$1,933.68
Westford Elementary	27,777	\$1,461.07
Total	353,740	\$19,051.80

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
Canon Solutions Vermont	Black Photocopier	2,845,403	\$0.00259	\$7,369.59	\$0.00264	\$7,511.86
Canon Solutions Vermont	Black Photocopier	1,087,468	\$0.00403	\$4,382.50	\$0.00411	\$4,469.49
Canon Solutions Vermont	Black Photocopier	127,421	\$0.00434	\$553.01	\$0.00443	\$564.48
Canon Solutions Vermont	Color Photocopier	450	\$0.00370	\$1.67	\$0.00377	\$1.70
Canon Solutions Vermont	Color Photocopier	74,941	\$0.00403	\$302.01	\$0.00411	\$308.01
Ricoh USA	Black Photocopier	1,215,532	\$0.00403	\$4,898.59	\$0.00411	\$4,995.84
Ricoh USA	Black Photocopier	1,099,531	\$0.00434	\$4,771.96	\$0.00443	\$4,870.92
Ricoh USA	Color Photocopier	240,655	\$0.00403	\$969.84	\$0.00411	\$989.09
SPC Supported	Color Network Printer	1,712	\$0.05060	\$86.63	\$0.05160	\$88.34
Xerox Copier Division	High Production Color Photocopier	17,021	\$0.01400	\$238.29	\$0.01428	\$243.06
Total		6,710,134	\$0.00351	\$23,574.09	\$0.00358	\$24,042.79

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
Canon Solutions Vermont	Color Photocopier	250	\$0.04995	\$12.49	\$0.05095	\$12.74
Canon Solutions Vermont	Color Photocopier	96,656	\$0.05157	\$4,984.55	\$0.05260	\$5,084.11
Ricoh USA	Color Photocopier	187,763	\$0.05157	\$9,682.94	\$0.05260	\$9,876.33
SPC Supported	Color Network Printer	7,510	\$0.09060	\$680.41	\$0.09241	\$694.00
Xerox Copier Division	High Production Color Photocopier	61,561	\$0.05390	\$3,318.14	\$0.05498	\$3,384.62
Total		353,740	\$0.05280	\$18,678.52	\$0.05386	\$19,051.80

Reprographic Equipment Assessment

This chart provides the status of your equipment and details of your current lease, if any. *

Total Number of Units	42
Total Number of Units on Lease	0
Total Number of Units Owned	42
Lease Company	Northway Bank
Lease Start Date	8/1/2014
Lease End Date	8/1/2014
Term	4 Annual
Annual Payment usually due on 8/1	\$0.00
Remaining Payments	0

**The determination on the lease has no bearing on Service & Supply and Warranty Contracts.*

Owned Equipment

Building	Make	Model	Serial Number
ACE	Ricoh	3045	K9455701502
Albert Lawson Intermediate	Ricoh	MPC3300	V1505600580
Albert Lawson Intermediate	Ricoh	MP7001	V7005600107
Albert Lawson Intermediate	Ricoh	MP7001	V7005600178
Albert Lawson Intermediate	Ricoh	MPC3300	V1505600602
Albert Lawson Intermediate	Savin	8045	K9465800707
Albert Lawson Intermediate	Ricoh	MP6001	V6905600882
Center for Technology	Ricoh	MP4000	M5485500111
Center for Technology	Ricoh	MP5000B	L7775400586
Center for Technology	Ricoh	MPC4000	V1205500970
Center for Technology	Savin	8055	L7765800028
Center for Technology	Ricoh	MP6001	V6905600640
Center for Technology	Ricoh	3045	K9465100874
Center for Technology	Xerox	DC252	DUX001295
Center for Technology	Ricoh	MPC6501	V7600600463
Essex High	Savin	8075	L7965900041
Essex High	Canon	IR8095	GBK01044
Essex High	Savin	8055	L8065900013
Essex High	Savin	8020D	K8366743418
Essex High	Canon	IR8095	GBK00902
Essex High	Canon	IR8095	GBK00955
Essex High	Canon	IRC5035	GNW30016
Essex High	Oce	im4511	50901468
Essex High	Canon	IR8095	GBK01221
Essex High	Savin	8045	K9465800706
Essex Junction Rec	Ricoh	MP4000	M5485100240
Hiawatha Elementary	Canon	IRC5035	GNW30014
Hiawatha Elementary	Oce	im4511	6050993
Hiawatha Elementary	Canon	IR6065	FZS00947
SU 13 District	Ricoh	MPC3300	V1505500365

Building	Make	Model	Serial Number
SU 13 District	Savin	8065	L7865600150
Summit Street Elementary	Canon	IRC5240	JRA08890
Summit Street Elementary	Canon	IR6075	FZE01170
Summit Street Elementary	Canon	IR6065	FZS00885
Thomas Fleming Elementary	Ricoh	MP5000B	M5605400192
Thomas Fleming Elementary	Ricoh	MPC3300	V1505500362
Thomas Fleming Elementary	Ricoh	MP5000B	M5605400207
Thomas Fleming Elementary	Ricoh	MP5000B	M5605400184
Westford Elementary	Canon	IRC5035	GNW30019
Westford Elementary	Oce	im4511	5040279
Westford Elementary	Canon	IR6065	FZS00900

StarDoc User Names

Name	User Name
Aimee Cronin	acronin@ccsuvt.org
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Vince Gonillo	vgonillo@ccsuvt.org

*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com

: **SERVICE AND SUPPLY CONTRACT**

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and SU 13 Chittenden Central, as lessee (the "Lessee"), commencing on August 1, 2014, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on June 30, 2019) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor, at its option, may increase such costs per copy under this Service and Supply Contract (the "Contract") by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor shall credit to Lessee any cost of this Contract prepaid by Lessee and unused by Lessee because fewer copies were made by Lessee during the Contract period ending on such July 1 than were originally estimated under this Contract to be made by Lessee during such period. If the Lease-Purchase is terminated prior to the end of its term, Vendor shall prorate and return to Lessee, within 30 days of such termination, any cost of this Contract prepaid by Lessee and unused by Lessee because of such early termination of the Lease-Purchase.

Client Acknowledgement of Vendor Commitment

Vendor:	_____	Lessee:	SU 13 Chittenden Central
Street Address:	_____	Street Address:	51 Park Street
City/State/Zip:	_____	City/State/Zip:	Essex Junction, VT 05452
By (signature):	_____	By (signature):	_____
Name:	_____	Name:	_____
Title:	_____	Title:	_____

SPC's Dual-Layered Warranty – Purpose & Explanation

Reprographic equipment is expensive and does not hold its value. Therefore, it is crucial for you and the banking industry holding the collateral to secure this asset.

Our unique Dual-Layered Warranty guarantees a like-for-like no-charge replacement unit in the event of equipment not performing satisfactorily.

1. **Servicing Vendor**; implemented in 1988
2. **ESP Electrical**; implemented in 2007, all photocopiers with such units will be warranted from electrical damage by ESP.

ESPs (Electronic Surge Protectors) with our most recent upgrades are being installed by SPC on 40 CPM units and faster in order to cut down on approximately 30% of all service calls. These units will not only protect from electrical surges but will also filter out electronic noise that creates havoc with boards and the operation of your equipment.

WARRANTY

(LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and SU 13 Chittenden Central, as lessee (the "Lessee"), commencing on August 1, 2014, (the "Lease-Purchase") hereby warrants to Lessee that, if any such Equipment malfunctions through no fault of Lessee during the term of the Lease-Purchase (terminating on June 30, 2019) and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Lessee.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule A(P) attached hereto.

Vendor: _____

Street Address: _____

City/State/Zip: _____

By (signature): _____

Name: _____

Title: _____