



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER  
**AEBATT12**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
**PAUL REYNOLDS**  
**304-558-0468**

VENDOR

\*909131135      304-345-5616  
 EXIDE TECHNOLOGIES  
 1412 BIGLEY AVE  
 CHARLESTON WV 25302

SHIP TO

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
04/25/2012				

BID OPENING DATE: **05/30/2012**      BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001		EA		060-12		
<p>BATTERIES, STORAGE (AUTOMOTIVE)</p> <p>REQUEST FOR QUOTATION</p> <p>THE WEST VIRGINIA STATE PURCHASING DIVISION IS SOLICITING BIDS FOR AN OPEN END STATEWIDE CONTRACT TO SUPPLY AUTOMOTIVE AND EQUIPMENT STORAGE BATTERIES FOR ALL WEST VIRGINIA STATE AGENCIES AND POLITICAL SUBDIVISIONS.</p> <p>A MANDATORY PRE-BID MEETING WILL BE HELD ON FRIDAY 05/18/12 AT 10:00 AM. THE MEETING WILL BE HELD AT 2019 WASHINGTON ST EAST, CHARLESTON, WV 25305. ANY VENDOR INTERESTED IN BIDDING ON THIS CONTRACT MUST ATTEND THIS MEETING. FAILURE TO ATTEND THE PRE-BID MEETING WILL CAUSE DISQUALIFICATION OF THE VENDOR'S BID. NO ONE PERSON MAY REPRESENT MORE THAN ONE BIDDER.</p> <p>AN ATTENDANCE SHEET WILL BE MADE AVAILABLE FOR ALL POTENTIAL BIDDERS TO COMPLETE. THIS WILL SERVE AS THE OFFICIAL DOCUMENT VERIFYING ATTENDANCE AT THE MANDATORY PRE-BID. FAILURE TO PROVIDE YOUR COMPANY AND REPRESENTATIVE NAME ON THE ATTENDANCE SHEET WILL RESULT IN DISQUALIFICATION OF THE BID. THE STATE WILL NOT ACCEPT ANY OTHER DOCUMENTATION TO VERIFY ATTENDANCE. THE BIDDER IS RESPONSIBLE FOR ENSURING THEY HAVE COMPLETED THE INFORMATION REQUIRED ON THE ATTENDANCE SHEET. THE PURCHASING DIVISION AND THE STATE AGENCY WILL NOT ASSUME ANY RESPONSIBILITY FOR A BIDDER-S</p>						



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## GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at [www.state.wv.us/admin/purchase/vrc/hipaa.html](http://www.state.wv.us/admin/purchase/vrc/hipaa.html) and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or Fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

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### INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



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<p>FAILURE TO COMPLETE THE PRE-BID ATTENDANCE SHEET. IN ADDITION, WE REQUEST THAT ALL POTENTIAL BIDDERS INCLUDE THEIR E-MAIL ADDRESS AND FAX NUMBER.</p> <p>ALL POTENTIAL BIDDERS ARE REQUESTED TO ARRIVE PRIOR TO THE STARTING TIME FOR THE PRE-BID. BIDDERS WHO ARRIVE LATE, BUT PRIOR TO THE DISMISSAL OF THE TECHNICAL PORTION OF THE PRE-BID WILL BE PERMITTED TO SIGN IN. BIDDERS WHO ARRIVE AFTER CONCLUSION OF THE TECHNICAL PORTION OF THE PRE-BID, BUT DURING ANY SUBSEQUENT PART OF THE PRE-BID WILL NOT BE PERMITTED TO SIGN THE ATTENDANCE SHEET.</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE UPON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE</p>						

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	<p><b>(1) YEAR PERIODS.</b></p> <p><b>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</b></p> <p><b>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</b></p> <p><b>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</b></p> <p><b>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</b></p> <p><b>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</b></p>					

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<p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 04/11/2001</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p> <p>ANY INDIVIDUAL SIGNING THIS BID IS CERTIFYING THAT: (1) HE OR SHE IS AUTHORIZED BY THE BIDDER TO EXECUTE THE BID OR ANY DOCUMENTS RELATED THERETO ON BEHALF OF THE BIDDER, (2) THAT HE OR SHE IS AUTHORIZED TO BIND THE BIDDER IN A CONTRACTUAL RELATIONSHIP, AND (3) THAT THE BIDDER HAS PROPERLY REGISTERED WITH ANY STATE AGENCIES THAT MAY REQUIRE REGISTRATION.</p> <p>***** THIS IS THE END OF RFQ AEBATT12 ***** TOTAL: _____</p>						

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# AEBATT12

## SCOPE

This contract is to furnish automotive and equipment lead acid batteries for vehicles and equipment owned and/or leased by various agencies and political subdivisions. It is the intent of this contract to provide a "discount from list" contract covering all current product applications and any new product applications as they become available. This bid shall be a Request for Quotation (RFQ); a single award for all items will be issued to the lowest responsible bidder, whose products meet the minimum quality defined herein. A sample shall be provided upon request.

### **Mandatory Pre-Bid Meeting**

A mandatory pre-bid meeting shall be held on Wednesday May 18, 2012 at 10:00 a.m. The meeting will be held in the Purchasing Division Conference Room located at 2019 Washington Street East (Capitol Complex – Building 15) Charleston, WV 25305. Any vendor who wishes to bid must be represented at this meeting. Failure to attend the pre-bid meeting shall disqualify a vendor from bidding on this contract. No person can represent more than one bidder.

### **General Information**

1. All products bid, furnished and delivered must meet the needs of the State of West Virginia. Each item bid on the pricing page must be identified with the manufacturer's number and the vendor's item number on the bid form. Vendors are requested to type the pricing pages.
2. Bidders shall complete the pricing on "AEBATT12 Pricing Spreadsheet" Bidders should complete all columns and information requested. Quantities for each item represent an approximate volume. No future use of contract is guaranteed or implied. The "unit price" must be the final price that will be charged to the State of West Virginia. The award shall be a discount from list based on discount shown on bid. Entire battery product line shall be covered by the subsequent contract awarded. One discount from list covering all batteries must be given.
3. The lowest cost bid whose products meet or exceeds the acceptable quality, shall be awarded contract.

4. The catalogs may be updated at renewal. If the Purchasing Division extends the offer to renew, and the catalog prices have significant increases, Purchasing may decline and re-bid the contract. Any price increase request must be substantiated by information from supplier and contract holder.
5. Estimated Quantity amounts are shown for informational purposes only and should not be construed as a guarantee of any future contract usage.
6. Orders shall be delivered within three (3) working days after orders are received. Spending unit must be advised in writing if orders will be delayed for any reason. Contractor shall carry an adequate stock to insure such delivery service for the duration of the contract.
7. All deliveries must be made during normal working hours for the delivery location. Any shipment of products requiring a material safety data sheet (MSDS) shall include the MSDS with the product.
8. All bids are to be quoted as F.O.B. destination to any West Virginia location. The minimum order for prepaid shipping to one, in-state destination shall be \$200.00. For orders less than \$200.00, transportation charges (if any) will be invoiced as a separate charge with the original freight bill attached to the invoice. Agencies may make purchases that fall under the \$200.00 limit at a local source to avoid the delivery charges. Note: Stringing orders to circumvent purchasing regulations is expressly prohibited.
9. All products furnished must conform to the current edition of Battery Council International (BCI) guidelines on Cold Cranking Amps (CCA) and Reserve Capacity (RC). All batteries quoted on the bid sheet itself should meet or exceed minimum performance levels which are stated. The performance levels are based on the state's requirements and original equipment specifications. All material and workmanship used in construction of batteries through this contract must be first class to industry practice. All batteries furnished through this contract must be of a wet type and ready for service upon delivery. All batteries furnished through this contract must be manufactured within the United States and have on them manufacturer's trade name, its part numbers, and its CCA rating.
10. The successful bidder shall not substitute any other brand of products from those awarded, nor sell any additional items under their contract not specifically covered herein, without prior written permission of the Purchasing Division.
11. All products must be highly efficient and effective in the performance of the tasks for which the product is intended and used.



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11. All products must be highly efficient and effective in the performance of the tasks for which the product is intended and used.

12. Successful vendor shall provide quarterly reports and annual summaries showing the quantities, dollar value and agencies (including political subdivisions) which have used this contract. Successful vendor shall also be able to provide reports showing the top items purchased during the contract period. This report is mandatory and failure of the successful bidder to supply such reports may be grounds for cancellation of contract.
13. Non conforming products and materials shall be returned to the vendor at no expense to the State of West Virginia at any time during the life of this contract and such shipment shall be credited or not invoiced if caught prior to billing.
14. Internet access – Vendor should be able to provide internet ordering access. If vendor has such capabilities, this should be noted in their quotation and describe the process for setting up such ordering for state agencies. Internet access is not a requirement for bidding.
15. If any battery becomes unserviceable (not merely discharged) due to defects in material or workmanship within 90 days of delivery, vendor will replace in full to the original purchaser. After the expiration of the 90 days warranty period, the vendor agrees to replace to the original purchaser, on a pro-rate basis during the insured life, based on current suggested list price which is in effect at the time of the purchase. Warranty will not apply in the following cases. If the containers, cover, or terminals are broken, if battery has been opened, frozen, or damaged due to neglect or abuse including fire, wreckage, or explosion. Warranty product must be received within 30 days upon receipt of a returned battery.
16. The vendor shall be required to remove junk cores on a one for one basis, if required by any agency or political subdivision. Vendor must also show the amount of credit allowance per junk core removed by sealed bid. The vendor must submit an EPA permit number showing that they are an approved EPA recycler and hauler of acid junk cores.
17. Vendor certification must be signed and received prior to award of any contract.

Reminders to Bidders:

Prior to submitting bids, bidders are cautioned to comply with all mandatory bid requirements.

Bidders shall use one discount from list for all batteries. Vendors shall show the "net price" after discount on the pricing pages.

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ITEM #	EST. QTY.	MINIMUM SPECIFICATIONS				ACTUAL PRODUCT BIDDED AND SPECIFICATIONS				NET PRICE	EXTENDED PRICE
		BCI GRP. SIZE #	COLD CRANK AMPS AT 0 F	RESERVE MINUTES AT 25 AMPS	PERIOD OF WARR. MONTHS	BRAND NAME PART NUMBER MANUFACTURER ORIGIN	COLD CRANK AMPS AT 0 F	RESERVE MINUTES AT 25 AMPS	PERIOD OF WARR. MONTHS		
1	120	U1	195	25	12	EXIDE 6TH EXIDE USA	235	25	6	\$28.42	\$3049.94
2	100	34	690	110	70	EXIDE 34-84N EXIDE USA	770	120	30	\$68.20	\$6820.00
3	12	40R	650	105	70	EXIDE 40R-6108 EXIDE USA	700	110	40	\$72.21	\$866.52
4	60	58	500	75	60	EXIDE 58-60 EXIDE USA	540	80	20	\$58.15	\$3489.00
5	125	65	750	140	85	EXIDE 65-84N EXIDE USA	750	150	30	\$71.26	\$8907.50
6	120	75	690	90	85	EXIDE 75-60P EXIDE USA	680	100	20	\$64.90	\$7788.00
7	900	34/78	690	110	70	EXIDE 78DT-84N EXIDE USA	770	100	30	\$64.19	\$57,771.00
8	40	4D	1050	290	30	EXIDE COM-40-P EXIDE USA	1000	320	12	\$128.71	\$5148.40
9	100	8D	1100	325	30	EXIDE COM-80-P EXIDE USA	1155	400	12	\$135.74	\$13,574.00
10	30	17TF	530	140	30	EXIDE FITTF EXIDE USA	530	140	12	\$170.38	\$5109.60
11	100	30H	650	150	30	EXIDE COM-30H EXIDE USA	700	180	12	\$74.60	\$7460.00
12	450	31	650	130	30	EXIDE COM-31D EXIDE USA	660	160	12	\$73.49	\$33,010.50

FINAL EXTENDED GRAND TOTAL OF ALL 12 BID ITEMS: \$ 153,054.46

NOTE: ALL BATTERIES BID IN THIS CONTRACT MUST COMFORM TO THE SPECIFICATIONS SECTION

VENDOR NAME	<u>EXIDE TECHNOLOGIES</u>	PHONE	<u>304-345-5666</u>
CONTACT PERSON	<u>MARK REDMAN</u> (Please print)	FAX	<u>304-344-4328</u>
CONTACT PERSON	<u>Mark Redman</u> (Signature)	EMAIL	<u>mark.redman@exide.com</u>
		DATE	<u>6/28/12</u>

# Certification

AEBATT12

By submitting a signed bid for AEBATT12 – Automotive and Equipment Batteries - vendor hereby certifies under penalty of fraud that all mandatory specifications contained in Request for Quotation are met. Vendor additionally certifies that it can supply the eligible items contained in its bid response.

EXIDE TECHNOLOGIES

Vendor (Type Name of Company)

1412 BIBLEY AVE CHARLESTON WVA  
25301

Address

MARK REDMAN DISTRICT OPERATIONS MANAGER

Name (Type Name)

Title

Mark Redman

6/28/12

Signature

Date

Note: No contract shall be awarded prior to receipt of this certification.







BCI Group Size	Current Part #	Part # Effective 10/01/2012	Cranking Amps at 0° F	Cranking Amps at 32° F	RC Minutes @ 25 Amps	Months Free Warranty	Battery Weight (LBS.)	Distributor Price Exchange	Your Discount Price	Price w/vol. Discount	Total Core Charge	Price Including Core	Part # Effective October 01, 2012	Core Unit Value	Suggested RETAIL PRICE	Warr Cost / Month Valid on purchases prior to 10/01/2012
<b>EXIDE® CUTTING EDGE® XTRA &amp; SELECT GARDEN TRACTOR &amp; UTILITY BATTERIES - 6 MONTH FREE REPLACEMENT - 12 VOLT</b>																
UI	GT-XHD	GT-XHD	350	420	38	6	20	\$76.30	\$47.31	\$44.94	\$7.50	\$52.44	GT-XHD	0.5	\$84.99	NA
	GT-X	GT-X	300	360	34	6	16	\$56.25	\$34.88	\$33.13	\$7.50	\$40.63	GT-X	0.5	\$62.99	NA
	GT-H	GT-H	235	280	25	6	15	\$48.69	\$30.19	\$25.42	\$0.00	\$25.42	GT-H	0.5	\$54.99	NA
	GT	GT	165	200	17	6	15	\$43.46	\$26.95	\$25.60	\$7.50	\$33.10	GT	0.5	\$48.99	NA
UIR	GT-XR	GT-XR	300	360	34	6	16	\$56.25	\$34.88	\$33.13	\$7.50	\$40.63	GT-XR	0.5	\$62.99	NA
	GT-R	GT-R	235	280	25	6	15	\$48.69	\$30.19	\$28.68	\$7.50	\$36.18	GT-R	0.5	\$54.99	NA
<b>EXIDE® EDGE FLAT-PLATE® AGM SEALED MARINE BATTERIES - MAINTENANCE FREE - 24 MONTH FREE REPLACEMENT - 12 VOLT</b>																
24	FP-AGM24DP	FP-AGM24DP	775	930	145	24	51	\$198.84	\$123.28	\$117.12	\$15.00	\$132.12	FP-AGM24DP	1.0	\$220.93	NA
<b>EXIDE® SELECT ORBITAL® SEALED VRLA (AGM) MARINE BATTERIES - MAINTENANCE FREE - 18 MONTH FREE REPLACEMENT - 12 VOLT</b>																
34	ORB34M-36	34MSORB	800	950	95	18	38	\$241.26	\$149.58	\$142.10	\$15.00	\$157.10	ORB34M-36	1.0	\$269.99	\$7.50
34	ORB34DC-36	34MDCORB	750	935	100	18	41	\$260.09	\$161.26	\$153.19	\$15.00	\$168.19	ORB34DC-36	1.0	\$290.99	\$8.00
<b>EXIDE® MegaCycle® AGM MARINE BATTERIES - MAINTENANCE FREE - 24 MONTH FREE REPLACEMENT - 12 VOLT</b>																
31	XMC-31	XMC-31	925	1110	200	24	72	\$294.79	\$182.77	\$173.63	\$22.50	\$196.13	XMC-31	1.5	\$329.99	NA
	MC-31	MC-31	700	840	200	24	69	\$271.11	\$168.09	\$159.68	\$22.50	\$182.18	MC-31	1.5	\$303.99	NA
<b>EXIDE® NAUTILUS® MARINE STARTING BATTERIES - MAINTENANCE FREE - 12 MONTH FREE REPLACEMENT - 12 VOLT</b>																
24	XXHD-M-24	24MSXX	800	1000	115	12	51	\$120.15	\$74.49	\$70.77	\$15.00	\$85.77	24MSXX	1.0	\$134.99	\$5.62
	XHD-M-24	24MSX	525	650	80	12	37	\$89.46	\$55.47	\$52.69	\$15.00	\$67.69	24MSX	1.0	\$99.99	\$4.17
	HD-M-24	24MS	450	525	65	12	34	\$81.52	\$50.54	\$48.02	\$15.00	\$63.02	24MS	1.0	\$90.99	\$3.79
27	XXHD-M-27	27MSXX	800	1000	180	12	57	\$127.38	\$78.98	\$75.03	\$15.00	\$90.03	27MSXX	1.0	\$142.99	\$5.96
<b>EXIDE® NAUTILUS® MARINE &amp; RV BATTERIES - DUAL PURPOSE (MARINE STARTING &amp; DEEP CYCLE) - 12 MONTH FREE REPLACEMENT - 12 VOLT</b>																
24	NC-24	24MDP	500	625	120	12	44	\$110.28	\$68.37	\$64.95	\$15.00	\$79.95	24MDP	1.0	\$123.99	\$5.17
27	NC-27	27MDP	575	730	160	12	56	\$125.06	\$77.54	\$73.66	\$15.00	\$88.66	27MDP	1.0	\$139.99	\$5.83
<b>EXIDE® NAUTILUS® MARINE &amp; RV BATTERIES - DEEP CYCLE - 12 MONTH FREE REPLACEMENT - 12 VOLT</b>																
24	NG-24	24MDC	400	500	140	12	51	\$140.20	\$86.92	\$82.58	\$15.00	\$97.58	24MDC	1.0	\$156.99	\$6.54
27	NG-27	27MDC	550	675	182	12	60	\$152.33	\$94.44	\$89.72	\$15.00	\$104.72	27MDC	1.0	\$170.99	\$7.12
31	NG-31	31MDC	725	900	205	12	62	\$174.27	\$108.05	\$102.65	\$22.50	\$125.15	31MDC	1.5	\$194.99	\$8.12
4D	NG-4D	4DMDC	600	850	250	12	102	\$314.22	\$194.82	\$185.08	\$45.00	\$230.08	4DMDC	3.0	\$351.99	\$14.67
8D	NG-8D	8DMDC	800	1200	400	12	136	\$376.90	\$233.68	\$221.99	\$60.00	\$281.99	8DMDC	4.0	\$421.99	\$17.58
<b>EXIDE® NAUTILUS® MARINE HEAVY DUTY BATTERIES - COMMERCIAL GRADE - 12 MONTH FREE REPLACEMENT - 8 VOLT</b>																
1	8-1	8-1	360	430	110	12	30	\$152.45	\$94.52	\$89.79	\$15.00	\$104.79	8-1	1.0	\$170.99	NA
984	8VM-AD	8VM-AD	800	1000	445	12	80	\$972.51	\$540.96	\$513.91	\$52.50	\$566.41	8VM-AD	3.5	\$976.99	NA
985	8VM-GD	8VM-GD	950	1200	515	12	143	\$949.20	\$588.50	\$559.08	\$60.00	\$619.08	8VM-GD	4.0	\$1,062.99	NA
981	8VM-D	8VM-D	650	800	305	12	80	\$635.00	\$393.70	\$374.02	\$45.00	\$419.02	8VM-D	3.0	\$710.99	NA
<b>EXIDE® SPECIAL USE DEEP CYCLE AGM - 6 MONTH FREE REPLACEMENT - 6 VOLT</b>																
6V27	DC6V-27	DC6V-27	-	-	-	6	77	\$473.73	\$293.71	\$279.03	\$15.00	\$294.03	DC6V-27	1.0	\$530.99	NA
<b>EXIDE® SPECIAL APPLICATION &amp; UTILITY BATTERY - 6 MONTH FREE REPLACEMENT - 12 VOLT</b>																
UI	DC-9	DC-9	160	200	40	6	23	\$91.68	\$56.84	\$54.00	\$7.50	\$61.50	DC-9	0.5	\$102.99	NA
<b>EXIDE® SPECIAL USE PREVAILER GEL VRLA - MAINTENANCE FREE - 6/12 MONTH FREE REPLACEMENT - 12 VOLT</b>																
UI	PV-U1	PV-U1	170	200	43	6	22	\$162.68	\$100.86	\$95.82	\$7.50	\$103.32	PV-U1	0.5	\$181.99	NA
22NF	PV-22NF	PV-22NF	280	335	85	6	38	\$231.52	\$143.54	\$136.37	\$15.00	\$151.37	PV-22NF	1.0	\$258.99	NA
24	PV-24DC	PV-24DC	410	490	132	12	51	\$305.32	\$189.30	\$179.83	\$15.00	\$194.83	PV-24DC	1.0	\$341.99	NA
27	PV-27DC	PV-27DC	490	585	155	12	60	\$351.16	\$217.72	\$206.83	\$15.00	\$221.83	PV-27DC	1.0	\$392.99	NA
31	PV-31	PV-31	655	785	196	12	72	\$390.86	\$242.33	\$230.22	\$22.50	\$252.72	PV-31	1.5	\$437.99	NA

This sheet is a net price calculation for customer convenience. In the event of any discrepancies, the "EXIDE Technologies DISTRIBUTOR PRICE SHEET dated May 15, 2012" will control.



# STOCKING POWER SPORT PROGRAM

SuperCrank®		Part #	REPLACES	Ah	Distributor	Your	Price	Total	Price	Part #	Core	Suggested	Warr Cost / Month
PART NUMBER	Effective 10/01/2012			Capacity (10 Hr)	Price Outright	Discount Price	w/vol. Discount	Core Charge	Including Core	Effective October 01, 2012	Unit Value	RETAIL PRICE	Valid on purchases prior to 10/01/2012
<b>EXIDE® SuperCrank® Xtra BATTERIES 12-VOLT FACTORY ACTIVATED / FACTORY SEALED VRLA (AGM) - MAINTENANCE FREE - 6 MONTH FREE REPLACEMENT</b>													
SC14FA	SC14FA	16-BS, YB16B-A2, YB16B-A12	12	\$105.29	\$65.28	\$62.02	\$7.50	\$69.52		SC14FA	0.5	\$117.99	NA
SC16CLBFA	SC16CLBFA	Exact replacement for 16CL-B	19	\$122.32	\$75.84	\$72.05	\$7.50	\$79.55		SC16CLBFA	0.5	\$136.99	NA
SC20HLFA	SC20HLFA	ETX20L, or FA20L-BS, FA20HL-BS	18	\$140.94	\$87.38	\$83.01	\$7.50	\$90.51		SC20HLFA	0.5	\$157.99	NA
SC30LFA	SC30LFA	Y1X30L	28	\$152.84	\$94.76	\$90.02	\$7.50	\$97.52		SC30LFA	0.5	\$170.99	NA
<b>SuperCrank® Select</b>													
<b>EXIDE® SUPERCRAK® SELECT BATTERIES 12-VOLT PREMIUM SEALED VRLA (AGM) - MAINTENANCE FREE - 6 MONTH FREE REPLACEMENT FRESH PACK KIT (battery, acid, hardware, instructions)</b>													
4L-BS	4L-BS	--	3	\$35.26	\$21.66	\$20.77	\$7.50	\$28.27		4L-BS	0.5	\$38.99	NA
5L-BS	5L-BS	--	4	\$39.95	\$24.77	\$23.53	\$7.50	\$31.03		5L-BS	0.5	\$44.99	NA
7A-BS	7A-BS	--	6	\$141.23	\$87.56	\$83.18	\$7.50	\$90.68		7A-BS	0.5	\$157.99	NA
7L-BS	7L-BS	--	6	\$57.11	\$35.41	\$33.64	\$7.50	\$41.14		7L-BS	0.5	\$60.47	NA
9-BS	9-BS	--	8	\$67.28	\$41.71	\$39.63	\$7.50	\$47.13		9-BS	0.5	\$74.99	NA
12-BS	12-BS	--	10	\$68.18	\$42.27	\$40.16	\$7.50	\$47.66		12-BS	0.5	\$75.99	NA
14-BS	14-BS	--	12	\$89.90	\$55.74	\$52.95	\$7.50	\$60.45		14-BS	0.5	\$100.99	NA
14AH-BS	14AH-BS	14A-A2, 14A-A1, 14A-2, 14-B2	12	\$122.74	\$76.10	\$72.29	\$7.50	\$79.79		14AH-BS	0.5	\$136.99	NA
14AHL-BS	14AHL-BS	14L-A2, 14L-B2, 12N14-3A	12	\$122.74	\$76.10	\$72.29	\$7.50	\$79.79		14AHL-BS	0.5	\$136.99	NA
15L-BS	15L-BS	--	13	\$125.98	\$78.11	\$74.20	\$7.50	\$81.70		15L-BS	0.5	\$140.99	NA
16-BS	16-BS	--	14	\$100.70	\$62.43	\$59.31	\$7.50	\$66.81		16-BS	0.5	\$112.99	NA
16CL-B-BS	16CL-B-BS	16CL-B	19	\$91.40	\$56.67	\$53.83	\$7.50	\$61.33		16CL-B-BS	0.5	\$101.99	NA
16L-BS	16L-BS	--	14	\$100.73	\$62.45	\$59.33	\$7.50	\$66.83		16L-BS	0.5	\$112.99	NA
18L-BS	18L-BS	50L-BS	18	\$86.10	\$53.38	\$50.71	\$7.50	\$58.21		18L-BS	0.5	\$95.99	NA
20-BS	20-BS	--	18	\$140.73	\$87.25	\$82.89	\$7.50	\$90.39		20-BS	0.5	\$157.99	NA
20CH-BS	20H-BS	--	18	\$88.33	\$54.76	\$52.03	\$7.50	\$59.53		20H-BS	0.5	\$98.99	NA
20H-BS	20H-BS	--	18	\$175.74	\$108.96	\$103.51	\$7.50	\$111.01		20H-BS	0.5	\$196.99	NA
20L-BS	20L-BS	--	18	\$118.18	\$73.27	\$69.61	\$7.50	\$77.11		20L-BS	0.5	\$131.99	NA
20HL-BS	20HL-BS	--	18	\$95.36	\$59.12	\$56.17	\$7.50	\$63.67		20HL-BS	0.5	\$106.99	NA
24HL-BS	24HL-BS	18L-BS, 50-N18L-A2/3	21	\$99.12	\$61.45	\$58.38	\$7.50	\$65.88		24HL-BS	0.5	\$110.99	NA
<b>SuperCrank®</b>													
<b>EXIDE® SUPERCRAK® 12-VOLT HIGH PERFORMANCE FLOODED -- 6 MONTH FREE REPLACEMENT FRESH PACK KIT (battery, acid, hardware, instructions)</b>													
4L-B	4L-B	--	4	\$24.11	\$14.95	\$14.20	\$7.50	\$21.70		4L-B	0.5	\$26.99	NA
7C-A	7C-A	12N7C-3D	8	\$76.91	\$47.68	\$45.30	\$7.50	\$52.80		7C-A	0.5	\$85.99	NA
9A-A	9A-A	--	9	\$42.57	\$26.39	\$25.07	\$7.50	\$32.57		9A-A	0.5	\$47.99	NA
9-B	9-B	--	9	\$78.94	\$48.94	\$46.50	\$7.50	\$54.00		9-B	0.5	\$87.99	NA
9L-B	9L-B	--	9	\$78.94	\$48.94	\$46.50	\$7.50	\$54.00		9L-B	0.5	\$87.99	NA
10A-A2	10A-A2	--	11	\$66.17	\$41.03	\$38.97	\$7.50	\$46.47		10A-A2	0.5	\$73.99	NA
10L-A2	10L-A2	--	11	\$41.46	\$25.71	\$24.42	\$7.50	\$31.92		10L-A2	0.5	\$45.99	NA
10L-B	10L-B	--	11	\$86.35	\$53.54	\$50.86	\$7.50	\$58.36		10L-B	0.5	\$96.99	NA
12A-A	12A-A	--	12	\$43.91	\$27.22	\$25.86	\$7.50	\$33.36		12A-A	0.5	\$48.99	NA
12AL-A	12AL-A	--	12	\$86.35	\$53.54	\$50.86	\$7.50	\$58.36		12AL-A	0.5	\$96.99	NA
12C-A	12C-A	--	12	\$86.35	\$53.54	\$50.86	\$7.50	\$58.36		12C-A	0.5	\$96.99	NA
14-A2	14-A2	--	14	\$56.42	\$34.98	\$33.23	\$7.50	\$40.73		14-A2	0.5	\$62.99	NA
14A-A2	14A-A2	14A-A1	14	\$50.56	\$31.35	\$29.78	\$7.50	\$37.28		14A-A2	0.5	\$56.99	NA
14L-A2	14L-A2	--	14	\$46.46	\$28.81	\$27.36	\$7.50	\$34.86		14L-A2	0.5	\$51.99	NA
16A-AB	16A-AB	--	16	\$111.30	\$69.01	\$65.56	\$7.50	\$73.06		16A-AB	0.5	\$124.99	NA
16AL-A2	16AL-A2	--	16	\$61.66	\$38.23	\$36.32	\$7.50	\$43.82		16AL-A2	0.5	\$68.99	NA
16-B	16-B	--	19	\$60.74	\$37.66	\$35.78	\$7.50	\$43.28		16-B	0.5	\$67.99	NA
16CL-B	16CL-B	--	19	\$67.55	\$41.88	\$39.79	\$7.50	\$47.29		16CL-B	0.5	\$76.99	NA
16L-B	16L-B	12N16-3B	19	\$46.93	\$29.10	\$27.64	\$7.50	\$35.14		16L-B	0.5	\$52.99	NA
18L-A	18L-A	20-BS	18	\$109.19	\$67.70	\$64.31	\$7.50	\$71.81		18L-A	0.5	\$121.99	NA
50-N18L-A3	50-N18L-A2	--	20	\$80.73	\$50.05	\$47.55	\$7.50	\$55.05		50-N18L-A2	0.5	\$89.99	NA
<b>EXIDE® SUPERCRAK® 6-VOLT CONVENTIONAL FLOODED -- 6 MONTH FREE REPLACEMENT FRESH PACK KIT (battery, acid, hardware, instructions)</b>													
6N5.5-1D	6N5.5-1D	--	5.5	\$29.13	\$18.06	\$17.16	\$7.50	\$24.66		6N5.5-1D	0.5	\$32.99	NA
6N6-3B	6N6-3B	--	6	\$31.88	\$19.77	\$18.78	\$7.50	\$26.28		6N6-3B	0.5	\$35.99	NA
<b>12-VOLT CONVENTIONAL FLOODED -- 6 MONTH FREE REPLACEMENT FRESH PACK KIT (battery, acid, hardware, instructions)</b>													
12N5-4B	12N5-4B	--	5	\$23.50	\$14.57	\$13.84	\$7.50	\$21.34		12N5-4B	0.5	\$25.99	NA
12N5.5A-3B	12N5.5A-3B	--	5.5	\$51.66	\$32.03	\$30.43	\$7.50	\$37.93		12N5.5A-3B	0.5	\$57.99	NA
12N7-3B	12N7-3B	--	7	\$54.98	\$34.09	\$32.38	\$7.50	\$39.88		12N7-3B	0.5	\$61.99	NA
12N7-4A	12N7-4A	--	7	\$31.75	\$19.69	\$18.70	\$7.50	\$26.20		12N7-4A	0.5	\$35.99	NA
12N9-4B-1	12N9-4B-1	--	9	\$34.08	\$21.13	\$20.07	\$7.50	\$27.57		12N9-4B-1	0.5	\$37.99	NA
12N12A-4A-1	12N12A-4A-1	--	12	\$40.58	\$25.16	\$23.90	\$7.50	\$31.40		12N12A-4A-1	0.5	\$44.99	NA
12N14-3A	12N14-3A	--	14	\$42.91	\$26.60	\$25.27	\$7.50	\$32.77		12N14-3A	0.5	\$47.99	NA
HD-12	HD-12	--	28	\$94.40	\$58.53	\$55.60	\$7.50	\$63.10		HD-12	0.5	\$105.99	NA
Part Number	Part # Effective 10/01/2012	CONTENTS		Distributor Price Outright	Your Discount Price	Price w/vol. Discount	Price Including Core	Part # Effective October 01, 2012	Core Unit Value	Suggested RETAIL PRICE	Warr Cost / Month Valid on purchases prior to 10/01/2012		
SCK-1000	SCK-1000	Kit, Nuts, Bolts, Spacers, Vent Caps, Water Sensors		\$77.78	\$48.22	\$45.81	\$45.81	SCK-1000	NA	\$99.99	NA		
<b>BATTERY ACID</b>													
ACID 32 OZ	ACID 32 OZ	32 oz. Acid Bottle		\$9.77	\$6.06	\$5.75	\$5.75	ACID 32 OZ	N/A	\$11.46	NA		
ACID 6 QT	ACID 6 QT	6 QT. Acid		\$15.44	\$9.57	\$9.09	\$9.09	ACID 6 QT	N/A	\$17.67	NA		
ACID 5 GAL	ACID 5 GAL	5 GAL Acid		\$28.12	\$17.43	\$16.56	\$16.56	ACID 5 GAL	N/A	\$32.30	NA		

This sheet is a net price calculation for customer convenience. In the event of any discrepancies, the "EXIDE Technologies DISTRIBUTOR PRICE SHEET dated May 15, 2012" will control.



# SPECIAL ORDER POWER SPORT PROGRAM

PRODUCT IS AVAILABLE ON A SPECIAL ORDER ONLY BASIS

JIS PART NUMBER	Part # Effective 10/01/2012	REPLACES	Optional Battery Substitution	Ah Cap. (10 Hr)	Distributor Price Outright	Your Discount Price	Price w/ol. Discount	Total Core Charge	Price Including Core	Part # Effective October 01, 2012	Core Unit Value	Suggested RETAIL PRICE	Warr Cost / Month Valid on purchases prior to 10/01/2012
<b>12-VOLT FACTORY ACTIVATED / FACTORY SEALED VRLA (AGM) - MAINTENANCE FREE - 6 MONTH FREE REPLACEMENT</b>													
T4B-5	T4B-5	4B-BS		2.5	\$220.61	\$136.78	\$129.94	\$7.50	\$137.44	T4B-5	0.5	\$246.99	NA
TZ7S	TZ7S			6	\$289.43	\$179.45	\$170.47	\$7.50	\$177.97	TZ7S	0.5	\$323.99	NA
T9B-4	T9B-4	9B-4		8	\$382.54	\$237.17	\$225.32	\$7.50	\$232.82	T9B-4	0.5	\$427.99	NA
TZ10S	TZ10S	Z10S		8	\$342.08	\$212.09	\$201.49	\$7.50	\$208.99	TZ10S	0.5	\$382.99	NA
TZ12S	TZ12S	Z12S		6	\$333.94	\$207.04	\$196.69	\$7.50	\$204.19	TZ12S	0.5	\$373.99	NA
<b>6-VOLT CONVENTIONAL FLOODED -- 6 MONTH FREE REPLACEMENT</b>													
6N2-2A UNV	6N2-2A UNV	6N2-2A1/2/3/4/5/6/7/8	--	2	\$28.15	\$17.45	\$16.58	\$7.50	\$24.08	6N2-2A UNV	0.5	\$31.99	NA
6N2A-2C UNV	6N2A-2C UNV	6N2A-2C1/3		2	\$28.15	\$17.45	\$16.58	\$7.50	\$24.08	6N2A-2C UNV	0.5	\$31.99	NA
6N4-2A UNV	6N4-2A UNV	6N4-2A1/2/3/4/5/6/7/8		4	\$32.81	\$20.34	\$19.33	\$7.50	\$26.83	6N4-2A UNV	0.5	\$36.99	NA
6N4A-4D	6N4A-4D	--		4	\$30.19	\$18.72	\$17.78	\$7.50	\$25.28	6N4A-4D	0.5	\$33.99	NA
6N4B-2A UNV	6N4B-2A UNV	6N4B-2A1/2/3/4/5		4	\$32.81	\$20.34	\$19.33	\$7.50	\$26.83	6N4B-2A UNV	0.5	\$36.99	NA
6N4C-1B	6N4C-1B	--		4	\$30.19	\$18.72	\$17.78	\$7.50	\$25.28	6N4C-1B	0.5	\$33.99	NA
6N5 5-1D-1	6N5 5-1D-1	--		5.5	\$27.79	\$17.23	\$16.37	\$7.50	\$23.87	6N5 5-1D-1	0.5	\$30.99	NA
6N6-1B	6N6-1B	--		6	\$30.88	\$19.15	\$18.19	\$7.50	\$25.69	6N6-1B	0.5	\$34.99	NA
6N6-3B-1	6N6-3B-1	--		6	\$30.88	\$19.15	\$18.19	\$7.50	\$25.69	6N6-3B-1	0.5	\$34.99	NA
6N6-1D	6N6-1D	--		6	\$30.88	\$19.15	\$18.19	\$7.50	\$25.69	6N6-1D	0.5	\$34.99	NA
6N6-1D-2	6N6-1D-2	--		6	\$30.88	\$19.15	\$18.19	\$7.50	\$25.69	6N6-1D-2	0.5	\$34.99	NA
6CB8L-B	6CB8L-B	--		8	\$43.65	\$27.06	\$25.71	\$7.50	\$33.21	6CB8L-B	0.5	\$48.99	NA
6N11-2D	6N11-2D	--		11	\$43.65	\$27.06	\$25.71	\$7.50	\$33.21	6N11-2D	0.5	\$48.99	NA
6N11A-1B	6N11A-1B	--		11	\$43.65	\$27.06	\$25.71	\$7.50	\$33.21	6N11A-1B	0.5	\$48.99	NA
6N12A-2D	6N12A-2D	--		12	\$43.65	\$27.06	\$25.71	\$7.50	\$33.21	6N12A-2D	0.5	\$48.99	NA
B39-6	B39-6	--		7	\$43.65	\$27.06	\$25.71	\$7.50	\$33.21	B39-6	0.5	\$48.99	NA
B49-6	B49-6	--		10	\$48.69	\$30.19	\$28.68	\$7.50	\$36.18	B49-6	0.5	\$54.99	NA
<b>12-VOLT CONVENTIONAL FLOODED -- 6 MONTH FREE REPLACEMENT</b>													
12N5 5-3B	12N5 5-3B	--	--	5.5	\$51.66	\$32.03	\$30.43	\$7.50	\$37.93	12N5 5-3B	0.5	\$57.99	NA
12N5 5-4A	12N5 5-4A	--	--	5.5	\$51.66	\$32.03	\$30.43	\$7.50	\$37.93	12N5 5-4A	0.5	\$57.99	NA
12N7-4B	12N7-4B	--	--	7	\$54.98	\$34.09	\$32.38	\$7.50	\$39.88	12N7-4B	0.5	\$61.99	NA
12N9-3A	12N9-3A	--	--	9	\$78.46	\$48.65	\$46.21	\$7.50	\$53.71	12N9-3A	0.5	\$87.99	NA
12N11-3A-1	12N11-3A-1	--	--	11	\$83.50	\$51.77	\$49.18	\$7.50	\$56.68	12N11-3A-1	0.5	\$93.99	NA
12N12-3B	12N12-3B	--	--	12	\$99.06	\$61.42	\$58.35	\$7.50	\$65.85	12N12-3B	0.5	\$110.99	NA
12N24-3	12N24-3	--	--	24	\$134.57	\$83.43	\$79.26	\$7.50	\$86.76	12N24-3	0.5	\$150.99	NA
12N24-3A	12N24-3A	--	--	24	\$134.57	\$83.43	\$79.26	\$7.50	\$86.76	12N24-3A	0.5	\$150.99	NA
2 5L-C	2 5L-C	--	--	2.5	\$42.52	\$26.36	\$25.04	\$7.50	\$32.54	2 5L-C	0.5	\$47.99	NA
2 5L-C-1	2 5L-C-1	--	--	2.5	\$42.52	\$26.36	\$25.04	\$7.50	\$32.54	2 5L-C-1	0.5	\$47.99	NA
<b>12-VOLT HIGH PERFORMANCE FLOODED -- 6 MONTH FREE REPLACEMENT</b>													
3L-A	3L-A	--	--	3	\$50.11	\$31.07	\$29.51	\$7.50	\$37.01	3L-A	0.5	\$55.99	NA
3L-B	3L-B	--	--	3	\$50.11	\$31.07	\$29.51	\$7.50	\$37.01	3L-B	0.5	\$55.99	NA
4L-A	4L-A	--	--	4	\$50.11	\$31.07	\$29.51	\$7.50	\$37.01	4L-A	0.5	\$55.99	NA
5L-B	5L-B	12N5-3B	--	5	\$50.11	\$31.07	\$29.51	\$7.50	\$37.01	5L-B	0.5	\$55.99	NA
7-A	7-A	12N7-4A	--	8	\$76.91	\$47.68	\$45.30	\$7.50	\$52.80	7-A	0.5	\$85.99	NA
7L-B	7L-B	12N7-3B	--	8	\$76.91	\$47.68	\$45.30	\$7.50	\$52.80	7L-B	0.5	\$85.99	NA
9L-A2	9L-A2	12N9-3A-1	--	9	\$78.94	\$48.94	\$46.50	\$7.50	\$54.00	9L-A2	0.5	\$87.99	NA
10L-B2	10L-B2	--	10L-B	11	\$86.35	\$53.54	\$50.86	\$7.50	\$58.36	10L-B2	0.5	\$96.99	NA
12A-B	12A-B	--	--	12	\$86.35	\$53.54	\$50.86	\$7.50	\$58.36	12A-B	0.5	\$96.99	NA
12B-B2	12B-B2	--	--	12	\$86.35	\$53.54	\$50.86	\$7.50	\$58.36	12B-B2	0.5	\$96.99	NA
14L-A1	14L-A1	--	14L-A2	14	\$97.14	\$60.23	\$57.22	\$7.50	\$64.72	14L-A1	0.5	\$108.99	NA
14-B2	14-B2	--	--	14	\$97.14	\$60.23	\$57.22	\$7.50	\$64.72	14-B2	0.5	\$108.99	NA
14L-B2	14L-B2	--	--	14	\$97.14	\$60.23	\$57.22	\$7.50	\$64.72	14L-B2	0.5	\$108.99	NA
16B-A	16B-A	--	--	16	\$131.53	\$81.55	\$77.47	\$7.50	\$84.97	16B-A	0.5	\$146.99	NA
16B-A1	16B-A1	--	--	16	\$131.53	\$81.55	\$77.47	\$7.50	\$84.97	16B-A1	0.5	\$146.99	NA
16C-B	16C-B	--	--	19	\$110.57	\$68.55	\$65.13	\$7.50	\$72.63	16C-B	0.5	\$123.99	NA
16HL-A-LM	16HL-A-LM	16HL-A-CX	16L-BS	19	\$111.23	\$68.96	\$65.51	\$7.50	\$73.01	16HL-A-LM	0.5	\$124.99	NA
18-A	18-A	--	20-BS	18	\$109.19	\$67.70	\$64.31	\$7.50	\$71.81	18-A	0.5	\$121.99	NA
50-N18A-A	50-N18A-A	--	18L-BS	20	\$145.64	\$90.30	\$85.78	\$7.50	\$93.28	50-N18A-A	0.5	\$162.99	NA
50-N18L-AT	50-N18L-AT	--	18L-BS	20	\$145.64	\$90.30	\$85.78	\$7.50	\$93.28	50-N18L-AT	0.5	\$162.99	NA
50-N18L-A-LM	50-N18L-A-LM	50N18L-A-CX	18L-BS	20	\$145.64	\$90.30	\$85.78	\$7.50	\$93.28	50-N18L-A-LM	0.5	\$162.99	NA
60-N24-A	60-N24-A	60-N24-3	--	28	\$141.56	\$87.77	\$83.38	\$7.50	\$90.88	60-N24-A	0.5	\$158.99	NA
60-N24L-B	60-N24L-B	--	--	28	\$141.56	\$87.77	\$83.38	\$7.50	\$90.88	60-N24L-B	0.5	\$158.99	NA
60-N24L-A	60-N24L-A	--	--	28	\$141.56	\$87.77	\$83.38	\$7.50	\$90.88	60-N24L-A	0.5	\$158.99	NA

This sheet is a net price calculation for customer convenience. In the event of any discrepancies, the "EXIDE Technologies DISTRIBUTOR PRICE SHEET dated May 15, 2012" will control.

Item Availability	J.J.S Battery Type	Part # Effective 10/01/2012	REPLACES	POST TYPE	CCA at 0° F	Ah Capacity (20 Hr)	Distributor Price Outright	Your Discount Price	Price w/vol. Discount	Total Core Charge	Price Including Core	J.J.S Battery Type	Core Unit Value	Suggested RETAIL PRICE	Warr Cost / Month Valid on purchases prior to 10/01/2012	
<b>12-VOLT JIS FARM, AUTO, TRUCK, GARDEN TRACTOR, GENERATORS, FORKLIFT - 6 MONTH FREE REPLACEMENT</b>																
Stock Item	NS40Z (S)	NS40Z (S)	38B20R (S), 32B20R (S), NS40 (S)	SAE Post	330	36	\$150.45	\$93.28	\$88.62	\$7.50	\$96.12	NS40Z (S)	0.5	\$168.99	NA	
Stock Item	NS40Z	NS40Z	38B20R, 32B20R,	Pencil Post	330	36	\$150.45	\$93.28	\$88.62	\$7.50	\$96.12	NS40Z	0.5	\$168.99	NA	
Stock Item	NS40ZL (S)	NS40ZL (S)	38B20L (S), 32B20L (S), NS40L (S)	SAE Post	330	36	\$150.45	\$93.28	\$88.62	\$7.50	\$96.12	NS40ZL (S)	0.5	\$168.99	NA	
Stock Item	NS40ZL	NS40ZL	38B20L, 32B20L,	Pencil Post	330	36	\$150.45	\$93.28	\$88.62	\$7.50	\$96.12	NS40ZL	0.5	\$168.99	NA	
SO	N50	N50	55D26L, 48D26L, N50	SAE Post	365	60	\$280.99	\$174.21	\$165.50	\$7.50	\$173.00	N50Z	0.5	\$314.99	NA	
Stock Item	NS60L (S)	NS60L (S)	55B24L (S)	SAE Post	350	45	\$190.45	\$118.08	\$112.18	\$7.50	\$119.68	NS60L (S)	0.5	\$212.99	NA	
Stock Item	N120	N120	115F51		638	120	\$358.21	\$222.09	\$210.99	\$22.50	\$233.49	N120	1.5	\$400.99	NA	
Stock Item	NS150	NS150	145F51	SAE Post	754	150	\$564.33	\$349.88	\$332.39	\$37.50	\$369.89	NS150	2.5	\$631.99	NA	
SO	N200	N200	190H52	SAE Post	924	200	\$630.16	\$390.70	\$371.16	\$37.50	\$408.66	N200	2.5	\$705.99	NA	
BCI Group Size	Type	Part # Effective 10/01/2012	Amp Hour Capacity (20 Hr)	Volts	Overall Dimensions Inches			BASE	Your Discount Price	Price w/vol. Discount	Total Core Charge	Price Including Core	Part # Effective October 01, 2012	Core Unit Value	Suggested RETAIL PRICE	Warr Cost / Month Valid on purchases prior to 10/01/2012
<b>EXIDE® POWERFIT® BATTERIES - RECHARGEABLE SEALED LEAD-ACID BATTERIES - 12 MONTH FREE REPLACEMENT</b>																
	ES4-6	ES4-6	6	4.0	2-3/4	1-7/8	4	\$20.11	\$12.47	\$11.84	\$7.50	\$19.34	ES4-6	0.5	#N/A	NA
	ES5-6LF	ES5-6LF	6	5.0	2-5/8	2-5/8	3-3/4	\$30.83	\$19.11	\$18.16	\$7.50	\$25.66	ES5-6LF	0.5	#N/A	NA
	ES7-6	ES7-6	6	7.0	1-15/16	1-5/16	3-11/16	\$30.15	\$18.69	\$17.76	\$7.50	\$25.26	ES7-6	0.5	#N/A	NA
	ES8-6A	ES8-6A	6	8.0	3-7/8	2-1/4	4-5/8	\$35.53	\$22.03	\$20.93	\$7.50	\$28.43	ES8-6A	0.5	#N/A	NA
	ES9.5-6TH	ES9.5-6TH	6	9.5	4-1/4	2-13/16	5-9/16	\$53.44	\$33.13	\$31.48	\$7.50	\$38.98	ES9.5-6TH	0.5	#N/A	NA
	ES10-6	ES10-6	6	10.0	5-15/16	1-15/16	3-11/16	\$39.18	\$24.29	\$23.08	\$7.50	\$30.58	ES10-6	0.5	#N/A	NA
	ES12-6	ES12-6	6	12.0	4-1/4	2-13/16	5-9/16	\$58.28	\$36.13	\$34.33	\$7.50	\$41.83	ES12-6	0.5	#N/A	NA
	ES36-6	ES36-6	6	36.0	6-5/16	3-7/16	6-3/8	\$125.59	\$77.87	\$73.97	\$7.50	\$81.47	ES36-6	0.5	#N/A	NA
	ES1.2-12	ES1.2-12	12	1.2	3-13/16	1-11/16	2	\$36.99	\$22.93	\$21.79	\$7.50	\$29.29	ES1.2-12	0.5	#N/A	NA
	ES2-12	ES2-12	12	2.0	7	1-5/16	2-3/8	\$48.02	\$29.77	\$28.28	\$7.50	\$35.78	ES2-12	0.5	#N/A	NA
	ES2-12A	ES2-12A	12	2.0	5-7/8	13-1/8	3-1/2	\$48.02	\$29.77	\$28.28	\$7.50	\$35.78	ES2-12A	0.5	#N/A	NA
	ES3-12	ES3-12	12	3.0	5-1/4	2-5/8	2-3/8	\$47.84	\$29.66	\$28.18	\$7.50	\$35.68	ES3-12	0.5	#N/A	NA
	ES4.5-12	ES4.5-12	12	4.5	3-9/16	2-3/4	4	\$35.77	\$22.18	\$21.07	\$7.50	\$28.57	ES4.5-12	0.5	#N/A	NA
	ES4.5-12WL	ES4.5-12WL	12	4.5	3-9/16	2-3/4	4	\$42.18	\$26.15	\$24.84	\$7.50	\$32.34	ES4.5-12WL	0.5	#N/A	NA
	ES7-12	ES7-12	12	7.0	5-15/16	2-9/16	3-9/16	\$38.51	\$23.88	\$22.68	\$7.50	\$30.18	ES7-12	0.5	#N/A	NA
	ES7.5-12	ES7.5-12	12	7.5	5-15/16	2-9/16	3-9/16	\$42.52	\$26.36	\$25.04	\$7.50	\$32.54	ES7.5-12	0.5	#N/A	NA
	ES12-12	ES12-12	12	12.0	5-15/16	3-3/4	3-9/16	\$81.38	\$50.46	\$47.93	\$7.50	\$55.43	ES12-12	0.5	#N/A	NA
	ES18-12	ES18-12	12	18.0	7-1/8	3	6-9/16	\$113.83	\$70.57	\$67.05	\$7.50	\$74.55	ES18-12	0.5	#N/A	NA
	ES26-12	ES26-12	12	26.0	6-7/8	6-9/16	4-15/16	\$141.64	\$87.82	\$83.43	\$7.50	\$90.93	ES26-12	0.5	#N/A	NA
U1	ESU1-35	ESU1-35	12	35.0	7-11/16	5-1/8	6-1/8	\$139.77	\$86.66	\$82.32	\$7.50	\$89.82	ESU1-35	0.5	#N/A	NA
U1	ESU1-35A	ESU1-35A	12	35.0	7-11/16	5-1/8	6-1/8	\$139.77	\$86.66	\$82.32	\$7.50	\$89.82	ESU1-35A	0.5	#N/A	NA
	ES40-12	ES40-12	12	40.0	7-3/4	6-1/2	6-11/16	\$221.05	\$137.05	\$130.20	\$7.50	\$137.70	ES40-12	0.5	#N/A	NA
22NF	ES22NF	ES22NF	12	55.0	9	5-7/16	8	\$252.88	\$156.79	\$148.95	\$15.00	\$163.95	ES22NF	1.0	#N/A	NA
24	ES24	ES24	12	85.0	10-1/8	6-9/16	8-1/8	\$333.64	\$206.86	\$196.51	\$15.00	\$211.51	ES24	1.0	#N/A	NA
27	ES27	ES27	12	100.0	12-1/16	6-9/16	8-1/8	\$364.53	\$226.01	\$214.71	\$15.00	\$229.71	ES27	1.0	#N/A	NA
<b>SEALED VRLA (GEL) BATTERIES</b>																
BCI Group Size	Current Part #	Part # Effective 10/01/2012	Amp Hour Capacity (20 Hr)	CA AT 32° F	Overall Dimensions Inches			BASE	Your Discount Price	Price w/vol. Discount	Total Core Charge	Price Including Core	Part # Effective October 01, 2012	Core Unit Value	Suggested RETAIL PRICE	Warr Cost / Month Valid on purchases prior to 10/01/2012
<b>EXIDE® DRYFIT® - SEALED VRLA (GEL) BATTERIES - 12 MONTH FREE REPLACEMENT</b>																
U1	DF45	UIDF	31	175	7-3/4	5-3/16	7-1/8	\$236.60	\$146.69	\$139.36	\$7.50	\$146.86	UIDF	0.5	\$264.99	\$11.04
41	DF75	4IDF	36	230	8-1/4	6-7/8	6-7/8	\$258.36	\$160.18	\$152.17	\$15.00	\$167.17	4IDF	1.0	\$288.99	\$12.04
40R	DF115	40RDF	55	380	10-15/16	6-7/8	6-7/8	\$436.10	\$270.38	\$256.86	\$15.00	\$271.86	40RDF	1.0	\$487.99	\$20.33
49	DF150	49DF	63	360	15	6-7/8	7-1/2	\$453.54	\$281.19	\$267.14	\$15.00	\$282.14	49DF	1.0	\$507.99	\$21.17
30H	DF180	30HDF	80	500	13	6-3/4	9-1/2	\$561.91	\$348.38	\$330.96	\$22.50	\$353.46	30HDF	1.5	\$628.99	\$26.21
4DLT	DF4DLT	4DLTDF	120	760	20-1/4	7-7/16	8-3/4	\$757.39	\$469.58	\$446.10	\$30.00	\$476.10	4DLTDF	2.0	\$847.99	\$35.33
4D	DF4D	4DDF	140	920	20-1/4	8-3/4	8-3/4	\$909.13	\$563.66	\$535.48	\$45.00	\$580.48	4DDF	3.0	\$1,017.99	\$42.42
8D	DF8D	8DDF	200	1100	20-3/8	11-7/16	9-1/2	\$1,187.02	\$735.95	\$699.15	\$60.00	\$759.15	8DDF	4.0	\$1,328.99	\$55.37
GCH	DF6V180	GCHDF	180	1000	9-5/8	7-1/2	10-7/8	\$648.75	\$402.23	\$382.11	\$22.50	\$404.61	GCHDF	1.5	\$726.99	\$30.29

This sheet is a net price calculation for customer convenience. In the event of any discrepancies, the "EXIDE Technologies DISTRIBUTOR PRICE SHEET dated May 15, 2012" will control.

EXHIBIT 10

REQUISITION NO.: .....

ADDENDUM ACKNOWLEDGEMENT

I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.

ADDENDUM NO.'S:

NO. 1 .....

NO. 2 .....

NO. 3 .....

NO. 4 .....

NO. 5 .....

I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS. VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.

Mark Pedman  
SIGNATURE

Exide Technologies  
COMPANY

6/28/12  
DATE

# State of West Virginia VENDOR PREFERENCE CERTIFICATE

Certification and application\* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

- 1.  **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
- 2.  **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
- 3.  **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
- 4.  **Application is made for 5% resident vendor preference for the reason checked:**  
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
- 5.  **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**  
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
- 6.  **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**  
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Mark Redman

Signed: Mark Redman

Date: 6/28/12

Title: District Operations Manager

\*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

RFQ No. AEBATT12

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

**West Virginia Code §5A-3-10a states:** No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

**DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

**EXCEPTION:** The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (*West Virginia Code §61-5-3*), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

**WITNESS THE FOLLOWING SIGNATURE**

Vendor's Name: EXIDE TECHNOLOGIES

Authorized Signature: Mark Redman Date: 6-19-12

State of WV

County of Kanawha, to-wit:

Taken, subscribed, and sworn to before me this 19 day of June, 2012

My Commission expires Jan 18, 2022

**AFFIX SEAL HERE**

NOTARY PUBLIC Jessica McClanahan

