



Date: 4/26/21

To: All East Manufacturing Authorized Dealers

From: Christopher S. Cooler

Subject: 12-week price adjustment policy

As a reminder East adopted an eleven-week price adjustment policy in September 2018 that remains in effect today. This policy was necessitated by the market volatility we were seeing back then which recently has ramped up with no end in sight. I am amending the policy to provide a twelve-week price confirmation from eleven weeks due to extended lead times with many of our vendors.

My promise to you in my price increase letter from April 1st was that we would honor pricing on all existing orders. I stand by that promise today. However, based upon what we are seeing on the supply side, all new trailer orders scheduled for completion on or after 10/1/21 will be subject to the amended twelve-week rule. The amended policy which will continue to be included in the confirmation letter reads as follows:

Effective April 26, 2021 East amended the 11-week price adjustment policy to a 12-week pricing adjustment policy. East reserves the option to adjust pricing based upon increases in raw materials and or components for any order with a completion date after October 1, 2021. If this scenario occurs, East will notify Dealer/Fleet or Customer within 12 weeks of the scheduled completion date, and you will have one week until 11 weeks prior to the scheduled completion date to notify us to keep the order in place or cancel. This pricing adjustment policy remains effective until further notice.

Please let me know if you have any questions.

Best regards,

Christopher S. Cooler
Vice President – Sales and Marketing

East Manufacturing Corporation
1871 State Route 44 • PO Box 277
Randolph OH 44265

Building our business by helping you build yours



GENESIS FRAMELESS DUMP TRAILER

CONSTRUCTION BUILD SHEET

CODE: FL-SM

SCHEDULE DATE: _____

ITEM:

CUSTOMER: DEKALB COUNTY	DATE: 8/9/22	SERIAL #	12 UNITS
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BODY SPECIFICATIONS

Length	39'			Body	
Width	96" INBOARD	Tarp	VINYL SIDE TO SIDE ROLL	Accessories	NONE
Side Height	60" SOLID	Bow Holders	YES		
Top Rail	4-1/2"	Tarp Bows	YES		
Side Matl-front	35' - .100 WALL	Tarp Basket	NONE		
-middle	XXX	Tarp Hooks	NONE		
-rear	4' - .180 WALL	Bulkhead Mat'l	3/16"	TAILGATE	
Side Options	NONE	Bulkhead	1/4" TOP BAND	Height	FULL - GENESIS
Floor Mat'l	1/4"	Options	NONE	Mat'l Thkness	.140 WALL
		Body Fenders	SQUARE OFF	Slope	2-3/4"
Crsnbr Spacing	12"	Ladders (Out)	BULKHEAD D/S	Hinges	OVERSLUNG
			LAST PANEL	Side Swing	NONE
Floor Options	NONE	Inside	MATCH OUTSIDE REAR PANEL	Gateseal	RUBBER
		Shovel Hgr	NONE	Safety Latch	ONE EACH SIDE + TWO ON BOTTOM
Tailgate Control	AIR / FRAME SWITCH	Light Panel	FULL - LED	Coal/Grain Door	NONE
Body Pkg	NONE	Marker Lights	LED - 3 PAIR BOTTOM ONLY	Coal Chute	NONE
Options		MMTS	PIVOT BRACKET	Gate Options	NONE
Vibrator	NONE	Apron	NONE		
Mudflaps	STD + ACROSS REAR CHASSIS				

CHASSIS SPECIFICATIONS

Model	TANDEM	ABS	4S / 2M	Tire Carrier	NONE
Length	PER ENGINEERING			Landing Gear	2 SPEED JOST ALUMILITE X D/S CRANK
Width	96"				
Draft Arms	ALUMINUM	Independ. Susp(s)			
Hoist	85-265 (2)		NONE	Elec Coupler	7 WAY
		Distance:			
King Pin Setting	16"	From:			
				Hyd Hose Fitting	WINGNUT
5th Whl Ht	49"	Controls		Hyd Hose Length	108"
				Tow Hooks	NONE
Rear Axle Setting	21-1/2"	Location		Paint	BLACK
K/P To Rear Axle	430-1/2"	Axle(s)			
Suspension	AAT30K / E2-1	Accessories		Chassis	
Susp Control	AIR FRAME SWITCH			Options:	
Susp Spacing	52"				
Susp Options	NONE	Brakes			
Springs	AIR	Drums			MUDFLAP ON REAR
Axles	TP SPINDLES	Hubs			
Accessories	NONE	Wheels			
Brakes	16-1/2" x 7"	Tires			
Drums	CAST				
Hubs	10 S LWSTEEL - PILOT				
Wheels	8.25 x 22.5" STEEL DISC				
Tires	11R 22.5" BS R196				

REMARKS:

- (1) REMOTE GREASE FITTINGS ON TAILGATE HARDWARE BAR - 073-70003-00
- (2) REMOTE HOIST GREASE FITTINGS TOP. RUN TO FRONT FACE OF D/S BODY FENDER.

TRAILER COST \$71,300.00	
FREIGHT 2,200.00	
TOTAL \$73,500.00 x 12 TRAILERS = \$882,000.00	
DELIVERY TODAY IS LATE NOVEMBER, DECEMBER AND 1ST QUARTER 2023. THEY WILL BE MODEL 2023.	SALESPERSON: BENTON
TERMS ARE: INVOICE IN GROUPS OF 4 NET 30 DAYS	WEIGHT: 11,056



DeKalb County
Department of Purchasing & Contracting
The Maloof Centre, Second Floor
1300 Commerce Drive
Decatur, Georgia 30030
Phone: (404)371-7051

Type	Standard Purchase Order
Order	1290734
Revision	0
Order Date	10-MAY-2022
Created By	Feagins-Bailey, Sharice
Revision Date	
Current Buyer	

Supplier: **EAST MANUFACTURING CORPORATION**
1871 St Rt 44 Box 277
Randolph, OH 44265

Ship To: **Snapfinger WPC Plant - Watershed Management**
4124 Flakes Mill Rd
Decatur, GA 30034

Invoice To: **DeKalb County Finance Department**
1300 Commerce Drive
Decatur, GA 30030

Supplier No.	Payment Terms	FOB	Freight Terms	Ship Via
154253	Net 30	Destination	Prepaid & Allowed	BEST SHIPPING METHOD
Confirm To/Telephone			Requester/Deliver To	
Sabol, Mark (330) 325-9921			Gobin, Kenneth	

Line	Part Number / Description	Due Date	Quantity	UOM	Unit Price (USD)	Amount (USD)
1	(East Manufacturing Corporation) 39 foot frame less dump trailers	17-FEB-2022				844,800.00
Ship To: Use the ship-to address at the top of page 1 Deliver To: Gobin, Kenneth (278784) khgobin@dekalbcountyga.gov Deliver To: Gobin, Kenneth (287232) khgobin@dekalbcountyga.gov Deliver To: Gobin, Kenneth (278784) khgobin@dekalbcountyga.gov						
Total: 844,800.00 (USD)						

Authorized By *Cathryn S Horner*

All suppliers/vendors that do business with the DeKalb County are required to use our iSupplier Portal (ISP). In order to receive access to the portal, email a copy of a W9, Business License/Corporate registration and

Line	Part Number / Description	Due Date	Quantity	UOM	Unit Price (USD)	Amount (USD)
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Conflict of Interest Form to iSupplier_support@dekalbcountyga.gov. ISP provides access to your Company's profile, payment statuses, submission of invoice(s) and solicitation responses.

For assistance, contact us via phone or email: iSupplier Helpdesk (404)-371-2713 or iSupplier_support@dekalbcountyga.gov

"INSTRUCTIONS AND CONDITIONS"

1. Acceptance of this order shall constitute acceptance of the terms and conditions upon the established effective start date. The Contract agreement together with the Supplier's written quotation and/or Sealed Bid/Request for Proposal and/or formal agreement form a binding agreement based upon the agreed terms between the parties.
2. Delivered orders are issued under terms of the numbered Contract agreement indicated on the face hereof; the supplier is required to deliver the commodities and/or services exactly and in strict accordance with the order. Substitutions of commodities and/or quantities ordered are strictly and firmly prohibited.
3. If for any reason, the supplier is unable to comply or supply in strict compliance with this order, the Department of Purchasing and Contracting is to be notified immediately of all factors involved.
4. No changes in conditions, prices, quantities or deliveries will be made without specific authorization; changes or modifications to the underlying transactions shall be in writing from the Department of Purchasing and Contracting. The Department of Purchasing & Contracting is the only authority for transactions under this order. The supplier shall not accept contrary instructions or conditions from any source other than the Department of Purchasing & Contracting. Should the supplier receive, from any other source, contrary instruction or conditions, the Department of Purchasing & Contracting should be notified immediately.
5. Supplier's invoice must describe the article and/or services exactly as shown on this order. The purchase order number must appear on the invoice, and/or delivery ticket, packing list and shipper's bill of lading related to this order, in addition to the name of the requesting department to whom delivery of goods and/or services are to be made.
6. Total price shown on this order shall include all delivery costs to the delivery point shown on the order.
7. Invoices are not paid until items and/or services on the invoice have been received, evaluated, tested and approved by the requesting department.
9. The County is exempt from Georgia Sales Tax and Federal Excise Tax. Exemption certificates will be issued upon request.
10. The County may cancel this Contract agreement at any time, in whole or in part, for the County's convenience, lack of funding or Supplier's failure to fulfill the contractual obligations in any respect.
11. The payment terms adopted by DeKalb County are Net 30 unless otherwise established by law or by contract. Suppliers may obtain more favorable payment terms by specifying cash discount terms on the invoice as stated in their submitted sealed bids/proposals.
12. When accepted in electronic form, this Contract agreement and all related electronic documents shall be governed by the provisions of Electronic Signatures in Global and National Commerce Act (E-Sign Act).
13. This Contract agreement and all related documents are considered public record by the County and shall be disclosed upon request pursuant to the Georgia Open Records Act, O.C.G.A. § 50-18-7- et seq.