

Conference

The following proposal is based on the scope as defined in the document "8425-M5-FORM-30B (Sealed Bid G & S -WTHS AV Upgrades-WPS)-MERGED" issued on April 8, 2025.

1	(2) Extron HDMI/USB-C Input Wall Plates Extron HDMI/USB-C input wall plates, to allow a laptop to connect to the video system via HDMI or USB-C (sources must support DisplayPort Alt Mode). Wall plates will be installed on in each space.	\$1,880.00
1	(2) Extron ShareLink Devices for Wireless Presentation (2) Extron ShareLink devices, one for each space, to allow for wireless presentation in each space.	\$2,340.00
1	Extron Matrix Video System w/ Integrated Control Processor Extron DTP matrix video presentation video system w/ integrated control processor. Includes HDMI and control extension to the projectors in each space. The control processor will be used to control the all AV function in both spaces.	\$8,466.00
1	Crestron HDMI/USB Capture Devices Crestron HDMI to USB capture devices, to convert the switched camera video feed from the video switcher to USB.	\$1,164.00
2	O.F.E. Video Projector w/ Mounting Hardware [OFE] - TO BE DE-INSTALLED.	\$0.00
1	(2) Epson Video Projectors w/ Mounting Hardware (2) Epson 7K WUXGA laser-light video projectors installed in each space, w/ all hardware to install from structure above the ACT. Includes an above plenum box at each location to locate the HDMI receiver at each projector.	\$7,998.00
2	O.F.E. Projection Screen (Draper Envoy/Size TBD) [OFE] - TO BE DE-INSTALLED. - NOTE: 1. EC will be required to disconnect AC power from screens prior to de-installation.	\$0.00
1	(2) Draper Ceiling-Recessed Projection Screens - 72.5" x 116" (2) Draper ceiling-recessed, tensioned, 72.5" x 116" electric projection screens w/ low voltage control, installed in the ceiling in each space. Matte white projection surface, 16:10 aspect ratio, 12" black drop at the top. The screens will controlled from the touch panel in each space. Low voltage screen switches will be installed on the wall next to the rack.	\$7,700.00

1	(2) Lumens 4K Dual Lens Speaker Tracking Cameras w/ Mounting Hardware (2) Lumens 4K dual lens speaker tracking cameras w/ 12x optical zoom. Includes hardware to install from the ceiling in each space, and camera extension equipment, to extend video and power from each camera to the rack. Includes above plenum boxes to locate associated electronics for the camera above the ceiling.	\$7,675.00
1	Shure Desktop Gooseneck Microphones (2) Shure desktop-style 18" gooseneck microphones, for use at Owner-furnished lecterns. (2) new wall inputs plates will be provided and installed at each lectern location.	\$518.00
1	O.F.E. Mic Input (Room 171) [OFE] - TO BE DE-INSTALLED.	\$0.00
1	O.F.E. Mic Input (Room 172) [OFE] - TO BE DE-INSTALLED.	\$0.00
1	O.F.E. Mic Input (Terrace) [OFE] - TO BE DE-INSTALLED.	\$0.00
1	Outdoor Microphone Input A new microphone input wall plate will replace the wall plate in the Terrace location. An outdoor-rated enclosure will be provided.	\$220.00
1	Shure Ceiling-Array Microphones (2) Shure MXA920 ceiling-array microphones will be installed in the ceiling, one per side, to capture participant audio in each space, for both divided and combined conferencing calls.	\$7,784.00
2	O.F.E. Shure Wireless Mic System (Model TBD) [OFE] - TO BE DE-INSTALLED.	\$0.00
1	4-Channel Shure Wireless Microphone System 4-Channel Shure BLX wireless microphone system with (4) handheld transmitters and (2) bodypack transmitters w/ lavalier microphones Two channels will be configured as combo channels. Antennas for the receivers will be combined and extended up to 100' from the rack into the spaces.	\$2,728.00
1	O.F.E. Peavey Architectural Acoustics PZS-140RA Multi-Zone Mixer/Amplifier [OFE] - TO BE DE-INSTALLED.	\$0.00
1	Biamp Audio Processing Biamp audio processor, sized as required, with AEC for conferencing and (2) USB audio connections certified for Zoom, Teams, Google Meet and other conferencing platforms.	\$5,207.00

1	Williams AV FM ALS System	\$2,681.00
	Williams AV FM assisted listening system (ALS) for ADA compliance. Includes an FM transmitter (1000' range) installed in the rack, w/ its antenna extended into the space above the ceiling. Includes (8) receivers provided w/ rechargeable batteries for each unit and spares. A 12-bay fixed charging dock in the rack will be used to charge receivers. (8) ear speakers and (4) neck loops will be provided. The system will be used only when room is combined.	
1	LEA Connect Multi-Channel Audio Amplifier	\$1,265.00
	LEA Connect multi-channel Class D audio amplifier, sized as required, to process and power all existing loudspeakers in both conference room spaces and the loudspeakers in the terrace space.	
1	O.F.E. Ceiling Speakers (Room 171) - Make/Model/Qty TBD.	\$0.00
	[OFE] - TO REMAIN AS CURRENTLY INSTALLED. Speakers will be rewired to new AV rack.	
1	O.F.E. Ceiling Speakers (Room 172) - Make/Model/Qty TBD.	\$0.00
	[OFE] - TO REMAIN AS CURRENTLY INSTALLED. Speakers will be rewired to new AV rack.	
1	O.F.E. Speakers (Terrace) - Make/Model/Qty TBD.	\$0.00
	[OFE] - TO REMAIN AS CURRENTLY INSTALLED. Speakers will be rewired to new AV rack.	
1	Local Access CTV Rack Panel w/ Audio and Video Outputs	\$64.00
	Custom rack panel to provide program video out via HDMI, and line-level program audio out via Male XLR, engraved/labeled as required.	
1	Crestron USB Wall Plates w/ Extension	\$1,424.00
	Crestron USB-B transmitter wall plates w/ extension to the AV rack, to allow a user to connect their laptop to the USB audio and USB camera connection for the space. The wall plate will be located adjacent to the other AV connections in the space.	
1	(2) Extron Touch Panels	\$2,992.00
	(2) Extron 7" wall-mounted touch panels, white, installed in each space.	
	NOTE:	
	1. The Extron control processor is integrated into the Extron DTP matrix video switcher.	
1	Extron Partition Sensor	\$715.00
	Extron partition sensor, to be ceiling mounted on either side of the airwall between the two conference rooms, to allow for automatic reconfiguring of the spaces between divide and combine modes.	



1	Netgear PoE+ Switch for AV Netgear 24-port PoE+ network switch, configured for AV. Switch provide PoE+ power to AV devices, as well as connectivity between devices for AV control.	\$1,150.00
1	Middle Atlantic AV Rack Middle Atlantic 35RU AV rack, provided with all power distribution and rack hardware required to install all head end equipment as required. Includes a caster base to allow the rack to easily be moved for service.	\$3,264.00
1	Cable All bulk and premade cabling as required. 24' user cables for the wall plates will be provided.	\$2,910.00
1	Misc - Parts Includes misc. terminations, hardware, raceway, blocking, etc. as required.	\$250.00
Conference Total:		\$70,395.00

ProAV Services

1	Pro AV Systems Project Management Project Management & Site Coordination	\$720.00
1	Pro AV Systems Engineering Engineering Services -Design -Support -CAD	\$780.00
1	Pro AV Systems Rack Building AV Rack Assembly	\$760.00
1	Pro AV Systems Programming Custom System Programming	\$1,200.00
1	Pro AV Systems Installation Installation Service for Complete System	\$7,680.00
1	Pro AV Systems Commissioning Complete System Commissioning Includes, but not limited to, program loading, system tuning, configuration, network coordination, firmware updates, System training, etc.	\$2,400.00
1	Pro AV Systems Shipping Shipping/Freight Costs	\$600.00
1	Pro AV Systems Lift Rental Lift Rental	\$500.00
1	Pro AV Systems OFF50 - System Warranty Covers your AV system for a 1-year period from all defects per the OFF50 state contract.	\$0.00

ProAV Services Total: \$14,640.00

Project Subtotal: \$85,035.00



Project Summary

Equipment:	\$71,495.00
Installation Labor:	\$7,680.00
Services Labor:	\$5,860.00
Grand Total:	\$85,035.00

Payment Schedule	Amount	Due Date
Initial Invoice Upon Equipment Delivered (NET 30)	\$59,524.50	
Final Invoice Upon Completion (NET 30)	\$25,510.50	

Acceptance:

I hereby state that I am an authorized representative to approve the purchase and acceptance of the items quoted in the attached documentation along with the above payment terms.

Name:

Title:

Signature:

Date:

REV-T

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Scope of Work

REV-T will:










- Engineer and document system design
- Supply all equipment and installation materials
- Perform complete installation, including projection mounting, rack assembly, cable management
- Program DSP, camera routing, and user control interfaces (with combined/divided logic)
- Commission and test all system components
- Conduct onsite user training and provide final documentation
- Invite WTHS students involved in the RFP process to observe key phases of installation as a learning opportunity

Client Responsibilities

The City of Worcester / Worcester Technical High School will be responsible for:
















- Providing power connection and disconnection for the projection screens
- Providing any Zoom/Webex/Microsoft Teams or other platform licenses needed for this BYOD system.

AV

IMAGE	QTY	DESCRIPTION	PRICE	PRICE EXT
	1	QSC CORE 110f-v2 Unified Core with 24 local audio I/O channels, 128x128 total network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual LAN ports, POTS and VoIP telephony, no GPIO, 16 next-generation AEC processors, 1RU.	\$3,412.80	\$3,412.80
	1	QSC SLQUD-110-P Q-SYS Core 110 UCI Deployment Software License, Perpetual	\$187.62	\$187.62
	1	QSC SLQSE-110-P Q-SYS Core 110 Scripting Engine Software License, Perpetual	\$370.79	\$370.79
	1	QSC SLDAN-32-P Q-SYS Software-based Dante 32x32 Channel License, Perpetual	\$733.38	\$733.38
	2	QSC TSC-70-G3 Q-SYS 7" PoE Touch Screen Controller for In-Wall Mounting. Color - Black only	\$1,518.88	\$3,037.76
	2	QSC TSC-710t-G3 Table top mounting accessory for TSC-70-G3 and TSC-101-G3.	\$363.34	\$726.68
	2	Shure MX418D/S Supercardioid 18" Desktop Gooseneck Condenser Microphone, Attached 10' XLR Cable, Logic Functions, Programmable Switch and LED Indicator, Attached Desktop Base	\$286.80	\$573.60
	2	Shure MXA920W-S Ceiling Array Microphone, Square, White, 24 inch	\$3,781.20	\$7,562.40
	1	Shure MXWAP8-Z10 Wireless Accesspoint configured for 8 Channels, with inbuilt Intellimix	\$3,722.40	\$3,722.40

REV-T

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IMAGE	QTY	DESCRIPTION	PRICE	PRICE EXT
	2	Shure MXW1X/O=-Z10 Microphone - Bodypack	\$495.60	\$991.20
	4	Shure MXW2X/BETA58=-Z10 Microphone - Handheld - BETA58 Cartridge	\$576.00	\$2,304.00
	1	Shure MXWDX8 Networked Dock - 8 Bay	\$1,308.00	\$1,308.00
	1	Audinate ADP-USBC-AU-2X2 Dante AVIO USBC IO Adapter 2x2	\$156.71	\$156.71
	1	Extron Electronics 60-1301-01 Four Channel Bridgeable Output Amp, 100/200 Watts	\$828.00	\$828.00
	2	Crestron Airmedia BYOD Bundle - AM-3200 Crestron AirMedia Wireless Collaboration Bundle with (2) Connect Adapters	\$2,574.00	\$5,148.00
	2	BirdDog BDX1UB BirdDog X1 Ultra Black. 2160P	\$1,435.20	\$2,870.40
	2	Icron Technologies 2311NA USB 2.0 Ranger 2311 - NA, 1-Port Flexible Power 100m Cat 5e/6/7 Extender System, Plastic, 100-240V Power Adapter, NA Power Cord	\$314.40	\$628.80
	1	Netgear GSM4230PX-100NAS M4250-26G4XF-POE+ MANAGED SWITCH	\$1,575.02	\$1,575.02
	2	LG Electronics BU70QGA ProBeam BU70QGA 7000 lumens 4K UHD laser projector, webOS 6.0 Signage platform, 21:9, 16:9, setup camera, HDMI, DP, HDBaseT	\$5,736.94	\$11,473.88
	2	Chief RPMAUW UNIVERSAL RPMA	\$228.71	\$457.42
	2	Da-Lite 21798LS ADVANTAGE TNSD 133D HD1.0	\$4,709.36	\$9,418.72
	1	Lightware TPX-2x1-TX20-3x3-RX20 bundle Lightware Taurus TPX transmitter and receiver bundle. It contains 1 pc UCX-2x1-TPX-TX20 and 1 pc UCX-3x3-TPX-RX20	\$3,851.25	\$3,851.25
	1	Lightware TPX-2x1-TX20-3x3-RX20 bundle Lightware Taurus TPX transmitter and receiver bundle. It contains 1 pc UCX-2x1-TPX-TX20 and 1 pc UCX-3x3-TPX-RX20	\$3,851.25	\$3,851.25
	2	AVPro Edge AC-MXNET-1G-E Encoder; HDMI, HDMI Loop, USB, IR, RS232, Fiber & RJ45-- Not Compatible with V2 Systems	\$418.80	\$837.60



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IMAGE	QTY	DESCRIPTION	PRICE	PRICE EXT
	4	AVPro Edge AC-MXNET-1G-D Decoder; HDMI, USB, IR, RS232, Fiber & RJ45--Not Comptible with V2 Systems	\$418.80	\$1,675.20
	1	AVPro Edge AC-MXNET-CBOX-HA Control Box for MXNET System	\$434.28	\$434.28
	1	BirdDog BDWPOUT BirdDog Wallplate Dual Output	\$699.84	\$699.84
	1	Middle Atlantic BGR-25SA27MDK-A5 25SP,27DEEP,PLEXI DOOR & BLACK TOP (Rack Is a Place Holder Until client Can pick finish.	\$2,300.00	\$2,300.00
	1	Listen Technologies LS-55-216 Listen iDSP Prime Level III Stationary RF System (216 MHz)	\$2,214.56	\$2,214.56
	4	Listen Technologies LR-4200-216 Intelligent DSP RF Receiver (216 MHz)	\$172.04	\$688.16
	4	Listen Technologies LA-401 Universal Ear Speaker	\$0.00	\$0.00
	1	REV-T Lift Rental Lift Rental	\$800.00	\$800.00
	1	REnVisioning Technology, LLC Misc-Items Miscellaneous Installation Items including cable, wire, connectors, etc.	\$2,100.00	\$2,100.00

EQUIPMENT TOTAL	\$76,939.72
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LABOR TOTAL	\$39,237.68
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WTHS TOTAL	\$116,177.40
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ACCEPTANCE

FINANCIAL

PAYMENT SCHEDULE

Equipment Invoiced at Project Acceptance
Remainder Invoiced at Substantial Completion

EQUIPMENT TOTAL	\$76,939.72
SHIPPING TOTAL	\$10.00
ENGINEERING	\$6,155.18
INSTALLATION	\$25,575.00
MANAGEMENT	\$3,007.50
PROGRAMMING	\$4,500.00
LABOR TOTAL	\$39,237.68
ADMIN FEE	\$1,070.15
SUBTOTAL	\$117,257.55
TOTAL SALES TAX	\$0.00
PROJECT TOTAL	\$117,257.55

Hardware

Description		Price	Qty	Ext. Price
Video				
V11HA33920	Epson EB-PU1008W 3LCD Projector - 16:10 - Ceiling Mountable - High Dynamic Range (HDR) - 1920 x 1200 - Front, Rear, Ceiling - 1080p - 20000 Hour Normal Mode - WUXGA - 2,500,000:1 - 8500 lm - HDMI - DVI - USB - Network (RJ-45) - 3 Year Warranty	\$6,797.00	2	\$13,594.00
V12H004W06	Epson ELPLW06 - Wide Angle Zoom Lens - Designed for Projector	\$2,297.00	2	\$4,594.00
70115LS	DA-LITE - ADVANTAGE TNSD 137D DM	\$3,897.00	2	\$7,794.00
60-1661-12	Extron - DTP3 CrossPoint 642 IPCP A - 4K/60 Presentation Matrix Switcher with Reversible DTP3 I/O, Control Processor and Amplifier	\$9,997.00	1	\$9,997.00
60-1714-53	Extron - DTP3 T 212 D - Two Input 4K/60 DTP3 Transmitter for USB-C and HDMI with Audio Embedding - Decorator-Style Wallplate, White	\$977.00	2	\$1,954.00
60-1473-23	Extron - USB Extender Plus D R - Twisted Pair Extender for USB Peripherals - Decorator-Style Wallplate	\$597.00	4	\$2,388.00
60-1471-13	Extron - USB Extender Plus R - Twisted Pair Extender for USB Peripherals	\$497.00	4	\$1,988.00
AW-UE50WPJ	Panasonic Video Conferencing Camera - 3840 x 2160 Video - 74° Angle	\$3,615.00	2	\$7,230.00
USB 200	Biamp - USB 200 - 2x1 USB switch	\$169.00	2	\$338.00
Tesira EX-UBT	Biamp - Tesira EX-UBT - PoE AVB/USB expander with Bluetooth® wireless technology	\$597.00	2	\$1,194.00
60-1869-63	Extron - DTP3 R 201 - 4K/60 HDMI DTP3 Receiver with Audio De-Embedding	\$613.00	2	\$1,226.00
R9861622USB2	Barco ClickShare CX-50 Gen2 - US Version With 2 Buttons - For Boardroom, Meeting Room, Video Conferencing - 3840 x 2160 Video (Content) - 4K UHD - 1 x Network (RJ-45) - 1 x HDMI Out - Audio Line Out - USB - Gigabit Ethernet - Wireless LAN - Standalone	\$3,097.00	2	\$6,194.00
Audio				
Parlé TCM-X White	Biamp - Parlé TCM-X White - AVB Beamtracking™ ceiling microphone, white surface mount	\$1,420.00	4	\$5,680.00
Parlé TCM-XEX White	Biamp - Parlé TCM-XEX White - Expansion AVB Beamtracking ceiling microphone, white surface mount	\$897.00	4	\$3,588.00

Hardware

Description		Price	Qty	Ext. Price
TesiraFORTÉ AVB CI	Biamp - TesiraFORTÉ AVB CI - Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, and AEC technology (all 12 inputs)	\$2,697.00	1	\$2,697.00
ULXD4Q=-G50	Shure - Quad Digital Wireless Receiver with internal power supply, 1/2 Wave Antenna and Rack Mounting Hardware	\$5,297.00	1	\$5,297.00
UA864US	Shure - Wall-Mounted Wideband Antenna	\$397.00	2	\$794.00
ULXD1=-G50	Shure - Digital Wireless Bodypack Transmitter with Miniature 4-Pin Connector	\$467.00	2	\$934.00
WL185MB/C-TQG	Shure - LAVALIER MICROPHONE, CARDIOID, BLACK	\$113.00	2	\$226.00
ULXD2/SM58=-V50	Shure - Handheld Transmitter with SM58® Microphone	\$497.00	4	\$1,988.00
SBC200-US	Shure - Dual Docking Charger with PS45US Power Supply	\$223.00	3	\$669.00
MX412D/C	Shure - Cardioid-12" Desktop Gooseneck Condenser Microphone, Attached 10' XLR Cable, Logic Functions, Programmable Switch and LED Indicator, Attached Desktop Base	\$297.00	2	\$594.00
CDi4x300	Crown - Analog input, 4 channel, 300W per output channel, Amplifier	\$1,497.00	1	\$1,497.00
OFE	OFE Speakers	\$0.00	1	\$0.00
LWS-16-A1	Listen Tech - 2 Channel Wi-Fi System with 16 receivers	\$6,597.00	1	\$6,597.00
Control				
60-1563-02	Extron - TLP Pro 725M - 7" Wall Mount TouchLink® Pro Touchpanel - Black	\$1,420.00	2	\$2,840.00
60-1705-03	Extron - ECM S10 - eBUS Partition Sensor	\$667.00	1	\$667.00
GSM4230UP-100NAS	Netgear M4250-26G4F-PoE++ AV Line Managed Switch - 24 Ports - Manageable - 3 Layer Supported - Modular - 4 SFP Slots - 48.80 W Power Consumption - 1440 W PoE Budget - Optical Fiber, Twisted Pair - PoE Ports - 1U - Rack-mountable, Table Top - Lifetime Limi	\$2,597.00	2	\$5,194.00
Equipment Rack				
EWR-16-22SD	MIDDLE ATLANTIC - 16SP/22D ECONO WLRK,BK,DR	\$777.00	1	\$777.00

Hardware

Description		Price	Qty	Ext. Price
PD-915R	MIDDLE ATLANTIC - 9OUT,15A,RCKMNT POWER CEN	\$145.00	2	\$290.00
UTR1	MIDDLE ATLANTIC - 1SP UNIVERSAL HALF-RACK T	\$39.00	2	\$78.00
LBP-1A	MIDDLE ATLANTIC - 10 PACK L LACER BAR	\$41.00	1	\$41.00
Cables & Materials				
254236FBK0500	500FT Cat6 Shielded Wire	\$420.00	1	\$420.00
225GY1000	West Penn Audio/Control Cable - 1000 ft Audio/Cont	\$269.00	1	\$269.00
25291BGY1000	West Penn 22/2 STR SHLD CMP	\$136.00	1	\$136.00
CG00711	C2G - 6ft/1.8m CAT6A SNAGLESS STP CABLE-BLK	\$13.00	2	\$26.00
C2G10454	C2G - 6ft PS Ultra High Speed HDMI Cbl-8K60Hz	\$40.00	2	\$80.00
C2G10380	C2G - 15ft/4.5m UltraFlex Active HDMI Cable 4K	\$63.00	2	\$126.00
MISC OCKERS MATERIALS	MISC OCKERS MATERIALS	\$2,000.00	1	\$2,000.00

Subtotal: **\$101,996.00**

Services

Description		Price	Qty	Ext. Price
LABOR-IAV	Ockers Integrated Audio Visual Installation Labor Ockers Integrated Audio Visual Installation Labor	\$25,500.00	1	\$25,500.00

Subtotal: **\$25,500.00**

48 Leona Drive
Middleboro, MA 02346
www.ockers.com
(508) 586-4642



Sealed Bid No. 8425-M5, WTHS AV Upgrades / WPS



Prepared by:
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Quote Information:
Quote #: 010803
Version: 1
Delivery Date: 04/29/2025
Expiration Date:
05/29/2025

Quote Summary

Description	Amount
Hardware	\$101,996.00
Services	\$25,500.00
Subtotal:	\$127,496.00
Shipping:	\$500.00
Total:	\$127,996.00

Terms and Conditions

This quote is valid for thirty (30) days from the date of issue. Any payments not made within thirty (30) days of the date of the invoice shall be subject to a late payment charge of 1 ½% per month (compounded) on the unpaid balance of any amount then passed due. All products quoted are subject to availability.

Terms for Purchases are NET30 Days from date of invoice. All Services will be invoiced separately and are payable on receipt of Invoice. Any payments not made within thirty (30) days of the date of the invoice shall be subject to a late payment charge of 1½% per month (compounded) on the unpaid balance of any amount then passed due.

Binding Effect of Document:

This document when signed by the client and accepted by the Company shall constitute a binding contract for services described.

Suspension or Cancellation for Non- Payment:

The Company may forthwith suspend or cancel SAAS service upon a written notice if any payment is overdue, in addition to any other right or remedy it may have.

Assignability of Agreement:

Neither this agreement nor the Company's SAAS service are transferable without the Company's written consent.

Returns are allowed for 30 days. Non-defective returns must be unopened, and factory sealed. All merchandise must be returned with original packing, accessories, and instructions. A valid RMA number must be obtained from Ockers Company before a return is allowed. Note - Some manufacturers have special returns policies which may supersede the above.

Custom Orders are not Returnable.

Returns over the 30 days will be subject to the acceptance by the distributor or manufacturer and may require a restocking fee.

Ockers at its discretion may invoice product prior to delivery to client via a Bill and Hold (Transfer of Property) document if required. All stored product will be fully insured. This may occur via a Standard invoice or via a Bill and Hold

Customer responsible for any permit fee costs that may be required. Fees are determined by local municipality and will be billed accordingly.