

Request for Legislative Action

Res. #21211
Sponsor: Jeanie Lauer
Date: March 27, 2023

Completed by County Counselor's Office

Action Requested:	Resolution	Res.Ord No.:	21211
Sponsor(s):	Jeanie Lauer	Legislature Meeting Date:	3/27/2023

Introduction

Action Items: ['Authorize']

Project/Title:

Requesting authorization to purchase a JCB 3CX-15 Super (backhoe) for use by the Road & Bridge Division of Public Works from CSTK under the terms and conditions of the Sourcewell No. 040319-JCB dated January 9, 2023, an existing competitively bid government contract.

Request Summary

The Road & Bridge Division of Public Works is requesting the purchase of a new JCB 3CX-15 Super backhoe to replace an existing backhoe that no longer functions efficiently and safely.

Pursuant to Section 1030.4 of the Jackson County Code, the Public Works Department recommends the purchase of the JCB 3CX-15 Super for \$130,193.06 from CSTK of Kansas City, KS under the terms and conditions of Sourcewell Contract No. 040319-JCB, an existing competitively bid government contract.

This piece of equipment is vital to the operations of the Road and Bridge Division of Public Works. This equipment will be used on a regular basis to improve the County's infrastructure and aid in the overall health of the road system. This purchase is has been integrated into the Divisions specialty equipment replacement and is a planned appropriation for this year.

Contact Information

Department:	Public Works	Submitted Date:	3/3/2023
Name:	Kristina J. Miller	Email:	KJMiller@jacksongov.org
Title:	Office Administrator	Phone:	816-881-4449

Budget Information

Amount authorized by this legislation this fiscal year:	\$130,194
Amount previously authorized this fiscal year:	\$ 0
Total amount authorized after this legislative action:	\$130,194
Is it transferring fund?	No

Single Source Funding:

Request for Legislative Action

Fund:	Department:	Line Item Account:	Amount:
004 (Special Road & Bridge Fund)	1011 (Public Works - Fleet Replacement)	58110 (Heavy Machinery & Equipment)	\$130,194

Prior Legislation	
Prior Ordinances	
Ordinance:	Ordinance date:
Prior Resolution	
Resolution:	Resolution date:

Purchasing	
Does this RLA include the purchase or lease of supplies, materials, equipment or services?	Yes
Chapter 10 Justification:	Fixed Price Contract
Core 4 Tax Clearance Completed:	Not Applicable
Certificate of Foreign Corporation Received:	Not Applicable
Have all required attachments been included in this RLA?	Yes

Compliance	
Certificate of Compliance	
Not Applicable	
Minority, Women and Veteran Owned Business Program	
Goals Not Applicable for following reason: Contract is with another government agency	
MBE:	.00%
WBE:	.00%
VBE:	.00%
Prevailing Wage	
Not Applicable	

Fiscal Information	
<ul style="list-style-type: none"> Funds sufficient for this appropriation and/or transfer are available from the source indicated on the budget information tab. 	

Request for Legislative Action

Submitted by Public Works requestor: Kristina J. Miller on 3/3/2023. Comments:

Returned for more information by Department Approver Brian Gaddie on 3/3/2023 2:10:49 PM.
Comments: .

Submitted by Requestor Kristina J. Miller on 3/6/2023 10:23:23 AM. Comments:

Approved by Department Approver Brian Gaddie on 3/6/2023 11:02:45 AM. Comments:

Returned for more information by Purchasing Office Approver Barbara J. Casamento on 3/7/2023 12:18:55 PM. Comments: on the Quotation - what is the "Attachment" total of \$26,423.66 for?

Submitted by Requestor Kristina J. Miller on 3/7/2023 1:06:25 PM. Comments: The attachment total of \$26423.66 is for the four items described in the quotation provided. As described these four items are for needed improvements to the basic functions of the backhoe. The total of the four items equals the \$26423.66 outlined in the subtotals of the quote. Be happy to discuss further if necessary.

Approved by Department Approver Brian Gaddie on 3/7/2023 1:10:21 PM. Comments:

Returned for more information by Purchasing Office Approver Barbara J. Casamento on 3/7/2023 1:31:13 PM. Comments: Attachments need to be lined out on quote
what about freight and delivery - why are they on the contract but not the quote

Submitted by Requestor Kristina J. Miller on 3/8/2023 11:43:34 AM. Comments: Please see the new attached quote from CSTK. Comments: Customer pick up/No Delivery.

Approved by Department Approver Brian Gaddie on 3/8/2023 3:19:12 PM. Comments:

Approved by Purchasing Office Approver Barbara J. Casamento on 3/17/2023 2:08:29 PM. Comments:

Approved by Compliance Office Approver Ikeela Alford on 3/20/2023 8:35:51 AM. Comments:

Approved by Budget Office Approver David B. Moyer on 3/21/2023 9:20:03 AM. Comments:

Approved by Executive Office Approver Troy Schulte on 3/21/2023 10:30:48 AM. Comments:

Kristina J. Miller

From: Ryan Connelly <ryan.connelly@jcb.com>
Sent: Friday, February 24, 2023 10:30 AM
To: Kristina J. Miller
Subject: EXTERNAL RE: Attached quote

WARNING: This email originated outside of Jackson County.
DO NOT CLICK links or attachments unless you recognize the sender and know the content is safe.

Hi Kristina,

The discount should be 30%, with separate line items for freight and delivery.

It appears that they rolled the delivery and freight cost into the build and applied the 28% discount to net the difference.

They can amend to state the 30% discount with separate lines for the delivery and freight.

Please let me know if you need anything further from me.

Thanks

Regards,

Ryan Connelly | Government Product & Sales Manager | JCB Inc - USA | ☎ 912 447 2053 | 📍 706
254 6135 | ✉: ryan.connelly@jcb.com

From: Kristina J. Miller <KJMiller@jacksongov.org>
Sent: Friday, February 24, 2023 10:49 AM
To: Ryan Connelly <ryan.connelly@jcb.com>
Subject: [EXT] Attached quote

This message originated from outside your organization

I apologize I failed to attach the quote for you to review.

Thanks,

Kristi Miller
Office Administrator
Jackson County Public Works
303 W. Walnut Street
Independence, MO 64050
816-881-4449



From: Kristina J. Miller
Sent: Friday, February 24, 2023 9:28 AM
To: ryan.connelly@jcb.com
Subject: JCB#040319-JCB

Ryan,

We are trying to get a package together to send to our purchasing department. I have a quote with our discount on it. They are needing a document that states that our county would receive the 28%. The current contract online just states that 10-30% depending on the model. I do not see the attached spreadsheet for the breakdown on the sourcwell site. Can you provide that list to me?

Thank you,

Kristi Miller
Office Administrator
Jackson County Public Works
303 W. Walnut Street
Independence, MO 64050
816-881-4449



J. C. Bamford Excavators Ltd.
Registered Office: Rocester, Staffordshire, England. ST14 5JP
Registered No. 561597 England

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If you are not the intended recipient you may not disclose or distribute this communication in any form but should immediately contact the Sender.
The information, images, documents and views expressed in this Email are personal to the Sender and do not expressly or implicitly represent official positions and policies of the J C B group of companies ("JCB") and no authority exists on behalf of JCB to make any agreements, representations or other binding commitment by means of Email.

Model	Sourcewell % DISCOUNT off of Customer JCB List Price
BACKHOE	
1CX	10%
3CX	20%
3CX Compact	20%
3CX-14	20%
3CX-14 Super	30%
3CX-15 Super	30%
4CX-14 Super	30%
4CX-15 Super	30%



Forward Thinking. Forward Moving.

www.cstk.com
401 Shawnee Avenue, Kansas City, KS 66105P: (913) 371-0888 F: (913) 371-4929

Quotation

Date: 03/01/23
Quote #: 3CX15JACKSON
Expiration Date: 03/31/23
Terms: Net Due Upon Receipt of Invoice

To: Jackson County Road & Bridge
KC-1252022
Sourcewell 040319-JCB

Comments: **UNIT DELIVERY NOT INCLUDED**

Quoted By	Shipping Terms	Delivery Date				
George Simons	Unknown	T.B.D				
Qty	Model					
1	3CX-15 SUPER SN 3140961					
4	Extra Attachments					
SALESCODE	Description	COST				
2EL9	3CX-15 SUPER, 4WD, 2WS, 109HP TIER 4 FINAL, 15FT CENTERMOUNT BACKHOE WITH EXTRADIG EXTENDING DIPPER. EASY CONTROLS, 150A ALTERNATOR, 750 LBS COUNTERWEIGHT. INCLUDES 2 SPOOL LOADER VALVE, FLIP OVER FEET, INTERIOR MIRROR, FRONT AND REAR WORKLIGHTS, BATTERY ISOLATOR, TOOLBOX AND AUTOMATE (AUTOCHECK, AUTOIDLE, AUTODRIVE AND AUTO THROTTLE)	\$102,108.00				
200AM14	3CX-15 SUPER 109 HP CM MODEL PACK	\$0.00				
200B9WF	GALAXY INDUSTRIAL 14-17.5-10 AND 19.5L-24-12 POWERSHIFT + TL AND LSD, 4WD/2WS	\$11,811.00				
200CF43	CAB WITH A/C AIR SUSPENSION SEAT, ENGINE BLOCK HEATER	\$21,219.00				
200DE48	CAB, LIVELINK	\$0.00				
200EJ68	HAMMER/BI-DIRECTIONAL PIPEWORK	\$6,780.00				
200FE04	5/8 LOADER PIPEWORK RTD AND AUTO SRS FOR BI-DIRECTIONAL USE	\$1,342.00				
200GA30	ENGLISH TERRITORY PACK	\$0.00				
200LA12	15FT/109HP PRICE EQUALIZATION	\$0.00				
200PB18	HEADLIGHTS	\$341.00				
200RA20	EXTERIOR MIRRORS	\$236.00				
200RA37	SEATBELT 3 IN	\$112.00				
YWWSBA23	ADD 128/C0225 24 Inch EXCAVATOR BUCKET	\$1,370.00				
YMSBA24	ADD 125/36800 + 993/99189 DIRECT MOUNT 92 Inch GP BUCKET INCLUDES TOE PLATE	\$2,923.00				
*****UNIT DELIVERY NOT INCLUDED*****						
SALESCODE	PART#	DESCRIPTION	TOTAL	5% FOR ATTACHMENTS		\$148,242.00
200MA49	128/C0223	HPHD BUCKET 18" 4 TEETH	\$2,557.25	\$2,429.39	30% SOURCEWELL DISCOUNT	-\$44,472.60
200MA48	128/C0220	HPHD BUCKET 12" 3 TEETH	\$2,294.93	\$2,180.18		
200JA78	128/C1010 (993/98189) (QTY 8 - 332/C9951) (QTY 8 - 1340/0701Z) (QTY 8 - 1416/0011Z)	6 IN 1 MULTI PURPOSE BUCKET 92"	\$9,279.57	\$8,815.59	ATTACHMENT TOTAL	\$26,423.66
200HA93	NO KIT AVAILABLE (34 PART# BREAKDOWN)	HYDRAULIC THUMB	\$13,682.63	\$12,998.50		
*****UNIT DELIVERY NOT INCLUDED*****						
Plus Applicable Sales Tax					TOTAL	\$130,193.06

To Initiate an order for this equipment, please sign and return this quotation with a P.O. number, if required.
Please feel free to call should you need additional information. This quotation shall remain in effect for 30 days, and does not include any taxes.

Accepted By: Jackson County Road & Bridge
KC-1252022
P.O. # _____ Date: _____

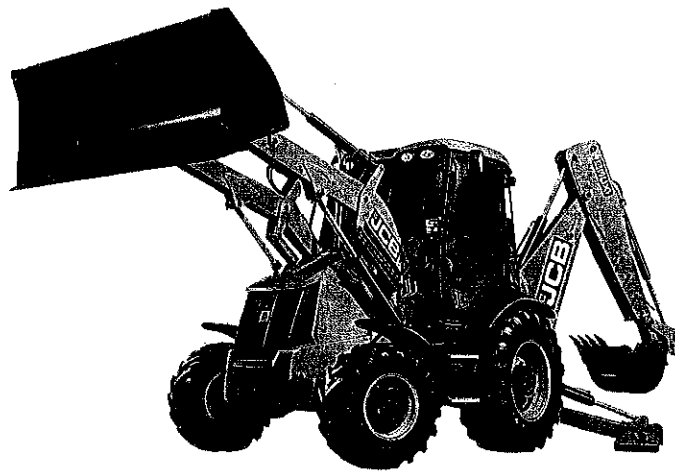
Quoted By: George Simons

THANK YOU FOR YOUR BUSINESS!



Product Quotation

**Prepared For:
JACKSON COUNTY PUBLIC WORKS
Independence MO 64050**



**Prepared By:
George Simons
CSTK JCB
Kansas City KS 66105
mobile:**

Image is for indicative purpose only and may not represent exact equipment being quoted



Standard Equipment

Standard Equipment and Features & Benefits related to this product are subject to change without notice

SAFETY and SECURITY

Two post Roll Over Protective Structure (ROPS), Falling Objects Protective Structure (FOPS) and retractable seat belt. Equipped with independent park brake and loader service strut. Rear boom lock activated from operator's compartment; boom swing lock. Vandalism protection with key lock-able cab, hydraulic fill, fuel cap. All locks with the exception of the Diesel Exhaust Fluid (DEF) tank operate with ignition key. Front and rear horn buttons. Automatic backup alarm.

ENGINE

109 hp gross, turbocharged, water-cooled, 4 cylinder, direct injection diesel. Tier 4 Final compliant engine with Selective Catalytic Reduction (SCR) and 5 gallon DEF tank. Hand and foot throttle. Selective full flow pressure engine oil lubrication with spin on filter cartridge. Air to fluid coolers. Separately serviceable radiator, hydraulic and transmission oil coolers. Two stage fuel filtering system utilizing a water/sediment separator and spin-on type filter element. Dual element air filter, dry type with cleanable outer element, replaceable inner element and under hood pre-cleaner.

TRANSMISSION

Separate unit mounted to engine containing torque converter and all transmission components. Pressure lubrication with spin on filter. Electrically operated Fwd / Rev lever on steering column. Electrically operated transmission. Disconnect on gear shift and loader levers. Powershift gear selection with 4 Fwd / 4 Rev speeds.

FRONT AXLE

4WD - Industrial duty JCB Max-Trac torque proportioning, outboard planetary reduction axle, 4WD shift-on-the-go; steering cylinder located behind front axle.

REAR AXLE

Separate, rigidly mounted to mainframe and connected to transmission via drive shaft. Heavy duty double reduction, outboard planetary gear final reduction. Limited slip differential to provide automatic equalization of wheel spin under conditions of unequal footing.

BRAKES

Sealed wet multiple disc. Brake pedals can be independently operated or locked together. Power assisted, hydraulic brakes. Independent over center actuation, park brake. Transmission shifts to neutral when park brake is activated. 4 wheel braking in 2 wheel drive activated by switch.

STEERING

Hydrostatic power, with priority valve. Three steering wheel turns (lock to lock). Unbraked turning circle - 26 ft 5 in.

BACKHOE AND MAINFRAME

Unitized, one piece heavy duty mainframe with integral backhoe. Sealed swing post pins and swing cylinder pins, 2 in top and bottom rear frame plates (centermount). Fabricated boom and dipper. SAE maximum dig depth: Extradig dipper - 16 ft 3 in - 20 ft 1 in. EasyControl backhoe controls. Fabricated stabilizer legs with anti-drift valves. 11,000 lbs lifting hook as standard.

LOADER

Equipped with integrally mounted front end loader using two lift cylinderinders and two bucket dump cylinderinders. Parallel lift standard during loader raise and lower functions. Dump height: 9 ft 0 in. Bucket return-to-dig and third spool loader valve standard. Dump reach at full height - 32 in. Auto Smooth Ride System (AutoSRS). Front bumper protection fitted as standard.





Standard Equipment

ELECTRICAL SYSTEM

12 volt system with 150 amp alternator standard wiring harness and outside cab connectors meet IP69 standard for protection against ingress of dust, and pressure spray of 4.23 gpm at 1450 psi. Inside cab connectors meet IP67 standard for protection against ingress of dust, and water when submerged. Single, maintenance free battery rated at 900 cold cranking amps. Four halogen work lights in front and four separate halogen work lights in the rear. Stop lights, turn signals, and four way hazards standard. Backlit gauges and readouts consisting of a tachometer, fuel gauge, engine coolant temperature gauge, digital hour meter and digital clock. Light and alarm for battery charge condition, coolant temp., engine oil pressure, transmission oil pressure, transmission oil temp., air cleaner restriction, water in fuel indicator, and park brake engaged. Light indicators for hazard flashers on, turn signals, steering mode, and lights on. 12 volt outlet for powered accessories. Common fuses and relays located in an easy access panel. Main circuit breakers at battery positive terminal for added circuit protection. Battery isolator fitted as standard.

OPERATORS ENVIRONMENT

Suspension seat with adjustments for weight, seat angle, and back angle. Armrests and retractable seat belt standard. Two door entry with deluxe trim. Composite sure grip molded floor, tilt steering column, front windshield with 2 speed plus intermittent wiper and washer, interior rear view mirror, pre-wired for beacon, cup holders, storage compartment. Cab includes door ajar stays, 14 adj. vents, operable side windows, one piece rear window with wiper and washer that acts as a shield during inclement weather, heater with defogger vents, and radio pre-wire with speakers in-cabs. AutoTHROTTLE returns engine speed to pre-set hand throttle position when work is resumed. AutoDRIVE provides cruise control-type characteristics during roading. Advanced Easy Controls and Easy Controls only: AutoSTABILIZERS and AutoBOOMLOCK.

SERVICEABILITY AND MAINTENANCE

Ground level check for engine and transmission oil, brake fluid, engine coolant, and windshield washer levels. Ground level top off of engine oil, transmission oil, hydraulic fluid, brake fluid, fuel, and engine coolant. Tilt engine hood and lockable front grill. 15 second engine manifold preheat (activated through ignition switch). 40 gallon fuel tank. 20 gallon hydraulic tank with 5 micron filter. 500 hour engine oil and filter service interval. 1000 hour DEF filter interval. 1000 hour transmission oil and 500 hour transmission filter service interval. 2000 hour hydraulic oil and 500 hour hydraulic filter service interval. External toolbox. AutoCHECK automatically performs daily under hood maintenance checks on 'key on'.

TELEMATICS

JCB Livelink telematics. Monitored and managed remotely via a PC or Smartphone. Two year subscription. Real time reporting of machine hours, routine maintenance alerts, location, critical health alerts, fuel level/consumption and work cycle information. Ability to set machine geo-fences and curfews for improved security.

HYDRAULIC SYSTEM

Closed center system, variable displacement piston pump, engine driven, 44 gpm at 3650 psi. Separate oil reservoir not shared with other systems, externally mounted to mainframe for ground level servicing. Abrasion protection of valve to boom hoses. Hoses have burst pressure of 4 times working pressure. Structural steel pipes to withstand minor impacts. Auto Idle reduces engine speed when no hydraulic functions are requested.





Features and Benefits

Standard Equipment and Features & Benefits related to this product are subject to change without notice

SAFETY AND SECURITY

Two post Roll Over Protective Structure (ROPS), Falling Objects Protective Structure (FOPS) and retractable seat belt. Equipped with Independent park brake and loader service strut. Rear boom lock activated from operator's compartment; boom swing lock. Vandalism protection with key lock-able cab, hydraulic fill, fuel cap. All locks with the exception of the Diesel Exhaust Fluid (DEF) tank operate with Ignition key. Front and rear horn buttons. Automatic backup alarm.

FRONT AXLE

4WD - Industrial duty JCB Max-Trac torque proportioning, outboard planetary reduction axle, 4WD shift-on-the-go; steering cylinder located behind front axle.

ENGINE

109HP gross, turbocharged, water-cooled, 4 cyl, direct injection diesel. T4F compliant engine with Selective Catalytic Reduction (SCR) and 5 gallon DEF tank. Hand and foot throttle. Selective Full flow pressure engine oil lubrication with spin-on filter cartridge. Air to fluid coolers. Separately serviceable radiator, hydraulic and transmission oil coolers. Two stage fuel filtering system utilizing a water/sediment separator and spin-on type filter element. Dual element air filter, dry type with cleanable outer element, replaceable inner element and under hood pre-cleaner.

TRANSMISSION

Separate unit mounted to engine containing torque converter and all transmission components. Pressure lubrication with spin on filter. Electrically operated Fwd / Rev lever on steering column. Electrically operated transmission disconnect on gear shift and loader levers. Powershift gear selection with 4 Fwd / 4 Rev speeds.

REAR AXLE

Separate, rigidly mounted to mainframe and connected to transmission via drive shaft. Heavy duty double reduction, outboard planetary gear final reduction. Limited slip differential to provide auto-matic equalization of wheel spin under conditions of unequal footing.

BRAKES

Sealed wet multiple disc. Brake pedals can be independently operated or locked together. Power assisted, hydraulic brakes. Independent over center actuation, park brake. Transmission shifts to neutral when park brake is activated. 4 wheel braking in 2 wheel drive activated by switch.

STEERING

Hydrostatic power, with priority valve. Three steering wheel turns (lock to lock). Unbraked turning circle - 26' 5".





Features and Benefits

LOADER

Equipped with integrally mounted front end loader using two lift cylinders and two bucket dump cylinders. Parallel lift standard during loader raise and lower functions. Dump height: 9' 0". Bucket return-to-dig and third spool loader valve standard. Dump reach at full height - 32". Auto Smooth Ride System (AutoSRS). Front bumper protection fitted as standard.

OPERATORS ENVIRONMENT

Suspension seat with adjustments for weight, seat angle, and back angle. Armrests and retractable seat belt standard. Two door entry with deluxe trim. Composite sure grip molded floor, tilt steering column, front windshield with 2 speed plus intermittent wiper and washer, interior rear view mirror, pre-wired for beacon, cup holders, storage compartment. Cab includes door ajar stays, 14 adj. vents, operable side windows, one piece rear window with wiper and washer that acts as a shield during inclement weather, heater with defogger vents, and radio pre-wire with speakers in-cabs. AutoTHROTTLE returns engine speed to pre-set hand throttle position when work is resumed. AutoDRIVE provides cruise control-type characteristics during roading. Advanced Easy Controls and Easy Controls only: AutoSTABILIZERS and AutoBOOMLOCK.

HYDRAULIC SYSTEM

Open center system, variable displacement piston pump, engine driven, 44 gpm @ 3650 psi. Separate oil reservoir not shared with other systems, externally mounted to mainframe for ground level servicing. Abrasion protection of valve to boom hoses. Hoses have burst pressure of 4 times working pressure. Structural steel pipes to withstand minor impacts. Auto Idle reduces engine speed when no hydraulic functions are requested.

JCB EcoMAX 4.4L Turbocharged

No DPF or after treatment keeping servicing cost low and downtime minimal but still providing high levels of torque

Low cost increased efficiency

Fuel efficient JCB engine provides high torque at low revs enabling high a breakout force at the same rate

High performance hydraulics

44 gpm hydraulic pump accomodating variety of attachments and increase cycle times

JCB Efficient Design program

JCB high back-ff brakes and viscous fan increase efficiency and savings

JCB Max-Trac torque proportioning differential axle

Increases tractive effort in all ground conditions

Advanced Easy Controls

JCB's controls provide finger tip control and supreme comfort with various configurations to accomodate all users





Features and Benefits

Comfort and ease of use	Fully adjustable seat, dash mounted display for machine performance and ISO, SAE and JCB X control patterns change over accomodates all users
Automated features	Auto Idle, Auto Check, Auto Throttle, Auto Boomlock, Auto SmoothRide System, Auto Pre-Heat, Auto Stabilizer-up only make operation easier
Kingpost design	Hoses are strategically routed to prevent pinching and maximize backhoe movement
Front and rear quickhitch	Easy and effortless switching between attachments
Optional Extradig package	15 ft dipper decreases time spent repositioning allowing for an additional 3 ft 10 in in dig depth increasing efficiency
Twin hose burst technology	Hose burst check valve keep legs from moving during operation
Safe and secure	Anti-slip steps, laminated front screen, rear boom lock, self leveling loader and stabilizer from dropping in the event of hose failure
Optional hand tool circuit	Provides ability to prepare sites
Added value through JCB Assetcare	Provides comprehensive peace at mind warranty and service agreements worldwide
Technical support service	Provides instant access to factory expertise, day or night
Parts distribution	Global network of part centers, delivering 95 percent of all parts any where in the world within 24 hrs
History	JCB has been the market leader globally for the last 13 years. Backhoes are 50R0of EVERYTHING JCB makes. More backhoe loader sales means more consumer feedback and therefore, more resources to improve.
Serviceability	We've made sure that all JCB backhoes will provide maximu uptime by virtue of being incredibly easy to service. Routine maintenance is straightforward, daily checks couldn't be simpler, and there's plenty of ground-lev accessibility.





Features and Benefits

Efficiency

JCB backhoe loaders deliver the power to get things done, and are well equipped with features to enhance performance, improve efficiency, and lower operating costs.

Quality

JCB backhoe loaders are designed, built and tested to withstand the rigors of the most demanding job sites.

Build

Limited slip differentials, LiveLink telematics and parallel lift are standard. Bi-directional lift and digger thumb options available.



MSRP JCB 3CX-15

Account No 4023765	Model 3CX 15HFCE	Model Year 2022	Currency USD
JCB Order No 5129725	Serial No 3140961	Invoice Date Aug 30, 2022	Country of Origin GB
Dealer Order No 3CX14KDOT	VIN No JCB3CXPCNTN3140961	Delivery Document 801233646	Port of Entry SAVANNAH
Build Year 2022/07	Engine No SJ320/41294U2299322	Invoice No 96605069	

Material	Quantity	Description	Each	Total
200	1 EA	3CX 15HFCE Backhoe Loader		
2EL9		3CX SUPER 15 EXT DIPPER,	102,108.00 USD	102,108.00 USD
200AM14		3CX-15 SUPER 109HP CM	0.00 USD	0.00 USD
200B9WF		GALAXY INDUSTRIAL (CRO	11,811.00 USD	11,811.00 USD
200CF43		CAB WITH A/C	21,219.00 USD	21,219.00 USD
200DE48		CAB, LIVELINK,	0.00 USD	0.00 USD
200EJ68		HAMMER/BI-DIRECTIONAL	6,780.00 USD	6,780.00 USD
200FE04		5/8 LOADER PIPEWORK	1,342.00 USD	1,342.00 USD
200GA30		ENGLISH TERRITORY PACK	0.00 USD	0.00 USD
200LA12		15FT/109HP PRICE EQUAL	0.00 USD	0.00 USD
200PB18		HEADLIGHTS (RHD) USA	341.00 USD	341.00 USD
200RA20		EXTERIOR MIRRORS	236.00 USD	236.00 USD
200RA37		SEATBELT (3")	112.00 USD	112.00 USD
YWSBA23		24" EXCAVATOR BUCKET	1,370.00 USD	1,370.00 USD
YWSBA24		92" GP BUCKET AND TOEPLATE	2,923.00 USD	2,923.00 USD
List Price				148,242.00 USD

200HA93 HYDRAULIC THUMB BREAKDOWN

QTY	PART#	COST
1	128/B2596	\$2,230.26
1	556/60506	\$2,228.61
20	826/00115	\$25.20
1	333/F7771	\$722.65
5	1315/3418Z	\$11.80
3	1450/0001	\$2.91
2	819/00069	\$35.48
10	2203/0060	\$89.50
4	2410/1308	\$12.84
1	335/A4272	\$697.74
2	1450/0001	\$1.94
1	334/D5834	\$75.45
4	334/D9581	\$76.00
1	128/B2611	\$2,965.86
2	333/F7756	\$79.88
1	335/A2597	\$501.89
8	1315/3415Z	\$66.56
1	335/A3124	\$105.30
1	128/B0620	\$215.53
1	128/B0765	\$215.53
8	823/10400	\$35.28
2	1316/0712Z	\$5.60
10	1316/3714Z	\$51.70
2	333/F7754	\$72.48
4	813/00425	\$60.84
1	45/920048	\$88.55
1	332/T6247	\$490.12
2	816/90069	\$13.72
1	335/B2638	\$70.27
1	335/B6058	\$71.12
3	823/00220	\$39.51
2	823/00237	\$21.36
1	556/60506	\$2,228.61
2	545/21338	\$72.54

TOTAL

\$13,682.63

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 128/B2596 9 [Availability >](#)

Part No Detail

Part No	128/B2596	List Price	2,230.26 USD
Description	WA TEETH THUMB JCB BLACK	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 556/60506 9 [Availability >](#)

Part No Detail

Part No	556/60506	List Price	2,228.61 USD
Description	GA RAM THUMB 70 x 40	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 826/00115 9 [Availability >](#)

Part No Detail

Part No	826/00115	List Price	1.26 USD
Description	SCREW 4X1/4	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 333/F777I **9** Availability >

Part No Detail

Part No	333/F777I	List Price	722.65 USD
Description	PIVOT PIN 44.95/44.85x430.4	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 1315/3418Z **8** Availability >

Part No Detail

Part No	1315/3418Z	List Price	2.36 USD
Description	BOLT M10x80(KANBAN)	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 1450/000I **9** Availability >

Part No Detail

Part No	1450/000I	List Price	0.97 USD
Description	GREASE NIPPLE G1/8A	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 819/00069 **9** Availability >

Part No Detail

Part No	819/00069	List Price	17.74 USD
Description	Spacer	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 2203/0060 **9** Availability >

Part No Detail

Part No	2203/0060	List Price	8.95 USD
Description	EXTERNAL CIRCLIP 45mm DIA	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 2410/1308 **9** Availability >

Part No Detail

Part No	2410/1308	List Price	3.21 USD
Description	GROMMET 19 DIA	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 335/A4272

Availability >

Part No Detail

Part No	335/A4272	List Price	697.74 USD
Description	WA BUCKET PIN	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 1450/0001

Availability >

Part No Detail

Part No	1450/0001	List Price	0.97 USD
Description	GREASE NIPPLE G1/8A	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 334/D5834

Availability >

Part No Detail

Part No	334/D5834	List Price	75.45 USD
Description	LOCKING C BRACKET	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 334/D9581

Availability >

Part No Detail

Part No	334/D9581	List Price	19.00 USD
Description	BOLT FLANGE HEX M8 x 25 G	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 128/B2611

Availability >

Part No Detail

Part No	128/B2611	List Price	2,965.86 USD
Description	WA THUMB MOUNT JCB BLACK	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 333/F7756

Availability >

Part No Detail

Part No	333/F7756	List Price	39.94 USD
Description	LINER BUSH 45-55-38	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 335/A2597 [Availability >](#)

Part No Detail

Part No	335/A2597	List Price	501.89 USD
Description	PIVOT PINS - 31.75x350	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 1315/3415Z [Availability >](#)

Part No Detail

Part No	1315/3415Z	List Price	8.32 USD
Description	BOLT M10x65	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 335/A3124 [Availability >](#)

Part No Detail

Part No	335/A3124	List Price	105.30 USD
Description	PIVOT PIN 31.7x160	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 128/B0620

Availability >

Part No Detail

Part No	128/B0620	List Price	215.53 USD
Description	WA LH LOCKING PLATE	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 128/B0765

Availability >

Part No Detail

Part No	128/B0765	List Price	215.53 USD
Description	WA RH LOCKING PLATE	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 823/10400

Availability >

Part No Detail

Part No	823/10400	List Price	4.41 USD
Description	WASHER LOCK M16	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 1316/0712Z **8** Availability >

Part No Detail

Part No	1316/0712Z	List Price	2.80 USD
Description	BOLT	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 1316/3714Z **8** Availability >

Part No Detail

Part No	1316/3714Z	List Price	5.17 USD
Description	BOLT	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 333/F7754

Availability >

Part No Detail

Part No	333/F7754	List Price	36.24 USD
Description	BEARING 45-55-42	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 813/00425

Availability >

Part No Detail

Part No	813/00425	List Price	15.21 USD
Description	SEAL-PIVOT PIN	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 45/920048

Availability >

Part No Detail

Part No	45/920048	List Price	88.55 USD
Description	COUPLING QR MALE HQ12 - 12SAE	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 332/T6247 9 [Availability >](#)

Part No Detail

Part No	332/T6247	List Price	490.12 USD
Description	QRC 19 MALE - 12 SAE	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 816/90069 9 [Availability >](#)

Part No Detail

Part No	816/90069	List Price	6.86 USD
Description	ADAPTOR 1/4BSP-I-1/6UNF	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 335/B2638 9 [Availability >](#)

Part No Detail

Part No	335/B2638	List Price	70.27 USD
Description	ABI HOSE 1/4 BSP HP 1380B GUARD	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 335/B6058

Availability >

Part No Detail

Part No	335/B6058	List Price	71.12 USD
Description	ABI HOSE 1/4 BSP HP	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 823/00220

Availability >

Part No Detail

Part No	823/00220	List Price	13.17 USD
Description	SHIM 51x76x1.4mm	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 823/00237

Availability >

Part No Detail

Part No	823/00237	List Price	10.68 USD
Description	SHIM 1.0mm	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 556/60506 [Availability >](#)

Part No Detail

Part No	556/60506	List Price	2,228.61 USD
Description	GA RAM THUMB 70 x 40	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 545/21338 [Availability >](#)

Part No Detail

Part No	545/21338	List Price	36.27 USD
Description	WA - LOCKING HANDLE	Campaign Price	

6 IN 1 LOADER BUCKETS - DIRECT MOUNT										
Part Number	Sales Code	Item	Weight (lb)	10XT	3CX Compact (10K1 Coupler)	3CX Compact (8K1 Coupler)	3CX	3CX-H	3CX-H Super	3CX-15 Super
128/C1037		88" wide 6 in 1 loader bucket 1.3 cu yd (0.99 cu m) (Bolt on Edge 993/99189 & Hardware (Bolt x 8 - 332/C9951, Nut x 8 - 1340/0701Z, Washer x 8 - 1416/0011Z) sold separately)	1580				•			
128/C1010		92" wide 6 in 1 loader bucket 1.3 cu. yd. (0.99 cu m) (Bolt on Edge 993/99189 double-sided & Hardware (Bolt x 8 - 332/C9951, Nut x 8 - 1340/0701Z, Washer x 8 - 1416/0011Z) sold separately)	1678					•	•	•
128/C1052		96" wide 6 in 1 loader bucket 1.5 cu. Yd (1.15 cu m) (Bolt on Edge 990/69901 & Hardware (Bolt x 8 - 332/C9951, Nut x 8 - 1340/0701Z, Washer x 8 - 1416/0011Z) sold separately)	1797					•	•	•

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 128/C1010 9 [Availability >](#)

Part No Detail			
Part No	128/C1010	List Price	8,512.29 USD
Description	GA CLAM 1.0m3 92"	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 993/99189 9 [Availability >](#)

Part No Detail			
Part No	993/99189	List Price	706.00 USD
Description	BOLT-ON TOEPLATE 7ft 8in	Campaign Price	

View Parts Availability / Supersession

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 332/C9951

Availability >

Part No Detail

Part No	332/C9951	List Price	4.95 USD
Description	PLOUGH BOLT 3/4 UN	Campaign Price	

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 1340/0701Z

Availability >

Part No Detail

Part No	1340/0701Z	List Price	1.39 USD
Description	NUT 3/4UNF STD PLAIN	Campaign Price	

Dealer * 4012324, CSTK JCB, KANSAS CITY, 66105

Part No * 1416/0011Z

Availability >

Part No Detail

Part No	1416/0011Z	List Price	1.32 USD
Description	WASHER SPRING 3/4"	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 128/C0220

Availability >

Part No Detail

Part No	128/C0220	List Price	2,294.93 USD
Description	HPHD BUCKET 12" 3 Teeth	Campaign Price	

View Parts Availability / Supersession

Dealer* 4012324, CSTK JCB, KANSAS CITY, 66105

Part No* 128/C0223

Availability >

Part No Detail

Part No	128/C0223	List Price	2,557.25 USD
Description	HPHD BUCKET 18" 4 Teeth	Campaign Price	

timeliness of any content on the external site or for that of subsequent links. All questions related to content on external sites should be addressed directly to the host of that particular website.



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JCB #040319-JCB

Pricing for contract #040319-JCB is provided at 10-30% off MSRP to Sourcewell participating agencies.

For orders of 4-9 units, an additional 2% discount is offered from the standard discount structure. Volume orders of 10 units or more can be evaluated on a case by case basis for additional discounts.



CONTRACT EXTENSION

Contract Number: #040319-JCB

Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and JCB Inc., 2000 Bamford Blvd., Pooler GA 31322 have entered into Contract #040319-JCB for the procurement of Medium Duty and Compact Construction Equipment with Related Attachments, Accessories and Supplies. The Contract has an expiration date of May 31, 2023, but the parties may extend the Contract by mutual consent.

Sourcewell and Vendor acknowledge that extending the Contract benefits the Vendor, Sourcewell and Sourcewell’s Members. Vendor and Sourcewell agree to extend the Contract listed above for an additional period, with a new Contract expiration date of May 31, 2024. All other terms and conditions of the Contract remain in full force and effect.

Sourcewell

JCB Inc.

DocuSigned by:
Jeremy Schwartz
By: C0FD2A139D06489...
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 1/6/2023 | 3:30 PM CST

DocuSigned by:
Ryan Connelly
By: CAF1442C3A3A43D...
Ryan Connelly
Title: Government Sales Manager
Date: 1/9/2023 | 8:12 AM PST

Form C

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**




Company Name: JCB, Inc

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by Sourcewell or included in the final contract. Sourcewell will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	Sourcewell ACCEPTS
N/A	N/A	N/A	

Proposer's Signature: *[Handwritten Signature]* Date: 3-28-19

Sourcewell's clarification on exceptions listed above:



Contract Award
RFP #040319



FORM D

Formal Offering of Proposal
(To be completed only by the Proposer)

**MEDIUM DUTY AND COMPACT CONSTRUCTION EQUIPMENT WITH RELATED ATTACHMENTS,
ACCESSORIES, AND SUPPLIES**

In compliance with the Request for Proposal (RFP) for MEDIUM DUTY AND COMPACT CONSTRUCTION EQUIPMENT WITH RELATED ATTACHMENTS, ACCESSORIES, AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: JCB, Inc

Date: March 25, 2019

Company Address: 2000 Bamford Blvd.

City: Pooler, GA

State: GA

Zip: 31322

CAGE Code/DUNS: Cage - 0JKF0 DUNS - 052 350 741

Contact Person: Scott Whitehurst

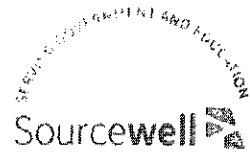
Title: Governmental Sales Manager

Authorized Signature: _____

A handwritten signature in black ink that reads "Scott Whitehurst".

Scott Whitehurst
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 040319-JCB

Proposer's full legal name: JCB Inc.

Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.

The effective date of the Contract will be May 31, 2019 and will expire on May 31, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

Sourcewell Authorized Signatures:

DocuSigned by:
Jeremy Schwartz
CONFIDANT39DC8489
SOURCEWELL DIRECTOR OF OPERATIONS AND
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

DocuSigned by:
Chad Coquette
7E428BF817A81CC
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on May 28, 2019

Sourcewell Contract # 040319-JCB

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name JCB, Inc

Authorized Signatory's Title GOVERNMENT Sales Manager

[Signature]
VENDOR AUTHORIZED SIGNATURE

Scott Whitehurst
(NAME PRINTED OR TYPED)

Executed on May 28, 2019

Sourcewell Contract # 040319-JCB



Form F

PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: JCB Inc.

City/State/Zip: Pooler, GA

Telephone Number: 912-447-2000

E-mail Address: Scott.Whitehurst@jcb.com

Authorized Signature: _____ 

Authorized Name (printed): _____ Scott Whitehurst

Title: Government Sales Manager

Date: _____ 3-28-19

Notarized

Subscribed and sworn to before me this 28 day of March, 20 19

Notary Public in and for the County of Effingham State of GA

My commission expires: 10-26-2021

Signature: _____ 





Form P

PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: JCB Inc.

Questionnaire completed by: Scott Whitehurst

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)?
Net 30 Days
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?
Tax-exempt Municipal lease programs are available
- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to Sourcewell. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.

We will utilize our extensive dealer network to promote the Sourcewell contract. Our dealers will accept orders from Sourcewell members if necessary. We want our JCB dealer salesmen building relationships with the Sourcewell members. This will allow us to better understand and meet their needs. As such, the dealer will work with the customer to determine the appropriate build configuration and accept the purchase order. The dealer will deliver the machine to the customer and we will work with the dealer throughout the process to ensure smooth transactions. A full list of JCB dealers will be a part of the bid submission. There is also a 'dealer locator' feature on our website at www.jcbna.com

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?

No

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.
 - Do your warranties cover all products, parts, and labor?
YES
 - Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
Standard Full Warranty allows unlimited hours in its first year, and up to 2000(total)hrs in 2nd year.
 - Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

Yes – up to 50 miles

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair?

None

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?

They will be passed on to the original equipment manufacturer

- What are your proposed exchange and return programs and policies?

JCB does not have an exchange and return program

6) Describe any service contract options for the items included in your proposal.

We provide our customers with a peace of mind with our standard 2-year warranty. Additionally, our dealer network can offer service and maintenance contracts to our customers on an as-needed basis.

Pricing, Delivery, Audits, and Administrative Fee

7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

JCB offers a full range of Medium duty of Construction equipment with attachments that includes our Worldwide market share leaders the JCB Backhoe and our Rough Terrain Fork lifts and Tele-handler.

The JCB Skid steer and Compact Track Loader is the safest product of its kind on the market because of the JCB Powerboom and side-door entry. JCB not only has the safest skid steer and compact track loader on the market, we have the most versatile. The JCB Teleskid is the industry's first telescoping boom skid steer or compact track loader.

The JCB Wheel Loader range is designed to meet the buyer's priorities. Namely safety, efficiency, ease-of-use and maintenance, productivity, performance, reliability and comfort.

The JCB Excavator range is designed to meet the customer needs with a range from 1-ton operating weight to nearly 40 tons. The JCB Hydradig is a one of a kind Wheeled Excavator that centers on visibility, stability, maneuverability, mobility, and serviceability.

JCB newest additions to our product line up are the JCB scissor lift line as well as compact site dump trucks. Our scissor lift line ranges from 15' to 45' in platform height. Our Site dumpers have 4 and 5 cubic yard bucket capacity.

All products noted can be sold thru all authorized JCB dealer locations and via JCB direct. All servicing will be done by the Sourcewell customers authorized JCB dealer.

8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

JCB will list all models that it wants to be included in the contract with a discount off of List price noted for each. This price will serve as the contract price for Sourcewell members plus applicable freight.

The pricing will be aggressive and better prices in comparison to non-Sourcewell members.

JCB does not have SKU numbers for our equipment.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

Discounts range from 10% - 30% depending upon the product model. Please see attached spreadsheet for discounts by model.

- 10) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

JCB can offer volume discounts. For orders of 4 – 9 units, we can discount a further 2% points from the standard discount structure. Volume orders of 10 units or more can be evaluated on a case by case basis for additional discounts.

- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

Though it is a rare situation, but when the request for a non-JCB item comes up, we are able to offer 10% off Manufacturer list price.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial/pre-delivery inspection. Identify any parties that impose such costs and their relationship to the Proposer.

The only additional charges included in the pricing submitted is Freight.

- 14) If travel expense, delivery or shipping is an additional cost to the Sourcewell Member, describe in detail the complete travel expense, shipping and delivery program.

Freight/delivery charges are an additional cost to the Sourcewell member. Delivery will be arranged by JCB and the local JCB dealer facilitating the transaction. Freight/delivery charges will be based on FOB Pooler, GA unless possible to arrange shipping from a closer port/location. These charges will be itemized as a line item on the invoice

- 15) Specifically describe those travel expense, shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Shipping to these territories would fall under same program has answered in the previous question.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Since JCB manufactures our SSL/CTL and Compact Telehandler products in North America, we have the advantage of getting the product out the door faster and into the customer's hands. We have 6 ports in North America that we take equipment shipments into for customer convenience.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.

For contract sales reports – After each month concludes each Regional sales rep is tasked to report these sales to ensure contract sales are noted. As a second method to ensure contract sales are being reported, JCB issues a Sourcewell contract specific pin to dealers making Contract sales. When these sales are reported into the JCB system portal, the dealer will note the contract Pin# which is an identifier of a contract sale.

To ensure proper pricing, pricing compliance is randomly audited once a month.

- 18) Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

2%

Industry-Specific Questions

- 19) Describe any industry-specific quality management system certifications obtained by your organization.

JCB is ISO 9001 certified. JCB also has several employees that are Lean Six Sigma Green belt certified.

- 20) Describe any environmental management system certifications obtained by your organization.

JCB meets all city, state, federal environmental guidelines. JCB is currently in progress to be ISO 14401 certified and is on schedule to achieve this by YE 2019.

- 21) Describe any preventive maintenance programs that your organization offers for the solutions you are proposing in your response.

Yes, preventative maintenance contracts can be purchased through any of our dealers throughout North America.

Signature: _____

Date: 3-28-19