

Friday, October 08, 2021

Mr. Kevin Edwards  
 Nevada County Aiport  
 503-802-3188

**New SkyMark 'Standard' 3000 Gallon Jet Refueler + List of Available Options**

<b>Summary Quote (Below):</b>	<b>Unit Price:</b>	New SkyMark 'Standard Model' 3000 Gallon Jet Refueler
<b>+ Standard Features Included:</b>	<b>Unit Includes:</b>	All Standard Features Referenced in Section #2 Attached
<b>+ List of Available Options:</b>	<b>ADD:</b>	Customer to Select Options (Select Yes or No) See Section #3 Attached



3000 Gallon Jet Refueler on International Chassis



3000 Gallon Jet Refueler on Ford F-750 Chassis

**Section #1: Summary Quote: 'Standard Model' 3000 Gallon Jet Refueler + List of Available Options**

Item	General Description	Qty.	Unit Price
	<b>Standard Model:</b> SkyMark 3000 Gallon Jet Refueler, #3K-300-J-MRSC-IN-P.		
	<b>Standard Chassis:</b> Ford F-750, Triton V-10 gasoline engine, auto transmission.		
	<b>(*) Optional Diesel Engine:</b> <a href="#">Optional diesel engine is available</a> <a href="#">See Section #3</a>		
	<b>Standard Tank:</b> 3000 gallons, polished aluminum (natural finish), DOT-406.		
	<b>Standard Flow System:</b> 300 GPM flow system w/ Gorman-Rupp centrifugal pump.		
	<b>Standard Configuration</b> Includes (1) underwing hose reel w/ 2" by 50' aviation hose. Includes (1) overwing hose reel w/ 1 1/4" by 50' aviation hose.		
	<b>(*) Optional Dual Overwing:</b> <a href="#">Optional dual overwing fueling is available</a> <a href="#">See Section #3</a>		
	<b>Standard Filtration System:</b> Includes latest edition filter/separator system		
	<b>Customer Selected Options:</b> <a href="#">Customer to select (see options list attached)</a> <a href="#">See Section #3</a>		
1	<b>Sub Total / Unit Price:</b> SkyMark 'Standard' 3000 Gallon Jet Refueler	1	\$ 186,900
	<b>OPTIONS:</b> Customer to Select Options / (Select YES or NO) <a href="#">See Section #3</a>		\$ 25,450
	<b>DISCOUNT</b> <b>DEDUCT: Special Discount GSA</b>		\$ (3,000)
	<b>TOTAL</b> <b>UNIT PRICE:</b> 3000 Gallon Jet Refueler + ADD Selected Options <i>FOB Delivered</i>		\$ 209,350

**Section #2: Standard Features Included: New SkyMark Jet Refuelers Include the Following Standard Features**

Item	General Description	Unit Price	Feature
A	<b>Highest Quality Aluminum Tanks:</b> SkyMark's aluminum refueler tanks, <i>the best in the industry</i> , include: <ul style="list-style-type: none"> <li>• 5-Year tank warranty / DOT-406, single compartment, fully baffled.</li> <li>• Sill-mount design with heavy duty outriggers, and mounted on engineered composite sill boards.</li> <li>• Highly polished aluminum, overturn protection, non-slip walkway, 20" manholes w/ self-closing cover.</li> <li>• Rear mounted aluminum ladder with OSHA approved grab handles at top.</li> </ul>	Included	Standard Equip.
B	<b>Fully Rated 300 GPM Pumping System:</b> Our fully rated pumping systems include the following: <ul style="list-style-type: none"> <li>• Isolated bottom load valve with 2.5" bayonet adaptor, jet level sensor / high level shutoff, w/ pre-check.</li> <li>• Optional Scully secondary overflow system (if required).</li> <li>• Fully rated, aluminum, 300 GPM, 3" Gorman-Rupp centrifugal pump.</li> <li>• Aluminum piping, flanged and Victaulic joints, rated at 150 psi, fully pressure tested.</li> <li>• Fully rated 300 GPM filter, meets current EI regulations (new filters installed at time of shipment).</li> <li>• Pressure control system with venturi, hose end control valve (48psi), in-line primary deadman/control valve (40 psi).</li> <li>• One (1) TCS or L.C. aviation grade aluminum flow meter w/ aluminum internals, rated to 300 GPM.</li> <li>• Underwing Fueling: One (1) Hannay electric rewind underwing hose reel with aluminum internals, shutoff valve, 2" x 50' aviation grade fueling hose (with Certificate), Carter underwing nozzle w/ HECV.</li> <li>• Overwing Fueling: (1) or (2) Hannay electric rewind overwing hose reel(s) with aluminum internals, shutoff valve, 1 1/4" x 50' aviation grade fueling hose (with Certificate), overwing OPW 295 SAJ nozzle.</li> <li>• Optional Dual Overwing Fueling Available: See option for dual overwing fueling, See Section #3 Attached</li> </ul>	Included	Standard Equip.
C	<b>Simplified, High Visibility, Easy to Operate, Controls:</b> Refuelers include a simplified control system: <ul style="list-style-type: none"> <li>• All functions easily identified on a 'flip down', fully accessible, operating / gauge panel.</li> <li>• Automatically engages pump when deadman is squeezed (underwing) or when overwing nozzle is removed.</li> <li>• Automatically defeats high throttle setting when overwing nozzle is removed (during overwing fueling).</li> <li>• Automatically activates vents &amp; offloading valves when nozzles are removed.</li> <li>• Automatically detects product re-circulation (allowing recirculation while product tank is fully loaded).</li> </ul>	Included	Standard Equip.
D	<b>Enhanced, Automotive Grade, PLC:</b> Refuelers include a robust programmable logic controller (PLC) to manage all systems, specifically designed for mobile application, with an easy-to-read diagnostic panel.	Included	Standard Equip.
E	<b>Modular Design and Construction:</b> Refuelers include fully modular cabinetry and brackets, bolt-together design, serviceable & replaceable in the field, powder-coat painted for maximum weather protection.	Included	Standard Equip.
F	<b>Fully Accessible, 'Flip-Down' Operating Panel:</b> Refuelers include a "flip-down" operator's control panel allowing unencumbered access to gauges & switches. Includes a 4" nozzle pressure gauge w/ test port.	Included	Standard Equip.
G	<b>SAE Grade Automotive Wiring Harness:</b> Refuelers include fuel-oil resistant, nylon braid wrapped SAE automotive grade wire harnesses with Deutsch plug-n-play connectors (for reduced maintenance).	Included	Standard Equip.
H	<b>Product Re-circulation Connection:</b> Refuelers include an isolated re-circulation connection for maintenance and inspections (system is capable of recirculating fuel while product tank is full).	Included	Standard Equip.
I	<b>Master Battery Shutoff Switch:</b> Refuelers include a Master battery shutoff switch.	Included	Standard Equip.
J	<b>Engine Hour Meter:</b> Refueler includes an engine hour meter.	Included	Standard Equip.
K	<b>Flashing Beacon:</b> Refueler includes a flashing safety beacon.	Included	Standard Equip.
L	<b>Back-up alarm:</b> Refueler includes a backup alarm (active when chassis is in reverse).	Included	Standard Equip.
M	<b>Low Level Automatic Shutdown:</b> Refueler includes an auto low-level shut-off w/ an indicator light.	Included	Standard Equip.
N	<p><b>Additional Standard Features:</b></p> <p><i>Additional Features Referenced Are Also Included as 'Standard Features' on New SkyMark Jet Refuelers</i></p> <ul style="list-style-type: none"> <li>* Refuelers meet ATA-103 &amp; NFPA 407</li> <li>* (2ea) 20lb. fire extinguishers</li> <li>* filter elements to be installed at shipment</li> <li>* shut-off valves at filter inlet &amp; outlet</li> <li>* tanks sumps w/ spring loaded valves</li> <li>* DP gauge, 3-way test valve, drain port</li> <li>* LED light package / LED strobe</li> <li>* chassis w/ engine hour meter</li> <li>* chassis w/ swing away mirrors</li> <li>* chassis w/ day time running lights</li> <li>* water defense w/ external test switch</li> <li>* low point drains in piping</li> <li>* ladder rack included</li> <li>* cam lock style dust caps</li> </ul>	Included	Standard Equip.

Section #3: <u>List of 'Common Options' Available: Customer To Select YES or NO From Available Options Below</u>					
Item	General Description	Qty.	Unit Price	Options	
<b>'Common Options' Available: Customer to Select YES or NO From Options Below</b>			Customer To Select YES or NO From Below		
Opt. 1	<b>Filter / separator system w/ water defense</b> A filter/separator w/ water defense & water detection test switch is included.	1	\$ -	<u>YES</u>	
Opt. 2	<b>Aluminum chock holder</b> An aluminum chock block holder with wheel chocks is available.	1	\$ 300	<u>YES</u>	<u>NO</u>
Opt. 3	<b>Aluminum storage box</b> A 24" x 24" x 24" aluminum storage cabinet / spill kit container is available.	0	<del>\$ 600</del>	<u>YES</u>	<u>NO</u>
Opt. 4	<b>Scully secondary shutoff</b> A secondary Scully high level shutoff is available (2 wire/2 optic or equal).	1	\$ 1,000	<u>YES</u>	<u>NO</u>
Opt. 5	<b>Wireless data transfer</b> A wireless data transfer kit w/ a radio modem and an antenna is available.	0	<del>\$ 1,200</del>	<u>YES</u>	<u>NO</u>
Opt. 6	<b>Back-up camera</b> A back-up camera system w/ an in-cab color monitor along is available	0	<del>\$ 1,000</del>	<u>YES</u>	<u>NO</u>
Opt. 7	<b>Ticket Printer</b> A mechanical or electric ticket printer is available (select 'slip' or 'roll').	0	<del>\$ 1,200</del>	<u>YES</u>	<u>NO</u>
Opt. 8	<b>Single-wrap hose reel (in lieu of drum reel)</b> A single-wrap style underwing hose reel mounted behind cab is available. (in lieu of a side-mounted drum underwing reel on 'standard' refuelers)	1	\$ 1,750	<u>YES</u>	<u>NO</u>
Opt. 9	<b>Product tank gauging</b> Electronic contents gauging system integrated into TCS register is available.	0	<del>\$ 2,000</del>	<u>YES</u>	<u>NO</u>
Opt. 10	<b>Fuel / de-fuel system</b> A fuel / de-fuel system (to work with high-level shutoff) is available.	1	\$ 2,500	<u>YES</u>	<u>NO</u>
Opt. 11	<b>Electronic register(s) w/ large number displays</b> (1) or (2) electronic meter registers w/ built-in digital displays are available. (in lieu of mechanical registers on 'standard model' refuelers) NOTE: (2) electronic registers required if dual overwing fueling is selected.	1	\$ 3,000	<u>YES</u>	<u>NO</u>
Opt. 12	<b>Prist additive injector</b> A Gammon Viper Prist injector w/ desiccant dryer, pick-up tube, remote panel & bracket for 5 gal. pail (or 16 gallon polycarbonate tank) is available	1	\$ 7,900	<u>YES</u>	<u>NO</u>
Opt. 13	<b>Dual overwing fueling</b> (1) add'l overwing hose reel assy + (1) add'l flow meter (for dual overwing).	0	<del>\$ 8,900</del>	<u>YES</u>	<u>NO</u>
Opt. 14	<b>Diesel Engine Chassis</b> A diesel engine chassis is available (i.e. in lieu of a gasoline engine included on 'standard' refuelers). International MV	0	<del>\$ 11,000</del>	<u>YES</u>	<u>NO</u>
<b>Fall Protection Options</b>					
Opt. 15a	<b>Bi-Line top-of-tank fall-protection system</b> Bi-Line top-of-tank A Bi-Line top-of-tank fall protections system is available (includes dual cables installed on top-of-tank along with 1 safety harness/belt)	0	<del>\$ 3,000</del>	<u>YES</u>	<u>NO</u>
<b>OR</b>					
Opt. 15	<b>In-Service &amp; Training at Customer Location</b> A factory trained SkyMark technician will be dispatched to your location for in-servicing and comprehensive training (\$895 per day + expenses)	1	\$ -	<u>YES</u>	<u>NO</u>
Opt. 16	<b>Custom-painted tank</b> A custom-painted tank available (in lieu of natural finish tank on 'standard')	0	<del>\$ 6,500</del>	<u>YES</u>	<u>NO</u>
Opt. 17	<b>Red Lion Top of Tank Display</b> ADD Red Lion top of tank display	1	\$ 2,500	<u>YES</u>	<u>NO</u>
Opt. 18	<b>Freight to destination</b> Refueler delivered to Grass Valley CA	1	\$ 6,500	<u>YES</u>	<u>NO</u>
<b>Sub Total Section #3: Sub Total for Customer Selected Options</b>			<b>\$ 25,450</b>		

<b>Section #4: <u>Pricing Summary and Terms</u></b>			
<b>1</b>	<b>Sub Total / Unit Price: SkyMark 'Standard' 3000 Gallon Jet Refueler</b>	<b>1</b>	<b>\$ 186,900</b>
<b>OPTIONS</b>	<b>Customer to Select Options / (Select YES or NO)</b>	<b>See Section #3</b>	<b>\$ 25,450</b>
<b>DISCOUNT</b>	<b>DEDUCT: Special Discount GSA</b>		<b>\$ (3,000)</b>
<b>TOTAL</b>	<b>UNIT PRICE: 3000 Gallon Jet Refueler + ADD Selected Options FOB Delivered</b>		<b>\$ 209,350</b>

**Order Confirmation and Payment Terms:**

A signed Confirmation of Order is required to secure your order, along with a 30% non-refundable deposit. Balance of payment is due when refueler is completed at SkyMark, and prior to shipment from factory.

**Painting & Decals:**

Aluminum tank to remain in natural polished finish, chassis cab to remain in factory white. Equipment to be painted with the polyurethane. Safety placards, product decals, and operating decals will be installed.

**Quote Validity:**

Quote is valid for 90 days.

**Freight to Customer:**

Unit quoted FOB SkyMark delivered. Inland/ocean freight is additional but is included in the quoted price.

**Taxes / Duties:**

All taxes and/or duties are additional (if applicable).

**Delivery Schedule:**

Approximately 160 days after receipt of confirming order and deposit.

**In-Service / Training:**

For a nominal fee, SkyMark will dispatch a factory-trained technician to place your new refueler into service and provide training (cost of technician is \$895 per day + reimbursement for travel expenses).

Respectfully Submitted,

**Mike Ellis**  
 Managing Member  
 913-653-8112

