BIG JOE CALIFORNIA

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EQUIPMENT PROPOSAL

Two (2) Big Joe LPE100S — Integrated Lithium-Ion Pneumatic Forklifts with External Fast Chargers

PREPARED FOR

City of Hawthorne
Department of Public Works
Jose Gutierrez — Master Mechanic, Equipment Division
4455 West 126th Street
Hawthorne, CA 90250
Equipment Division — Department of Public Works

QUOTE DETAILS

Date: September 17, 2026
Valid Through: October 17, 2026
Prepared By: Matt Kelley
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Quote #: BJC-2026-0917-HAW



Big Joe LPE100S — 10,000 lb. Integrated Lithium-Ion Pneumatic Forklift · Quantity Two (2)

EQUIPMENT

CONFIGURATION	QTY	UNIT PRICE	EXTENDED
Big Joe LPE100S-189-460AH 10,000 lb. cap. @ 24" LC | Solid pneumatic | 36.8 kWh (80V/460Ah) integrated Li-ion | 3-stage FFL mast, 189" lift | Sideshifting fork positioner | Onboard 120V/240V charger standard	2	$100,000.00	**$200,000.00**
External Fast Charger — 480VAC / 3-Phase One (1) per truck | 480VAC three-phase input | External charging unit supporting faster turnaround than the standard onboard charger	2	$5,000.00	**$10,000.00**
Equipment Subtotal			**$210,000.00**

PRICING — PER UNIT AND TOTAL

COST BREAKDOWN	PER UNIT	TOTAL — 2 UNITS
Big Joe LPE100S-189-460AH 10,000 lb. integrated lithium-ion pneumatic forklift	$100,000.00	$200,000.00
External Fast Charger 480VAC three-phase, one per truck	$5,000.00	$10,000.00
Equipment Subtotal	$105,000.00	$210,000.00
California Sales Tax — 10.5% Hawthorne combined rate, calculated on the pre-voucher amount	$11,025.00	$22,050.00
CORE Base Voucher Point-of-sale discount on the forklift	-$15,000.00	-$30,000.00
CORE Infrastructure Enhancement Applied toward the external charger	-$3,000.00	-$6,000.00
Delivery Local delivery to the Hawthorne yard, not subject to sales tax	$175.00	$350.00
OUT-THE-DOOR COST Net of all CORE funding, including tax and delivery	$98,200.00	$196,400.00

CORE Program Funding

WHAT CORE COVERS	PER UNIT	TOTAL — 2 UNITS
Base Voucher — LPE100S New forklift, 8,001–12,000 lb. lift capacity category	$15,000.00	$30,000.00
Infrastructure Enhancement — Charger Maximum allowed for this lift capacity class	$3,000.00	$6,000.00
Total CORE Funding	$18,000.00	$36,000.00

★ CALIFORNIA CORE PROGRAM

The Big Joe LPE100S is listed on California's Clean Off-Road Equipment Voucher Incentive Project (CORE) approved equipment catalog. CORE is administered by CALSTART on behalf of the California Air Resources Board. Big Joe California is an approved CORE dealer and prepares and submits the voucher request on the City's behalf, then carries it through redemption — no application work falls to the City.

Two funding components apply. The base voucher of $15,000 per unit is the published amount for new forklifts in the 8,001–12,000 lb. lift capacity category. Separately, CORE offers an infrastructure enhancement toward the purchase and basic installation of the external charger, capped at $3,000 per piece of CORE-funded equipment at this lift capacity. One enhancement is permitted per forklift, so two trucks earn $6,000 total toward the two chargers.

The infrastructure enhancement is not intended to cover make-ready costs such as transformers, trenching, or conduit. Those remain part of the new yard's electrical scope.

CORE funding may not be applied to taxes or fees. All federal, state and local taxes are the purchaser's responsibility, which is why sales tax above is calculated on the pre-voucher equipment amount as it will appear on the invoice.

Vouchers are issued first-come, first-served while program funding remains available. CORE-funded equipment must operate within California for three years from redemption, run a minimum of 200 hours per year, and share telematics data with the program administrator during that period. Public agencies may submit a Letter of Intent in place of a Purchase Order where procurement rules require it.

BIG JOE LPE100S — PRODUCT HIGHLIGHTS

10,000 lb. Integrated Lithium-Ion Four-Wheel Pneumatic Electric Forklift · Quantity Two (2) · CORE Voucher Eligible

The LPE100S is the heavy end of the Big Joe lithium line — a 10,000 lb. capacity pneumatic truck engineered to replace a diesel or large-frame propane forklift outright. A 36.8 kWh integrated lithium pack, a wide stance and heavy solid pneumatic tires give it stability under full load on outdoor surfaces, and the IPX4-rated sealed design lets it work in the weather a municipal yard sees year round.

Each truck in this proposal is supplied with an external 480VAC three-phase fast charger in addition to the standard onboard charger, giving the Equipment Division faster turnaround between shifts than wall-outlet charging alone. Both the trucks and the chargers draw CORE funding, and with fuel, oil changes, filters and engine service eliminated, cost of ownership over a municipal duty cycle lands well below the diesel equivalent.



Capacity & Power

- 10,000 lb. rated capacity @ 24" load center
- 36.8 kWh (80V / 460Ah) UL-recognized integrated Li-ion battery
- Standard onboard charger — 120V or 240V single-phase
- External 480VAC three-phase fast charger included (one per truck)
- CORE voucher eligible — $15,000 base voucher per unit
- Zero battery maintenance — no watering, no acid, no battery room

Performance & Technology

- Travel speed: 8.7 mph laden / 9.0 mph unladen
- Lift speed: 51 fpm laden / 88.5 fpm unladen
- Gradeability: 14% laden / 15% unladen
- AC drive and AC hydraulic pump motors with CAN-bus control
- Precision mast control with regenerative braking
- Bluetooth LED display, telematics, and onboard diagnostics
- Curve control speed reduction and auto-speed control
- IPX4 water-resistance rating for outdoor duty

Mast & Dimensions

- 3-stage full free-lift mast — 189" maximum lift height
- Mast lowered height: 91.0" | Free lift: 44.5"
- Overall width: 61.0" | Overall length: 168.5"
- Outside turning radius: 109.0" | Wheelbase: 78.7"
- Basic right-angle stack: 178.6" (add load length & clearance)
- Forks: 2.2 × 6 × 48 in. | Tilt: 6° fwd / 6° back
- Solid pneumatic tires: 28×12.5-15 front / 23×10-12 rear

Warranty

- 84 months / 12,000 hrs — Integrated Li-ion battery
- 36 months / 6,000 hrs — Frame & powertrain
- 24 months / 4,000 hrs — Full truck warranty
- Big Joe services the forklift, battery AND charger

Included Standard

- Sideshifting fork positioner with 4-function hydraulics
- Adjustable suspension seat with armrests
- Rear grab bar with horn and rear blue light
- 48" load backrest, high-strength overhead guard, power steering

TERMS & NOTES

- Pricing reflects two (2) Big Joe LPE100S-189-460AH forklifts, each supplied with one (1) external 480VAC three-phase fast charger. The standard onboard 120V/240V charger remains included with each truck.
- California sales tax is calculated at the Hawthorne combined rate of 10.5% on the pre-voucher equipment subtotal, as it will appear on the invoice. Sales to California cities are subject to sales and use tax; only sales to the federal government are exempt.
- Delivery is $175.00 per unit for local delivery to the Hawthorne yard and is shown separately from the taxable equipment amount.
- CORE voucher amounts shown are the current published figures for this equipment category and are subject to CALSTART approval and to program funding remaining available at the time of application.
- Charger placement and circuit requirements should be confirmed with the City's electrical contractor while the new yard design is still in progress. Big Joe California will provide charger specifications on request.
- If the equipment is domiciled in a designated disadvantaged or low-income community for the full three-year participation period, an additional voucher enhancement may apply. Big Joe California will verify the site designation as part of the voucher request.
- Lease and municipal financing options are available and can be added to this proposal on request.

- Operator familiarization training and pre-delivery inspection are included. Big Joe California services the forklift, battery, and charger.
- Lead times vary by configuration; current availability will be confirmed at order placement.

Matt Kelley | Big Joe California | matthew@bigjoeca.com | (714) 363-6976

Prices valid through October 17, 2026. Sales tax shown at the Hawthorne combined rate of 10.5% on the pre-voucher equipment amount. CORE funding subject to program availability and CALSTART approval.

Accepted By:

_____
Name

_____
Title

_____
Date