



Quote for [Account.AccountName]

Project: [Deal.ProjectDescription]

Project Purpose: This quote is for Koops to design, fabricate, build and program ...



NOTE - Insert customer logo in top right image box (or delete it)

**NOTE - Insert concept (or customer part) image in right box, or
delete it and center this text box and the table below to fill the
space.**

Technical Spec:	[Technical Spec]
Quote Team:	[Deal.Owner]
Quote Reviewed By:	[Deal.QuoteReviewer]
Quote Number:	[Deal.PotentialName][Quote Number]
Quote Creation Date:	[Quotation Date]

Koops Contacts:

[Deal.Owner] | Applications Engineer |
james.r.oosterhouse@koops.com
[Deal.OutsideSales] | Sales Resource | [Sales.Email]
[Deal.ProjectManager] | Project Manager

[Account.AccountName] Contacts:

[Client.FirstName] [Client.LastName] | [Client.Email]

Quote: [Deal.PotentialName][Quote Number]

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Quote: [Deal.PotentialName][Quote Number]

Project Phases/Milestones:

Estimated project kick-off date:	[kick-off date]
Koops backlog at time of quote (weeks):	[backlog]
Estimated build time based on Koops work load (weeks):	[build time]
Estimated ready for run-off at Koops, Inc. date:	[run-off at Koops]
Estimated ready to ship date:	[run-off at customer]

- Timing to be confirmed after receipt of PO.
- A purchase order, applicable prototype parts, and all relevant CAD data (CAD data must be functional when imported to be considered "received") are due from the Customer in order to consider the project "kicked-off" and meet proposed project timing. Note: if there are delays in the delivery of production parts, project timing will be impacted.
- Koops must receive all items to be supplied by [Account.AccountName] prior to starting machine assembly.
- "Equipment ready to ship" means that the equipment is disassembled, crated and on Koops floor ready to be loaded for shipment to the customer's facility.
- All dates given here assume that there are no work stoppages due to facilities issues, unavailability of parts or operators, run-off scheduling difficulties, or any other reason(s) outside of Koops' control.
- The pricing and timing presented in this Proposal/Agreement are firm for 14 days from the date of bid. Pricing is based on the schedule stated in this proposal. Changes in the schedule or scope may need to be requested.
- Regarding external forces outside of Koops control (**e.g. the cost impact of tariffs**), Koops will work to mitigate or minimize the impact these factors will have on the project. However it may be necessary to adjust pricing and timing if Koops is unable to resolve internally.
- If the project becomes delayed due to late production parts from the customer or customer-driven schedule delays, Koops reserves the right to invoice for either the second down payment or payment in full.
- The initial payment is non-refundable. By proceeding, you agree to this policy. Please refer to our terms for more details.
- A review of safety systems will be conducted at the time of the design review/approval meeting.
- This quote is considered to be a confidential document developed by Koops, Inc. for you, and is not to be distributed to any other entity.

Quote: [Deal.PotentialName][Quote Number]**Customer Product:**

This quote is based on the information that was available at the time of quoting. If additional part types, versions, or styles of part are revealed or detailed out after kickoff, Koops reserves the right to issue change orders/modify the original quote to cover the additional scope.

**Machine Concept:**

This a conceptual representation only. The final design may differ.



Quote: [Deal.PotentialName][Quote Number]**Operation Sequence:***A dash "-" in the cycle time indicates operator time; Koops is not responsible for operator time.**Cycle times in parenthesis, (#), indicate machine operation overlap and do not add to overall cycle time.*

OP = Operator MA = Machine RT = Robot

		Estimated Machine Cycle Time (sec.)
Sub-Sequence #1 (Delete this row in n/a)		
OP	Text	-
MA	Text	1
RT	Text	(1)
		Total: ###

Machine Concept and Features List:

Machine Frame Base:

- Base frame will be made of welded steel with fork pockets
- Steel base frame with adjustable height (tube-in-a-tube forklift required to change height)
- Adjustable lift system (quote as line item option)
- Base will be fixed work height
- Painted or Powder Coated to customer specification
- Aluminum base plate
- Leveling pads
- (4) casters, (2) swivels, (2) fixed
- Upright structure for the overhead light and operator cooling fan
- Air prep unit (filter, regulator & shut-off)
- Valve stack

Fixture

- The station will have fixture to
- The nest will be machined out of
- Will accommodate the following versions:
 -
- CNC supports and guides for locating and nesting part(s). Tooling adjustments will be done manually (not meant to be done by the operators).

Guarding

- All pinch points
- 3-sided guarding (T-slotted aluminum extrusion with polycarb panels) or (Steel Wire Mesh)
- (1) vertical and (1) horizontal set of light curtains
- Drawer style with 4-sided hard guarding (T-slotted aluminum extrusion with polycarb panels)
- Clam shell style with 4-sided hard guarding (T-slotted aluminum extrusion with polycarb panels)

Controls

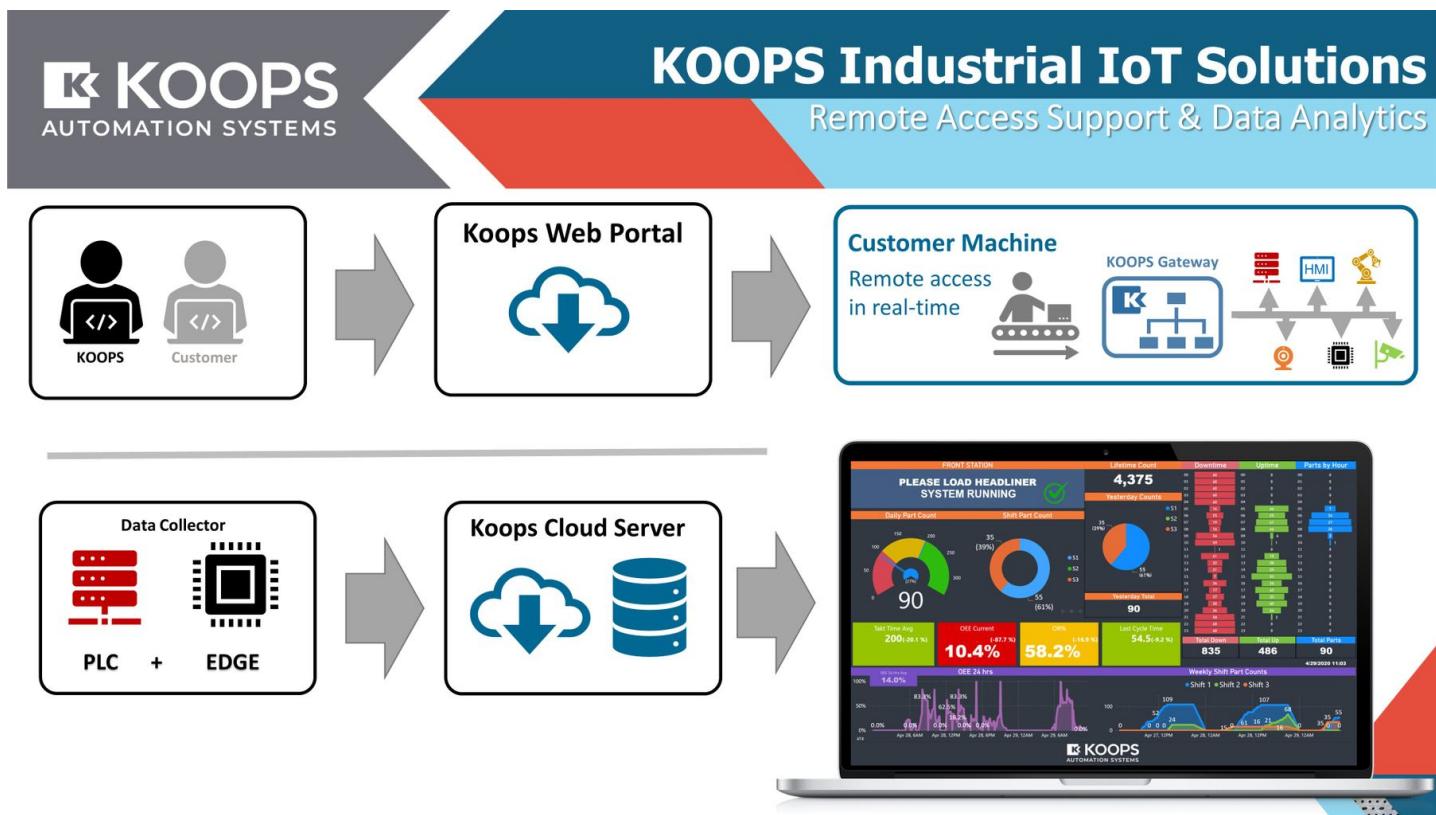
- The controls will be in an enclosure mounted to the base of the machine.
- Allen Bradley Compact Logix 5380 series control system
- Allen Bradley PanelView+??? HMI system
- Sensors for error proofing:
 - Specialized sensing ????????
 - Part presence - (1) panel - photo eye
 - Upper platen - (2) position - cylinder switch
 - Short shot - (2) location - photo eye
 - Unless otherwise stated, part presence sensors will only detect presence of the component not proper installation

Quote: [Deal.PotentialName][Quote Number]

Koops Industrial IoT Solutions

- Tier 1: RA: Remote Access Support
 - Remote Access allows remote connectivity to your machine to provide technical support. Actual troubleshooting and programming time will be billed separately
- Tier 2: DA: Data Analytics
 - Data Analytics adds machine metrics and dashboard visualizations to your machine for up to 8 datasets. This package includes the first year of Koops Cloud services, which are needed for dashboard visualizations. Yearly renewals start at \$2,400/year. We also offer custom Data Integration solutions to work with existing machines and MES/ERP systems. Call us for details!

Don't see something that fits your needs? Talk to us about custom IoT solutions!



Quote: [Deal.PotentialName][Quote Number]**Product & Machine Assumptions:**

1. Operator times are estimates and will vary depending on operator skill and dexterity levels.
2. This station will abide by the ergonomic requirements, as long as part design allows.
3. Machine tolerances will be held to a degree that will ensure the components are assembled in a repeatable fashion. If the components themselves are out of tolerance, this station will not have the ability to force into compliance components that are already out of spec., nor be able to solve issues associated with tolerance stack-ups in the assembled components themselves.
4. This quote makes several assumptions on part verification techniques because parts are not currently available for testing. The quoted techniques are based on Koops' past experiences and knowledge, and Koops has a high degree of confidence in the quoted solutions. However, if unforeseen part characteristics require verification techniques other than what has been quoted here, an Engineering Change Order (ECO) may be required.
5. This quote assumes that all items on this quote will be sourced to Koops and will be purchased and built concurrently.
6. If equipment is complete and the receiving plant is not prepared to receive the equipment or if ECOs extend the delivery of equipment, a warehousing fee may be applied.
7. Machines come standard with metric fasteners. English fasteners can be incorporated at additional cost.
8. This quote assumes that the manufacturing environment in which this equipment will operate is within the temperature and humidity guidelines specified by the component manufacturers. Generally these fall within 15°C - 26°C; and 20% - 60% humidity. If manufacturing conditions are not within these limits, it is the customer's responsibility to notify Koops so that provisions can be made. These provisions may incur additional cost.
9. Not included in this quote, the following can be quoted at [Account.AccountName]'s request.
 - barcode scanners
 - installation rigging
 - plant network programming
 - line side racking or WIP racks
 - CMM study
 - Third party safety inspections

Quote: [Deal.PotentialName][Quote Number]

Run-off at Koops (FAT):

- The Run-off at Koops will consist of running the equipment at Koops' facility with onsite customer representation. [Account.AccountName] is required to provide support labor, a quantity of parts listed below, and supervision.
- In the event that [Account.AccountName] cannot provide the necessary parts or components to complete this FAT, Koops will perform a dry-run of the machine to prove all of the functionality proposed in this quote, and consider this a successful FAT milestone for invoicing purposes. In the case that there are no parts available for Runoff, [Account.AccountName] will be charged for additional hours required to debug the machine onsite.
- Koops will provide our own technicians to manage downtime events.
- Run-off at Koops deliverables will consist of:
 - [FAT hours] hour run
 - [FAT parts] completed parts that do not require any rework
 - Full operation of all safety devices
 - Full operation of all systems included in this quote
 - Full operation of all Reset Sequences and recovery procedures

Run-off at [Account.AccountName] (SAT):

- Run-off at the Customer will consist of running the equipment at [Account.AccountName]'s facility with onsite customer and Koops representation. [Account.AccountName] is required to provide support labor, a quantity of parts listed below, and supervision.
- In the event that [Account.AccountName] cannot provide the necessary parts or components to complete this SAT, Koops will perform a dry-run of the machine to prove all of the functionality proposed in this quote, and consider this a successful SAT milestone for invoicing purposes. In the case that there are no parts available for Runoff, [Account.AccountName] will be charged for additional hours required to debug the machine onsite
- Koops will provide our own technicians to manage downtime events
- Run-off at [Account.AccountName] deliverables will consist of:
 - [SAT hours] hour run
 - [SAT parts] completed parts that do not require any rework
 - Full operation of all safety devices
 - Full operation of all systems included in this quote
 - Full operation of all Reset Sequences and recovery procedures

Quote: [Deal.PotentialName][Quote Number]

Install Details:

1. This quote includes ([install days]) days of Install, Training, & Support at [Account.AccountName]'s [Install City, ST] plant.
2. This quote assumes support will take place during normal first shift hours on weekdays (Monday - Friday from 8:00am - 5:00pm, Koops is closed on Sunday). Koops must have unrestricted access to the line. Additional support beyond this time and outside the scope of this quote will require an ECO.
3. Plant safety training requirements must be specified before install / service calls so that an ECO can be given to cover all Koops' expenses. If Koops personnel arrives and are not allowed to install or provide service due to safety training, an invoice will be given to cover the additional expenses. All safety training must be in English.

Quote: [Deal.PotentialName][Quote Number]**Customer Responsibilities:**

- Attend the project kick-off meeting. Signature required at the meeting.
- Attend all design reviews. Signatures required at each meeting.
- Provide 3D CAD data of all parts at project kick-off.
- Provide samples of each relevant part to be processed on the equipment. The following are the estimated quantities of each part that will be needed for design and test runs. Quantities will be refined and confirmed after receipt of order.
 - ([kick-off parts]) of each part at project kick-off
 - ([debug parts]) of each part for fixture debug 6 weeks prior to run-off at Koops
 - ([run-off parts]) of each part for run-off at Koops
- Provide operators for run-off at Koops Inc.
- Sign off approval of the equipment before shipment.
- Provide a forklift and driver to unload and set the equipment at customers site.
- Provide site prep and utility drops to the equipment.
- Provide and connect electric and air to the equipment.
- Provide operators and maintenance team for run-off and training at customers site.
- Provide all line side racking, totes and WIP racks.

Service and Support, post install:

Koops recommends a budget for spare parts of 5-10% of total machine cost. Koops can also provide long term protection for your equipment investment with the purchase of an annual or bi-annual preventative maintenance plan. For more information on spare parts or preventative maintenance packages please contact our Service and Support team at support@koops.com

Deliverables:

1. Equipment per above features and assumptions.
2. Electronic documentation package including (where applicable):
 - * Additional documentation items (risk assessment, FMEA, etc.) may be requested, but are not included in the quoted price of the equipment unless specifically stated. Hardcopies of the documentation may also be purchased separately.
 - Installation instructions
 - Preventative maintenance instructions
 - List of suggested spare parts
 - Assembly drawings
 - Electrical prints
 - Pneumatic prints
 - Machine programs

Safety:

1. Each machine is audited for safety by a member of Koops internal safety team.
2. Includes lock-out/tag-out review, stop-distance calculations, hazard review, and reach studies.

Quote: [Deal.PotentialName][Quote Number]

Price:

Prices for all line items are [Firm or Budgetary], unless noted otherwise. Purchase orders for firm quotes can be emailed to PO@koops.com.

Invoicing Schedule:

Koops 30/30/30/10

Payment #1: 30% ARO. This payment is non-refundable.

Payment #2: 30% Net 30 due upon Customer's review & approval of engineering drawings.

Payment #3: 30% Net 30 due upon acceptance at Koops, Inc.'s facility.

Payment #4: 10% Net 30 due upon final acceptance by the Customer on its floor.

Quote: [Deal.PotentialName][Quote Number]**Terms & Conditions:**

1. These terms and conditions on this Quote Form, including all additions and Assumptions added by Koops, Inc. (hereinafter "Agreement") represent the sole governing document and agreement between Koops, Inc. (hereinafter "Koops") and Purchaser for Koops' products and services and supersede all previous terms and conditions, representations or guaranties, verbal or otherwise. Except as expressly provided herein, this Agreement shall not be modified or supplement in any respect except by written agreement signed by both parties stating an intent to modify this Agreement.
2. All orders must be in writing and accepted by a specific designee of Koops. Acknowledgment of receipt of purchase order does not constitute acceptance.
3. An agreement subject to these Terms and Conditions may not be assigned or transferred by Purchaser to any third party without written consent of Koops.
4. The performance of an agreement subject to these Terms and Conditions will be governed by the laws of the State of Michigan.
5. All purchase orders must reference this proposal/agreement. Once the proposal has been accepted please use our corporate billing address below. Purchase orders can be emailed to PO@koops.com.

Koops, Inc.**987 Productions Ct.****Holland, MI 49423**

6. This quote does not include sales tax. Applicable sales tax may be applied to invoices where an appropriate tax exemption certificate is not provided by the customer.
7. Purchaser warrants and represents that it shall comply with all laws and regulations of the United States applicable to the export from the United States (including transshipment) of goods purchased hereunder and the export, disclosure or other transmission of any technical data as may be in force and effect from time to time. Purchaser shall obtain, at its expense, all requisite governmental licenses, permits and approvals for the export of such goods and technical data. This paragraph shall survive the expiration of an agreement subject to these Terms and Conditions.
8. The items and conditions of this Agreement will apply to each order accepted or shipped by Koops. Purchaser may use its standard order form to order Products pursuant to this Agreement, provided that only the typed or handwritten provisions on the face of an order specifying the Products, price, quantities and order dates may supplement this Agreement, and all other terms of Purchaser's order will be deemed deleted and shall not become a part of this Agreement even if the order is accepted by Koops. This provision will apply even if Purchaser's request for quote, purchase order or any other document (except a signed written modification as described in Section 1) states otherwise.
9. The pricing and timing presented in this Proposal/Agreement are firm for 14 days from the date of bid. Pricing is based on the schedule stated in this proposal. Changes in the schedule or scope may need to be requested.
10. Past due balances shall be subject to a financing fee of 1 ½% per month.
11. Program changes that impact cost or timing (including: cancellation, reduction in quantity, or deferment of delivery) will require an amendment to the purchase order. Such changes will be documented and submitted using an ECO form.

Quote: [Deal.PotentialName][Quote Number]

12. In the event of written project cancellation by the Purchaser, the Purchaser agrees to pay Koops an equitable amount. This amount will be calculated by Koops based on the projects current direct cost (parts and labor) plus appropriate overhead burden and cancellation fees; then provided to the customer on a formal ECO quote. At the discretion of the Purchaser, Koops will attempt to return unused components and material to its vendors, and the cost of returned components and material will be deducted from the total owed Koops by the Purchaser. Final cancellation charges are payable to Koops within 15 days of agreed upon charges. Upon payment receipt, the unreturnable parts and material, along with project engineering drawings (.iges or .dwg format) will be made available for the Purchaser to pick-up at Koops' facility.
13. Purchaser shall pay for all taxes and duties resulting from this Agreement and for any other activities therein, but exclusive of taxes based on Koops, Inc.'s income. Any personal property taxes assessable on the equipment supplied by Koops, Inc. shall be borne by Purchaser.
14. Koops' responsibility to fulfill the contractual obligations set forth in this quote (project scope, timing, etc.) requires that there are no project impacts due to: failure of the customer to meet their requirements set forth in this quote, or any other reason(s) outside of Koops' control such as acts of God or government authorities, natural disasters, or other emergencies, war, terrorism or threats of terrorism, government regulations, civil disorder, labor strikes or disruptions, fire, disease or medical epidemics or outbreaks, and curtailment of transportation. In the case of such events, Koops will notify the customer of the impact, and provide a recovery plan.
- 15.1 Title and risk of loss shall pass from Koops to Purchaser upon delivery FOB Holland, Michigan. The procuring of all necessary permits and licenses for shipment and compliance with any Governmental Regulations shall be the sole responsibility of Purchaser.
- 15.2. Koops reserves the right to not ship any product or provide any service in the event Purchaser's financial condition or prospects become unsatisfactory to Koops. Koops may require a Letter of Credit from Purchaser's bank prior to the acceptance or execution of this Agreement or any portion of this agreement, and Purchaser agrees to provide this instrument to Koops at Koops' request.
16. Purchaser shall indemnify Koops, Inc. for any and all claims, demands, damages, or judgments including incidental costs and attorneys' fees incurred in connection therewith against Koops, Inc. for injuries or damages to third-party Purchasers or users of equipment sold by Koops, Inc. to Purchaser.
17. Purchaser agrees not to engage in or conduct any reverse engineering or analysis of the equipment supplied by Koops, Inc. nor cause nor request any other company, person, or entity to do the same for the purposes of analyzing the equipment supplied by Koops, Inc. without the prior written consent of Koops, Inc. In any event, any analysis information concerning the equipment supplied by Koops, Inc. shall be considered TECHNICAL INFORMATION AND KNOW-HOW under this agreement.

Quote: [Deal.PotentialName][Quote Number]

18. Purchaser agrees to keep in confidence all TECHNICAL INFORMATION AND KNOW-HOW disclosed to it by Koops, Inc. and agrees not to use for any purpose whatsoever, nor disclose to any third party any such TECHNICAL INFORMATION AND KNOW-HOW disclosed to them by Koops, Inc. without the express written consent of Koops, Inc.
19. The obligations of confidentiality and use, as set forth above, shall not apply to any information, that which:
 1. (a) is already disclosed through public use in printed publications;
 2. (b) after the disclosure becomes disclosed to the public in printed publications through no-fault of Purchaser;
 3. (c) Purchaser can show by prior written documentation was in its possession at the time of the disclosure and was obtained from a source other than Koops, Inc. or another party who is not under obligation of confidentiality with respect to such information from Koops, Inc.;
 4. (d) Purchaser can show was subsequently disclosed to it by third parties having no direct or implied obligation to Koops, Inc.; or
 5. (e) is subsequently developed by an employee of Purchaser who has no access to the TECHNICAL INFORMATION AND KNOW-HOW disclosed by Koops, Inc. to Purchaser.
20. Nothing in this proposal, nor in any performance by Koops, Inc., shall be deemed by implication or otherwise to convey to Purchaser any right under any patents, patent applications or inventions, trade secrets, or confidential information owned by Koops, Inc. Nor shall this proposal be deemed a commitment of any kind by Koops, Inc. to enter into any further agreement with Purchaser.
21. By accepting this proposal, I grant permission to Koops, Inc. to take and use visual/audio images of machinery they produce. Visual/audio images or any type of recording, including photographs, digital images, drawings, renderings, voices, sounds, video recordings, audio clips or accompanying written descriptions. I agree that Koops owns the images and all rights related to them. The images may be used in any manner or media without notifying me, such as the Koops' web site, YouTube, sales materials, publications, promotions, broadcasts, advertisements, and all marketing purposes. I waive any right to inspect or approve the finished images or any printed or electronic matter that may be used with them. Any proprietary processes which the machine(s) is/are performing will not be disclosed or shown in a way that compromises the proprietary nature of the process.
22. The initial payment remitted by the client upon execution of this Agreement is considered fully earned upon receipt and is non-refundable. This non-refundable payment represents consideration for Koops commencement of engineering services, including but not limited to project initiation, preliminary design, resource allocation, and other preparatory activities essential to the project's progression.

Quote: [Deal.PotentialName][Quote Number]**Acceptance:**

1. For 20 days after shipment by Koops of the product, Purchaser shall have the right to examine and test the product in accordance with the Technical Specifications. If Purchaser finds the product does not conform with the Technical Specifications, and such nonconformity unreasonably prohibits the product from performing as designed, Purchaser shall notify Koops in writing of the defect within 30 days after shipment by Koops. Otherwise, Purchaser shall notify Koops of its acceptance. If Purchaser neither notifies Koops of a defect nor gives notice of its acceptance, Purchaser shall be deemed to have accepted as of the 30th day after Koops' shipment.
2. Except as provided herein, upon notification by Purchaser of any defect as described in the above paragraph, Koops shall within 120 days, at its own expense, modify the product to eliminate such defects. Purchaser agrees to grant Koops reasonable access to the product at Purchaser's facilities to effect modifications. If after the modification the product still contains a defect as described in the above paragraph, Purchaser shall notify Koops in writing of the defect within 10 days. Otherwise, Purchaser shall notify Koops of its acceptance. If Purchaser neither notifies Koops of defect nor gives notice of its acceptance, Purchaser shall be deemed to have accepted as of the 10th day after completion of Koops modifications. If within the 10 days, a notice is received that a defect continues to exist as described in the above paragraph, Koops shall have an additional 90 days, at its expense to modify the product to eliminate the defects, with the same rights to access. Upon completion of this work if Purchaser finds the product contains a defect as described in the above paragraph, Purchaser shall notify Koops in writing of the defect within 10 days. Otherwise, Purchaser shall notify Koops of its acceptance. If Purchaser neither notifies Koops of such defect nor gives notice of its acceptance, Purchaser shall be deemed to have accepted as of the 10th day after completion of Koops modifications. If Koops either elects to not modify the product or is unable to modify the product to conform with the Technical Specifications or otherwise conform to commercial standards, Purchaser may return the product to Koops and receive refund of the purchase price, which remedy shall be Purchaser's sole and exclusive remedy, regardless of any notification to Koops of any incidental or consequential damages or the potential thereof.
3. Koops' obligations to eliminate defects shall be waived by Purchaser and the Purchaser shall be deemed to have accepted the product if: (a) the product is used in a way other than intended and set forth in this agreement and/or the documentation accompanying the product, (b) maintenance is not performed in the prescribed manner, (c) the product is serviced by someone not authorized by Koops, (d) the product is integrated with another manufacturer's product without the approval of Koops, (e) all Assumptions have not been met or otherwise are a factor in the performance of the product or (f) Koops provided a disclaimer or warning to Purchaser regarding the feasibility of the design of the product.
4. Upon Acceptance of the product by Purchaser, Koops shall have no further obligations to repair the product. Notwithstanding anything hereto the contrary, Koops performance of any modification when there is no obligation to do so shall not create any additional rights to Purchaser or otherwise act as a waiver of the express provisions in this Agreement.

Quote: [Deal.PotentialName][Quote Number]

Warranty:

1. Koops, Inc. warranties this product against defects in workmanship and materials for a period of 1 year from delivery. All purchased component warranties shall consist of the warranty provided by the manufacturer of the purchased components; no additional warranty or modifications to manufacturer's warranties are provided by Koops, Inc. The following render the warranty invalid: (i) the product handled or used in a way, or for a purpose, other than it is designed for, or other than its intended purpose or use, (ii) maintenance is not performed by persons qualified to maintain the product, or in the manner prescribed by Koops, Inc., or prescribed by purchased component manufacturers, (iii) the product is modified without the approval of Koops' Engineering, (iv) or the product is integrated with another manufacturer's product without the approval of Koops Engineering.
2. Koops, Inc. makes no other warranty, express or implied, of any nature, except that Koops, Inc. warrants its title to the equipment sold to Purchaser.
3. Warranty Disclaimer. The Foregoing Warranties Are In Lieu Of All Other Warranties, Whether Written, Express Or Implied, Including Without Limiting The Generality Of The Foregoing, Each And Every Warranty Of Merchantability And Fitness For A Particular Purpose.
4. Limitations of Damages. Koops, Inc. shall not be liable for any special, incidental, or consequential damages arising out of the supply of equipment to Purchaser, even if Koops, Inc. has been advised of the possibility of such damages. Koops, Inc.'s liability for any cause whatsoever is limited to the total price paid to Koops, Inc. No action, regardless of the forum thereof, shall be brought more than one (1) year thereafter the cause of action has arisen.
5. Nothing in this quote shall be construed as a warranty or representation by Koops, Inc. (i) of the validity or scope of any patents or patent rights owned by Koops, Inc., (ii) that the practice or use of any equipment sold by Koops, Inc. does not constitute an infringement of rights of third parties, or (iii) of any assumption by Koops, Inc. or any responsibility or liability for any such infringement.

ALL ASSUMPTIONS AND OTHER ADDITIONS TO THIS QUOTE FORM ADDED BY KOOPS ARE INCORPORATED HEREIN.

END OF QUOTE FORM