

# Request for Legislative Action

Res. #21018  
Sponsor: Jalen Anderson  
Date: August 1, 2022

## Completed by County Counselor's Office

Action Requested:	Resolution	Res.Ord No.:	21018
Sponsor(s):	Jalen Anderson	Legislature Meeting Date:	8/1/2022

## Introduction

**Action Items:** ['Authorize', 'Award']

**Project/Title:**

Authorizing the purchase of 1 single axle dump truck outfitted with snow equipment package and hydraulics, dump bed, and front plow assembly for use by Public Works Road & Bridge Division from Viking Cives Midwest of Morley, MO under the term and conditions of Sourcewell Contract No. 080818-VCM, an existing competitively bid contract.

## Request Summary

The requested purchase is for 1 single axle dump truck outfitted with snow equipment package and hydraulics, dump bed, and front plow assembly. This truck is critical to Public Works Road & Bridge functions and will be utilized to combat inclement winter weather, County right-of-way maintenance, and the Annual Road Program. This truck is necessary and is part of the County's fleet replacement program. Public Works Road & Bridge requests using Sourcewell Contract No. 080818-VCM for this purchase. This is an existing competitively bid contract, and the order will be filled by Viking Cives Midwest of Morley, MO.

Cost: \$167,268.53

Pursuant to Section 1030.4 of the Jackson County Code, the Purchasing Department recommends the purchase of this truck from Viking Cives Midwest of Morley, MO under the term and conditions of Sourcewell Contract No. 080818-VCM, an existing competitively bid contract.

## Contact Information

<b>Department:</b>	Public Works	<b>Submitted Date:</b>	6/21/2022
<b>Name:</b>	Matt E. Willier	<b>Email:</b>	MWillier@jacksongov.org
<b>Title:</b>	Assistant Road & Bridge Administrator	<b>Phone:</b>	816-847-7083

## Budget Information

Amount authorized by this legislation this fiscal year:	\$167,269
Amount previously authorized this fiscal year:	\$ 0
Total amount authorized after this legislative action:	\$167,269
Is it transferring fund?	No

## Request for Legislative Action

Single Source Funding:			
Fund:	Department:	Line Item Account:	Amount:
004 (Special Road & Bridge Fund)	1011 (Public Works - Fleet Replacement)	58130 (Trucks)	\$167,269

Prior Legislation	
Prior Ordinances	
Ordinance:	Ordinance date:
Prior Resolution	
Resolution:	Resolution date:
20766	September 20, 2021

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:	Yes
Certificate of Foreign Corporation Received:	Yes
Have all required attachments been included in this RLA?	Yes

Compliance	
Certificate of Compliance	
In Compliance	
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"> <li>There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered.</li> </ul>

## Request for Legislative Action

Submitted by Public Works requestor: Matt E. Willier on 6/21/2022. Comments:

Approved by Department Approver Brian Gaddie on 6/27/2022 10:23:17 AM. Comments:

Returned for more information by Purchasing Office Approver Barbara J. Casamento on 6/28/2022 10:07:39 AM. Comments: Please put the purchase amount in the summary

Submitted by Requestor Matt E. Willier on 7/5/2022 9:15:28 AM. Comments:

Approved by Department Approver Brian Gaddie on 7/5/2022 3:46:22 PM. Comments:

Approved by Purchasing Office Approver Barbara J. Casamento on 7/5/2022 4:00:50 PM. Comments:

Approved by Compliance Office Approver Jaime Guillen on 7/5/2022 4:25:51 PM. Comments:

Returned for more information by Budget Office Approver Mark Lang on 7/6/2022 4:07:28 PM. Comments: Please use whole dollars on the Budget Info tab. You will want to round up to the next dollar.

Submitted by Requestor Matt E. Willier on 7/7/2022 7:15:11 AM. Comments:

Approved by Department Approver Brian Gaddie on 7/8/2022 4:25:31 PM. Comments:

Approved by Purchasing Office Approver Barbara J. Casamento on 7/8/2022 5:47:29 PM. Comments:

Approved by Compliance Office Approver Katie M. Bartle on 7/11/2022 11:24:29 AM. Comments:

Approved by Budget Office Approver Mark Lang on 7/11/2022 1:37:19 PM. Comments: The fiscal note is attached.

Approved by Executive Office Approver Sylvia Stevenson on 7/11/2022 3:36:24 PM. Comments:

Returned for more information by Counselor's Office Approver Elizabeth Freeland on 7/13/2022 4:05:34 PM. Comments: Please include prior legislation. Thanks!

July 28, 2022

eRLA #567

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Submitted by Requestor Matt E. Willier on 7/18/2022 1:23:25 PM. Comments:

Approved by Department Approver Brian Gaddie on 7/18/2022 1:31:51 PM. Comments:

### Fiscal Note:

This expenditure was included in the Annual Budget.

PC# 101122003 000

Date: July 6, 2022

RES # 21018  
 eRLA ID #: 567

<u>Org Code/Description</u>	<u>Object Code/Description</u>	<u>Not to Exceed</u>
<b>004 Special Road &amp; Bridge Fund</b>		
1011 Public Works - Fleet Replacement	58130 Trucks	\$ 167,269
		<u>\$ 167,269</u>

**APPROVED**  
 By Mark Lang at 1:36 pm, Jul 11, 2022

Budget Office



## Jackson County Public Works Department

ROAD MAINTENANCE 34900 E. Old US 40 Hwy, P.O. Box 160  
Grain Valley, Missouri 64029  
(816) 847-7050 *phone*  
(816) 847-7051 *fax*

### MEMORANDUM

TO: Katelyn Edgar, Finance and Purchasing Department

FROM: Matt Willier, Assistant Road and Bridge Administrator, Public Works Department

DATE: June 21, 2022

SUBJECT: Vehicle Purchase

The requested purchase is for 1 single axle dump truck outfitted with snow equipment package and hydraulics, dump bed, and front plow assembly. This truck is critical to Public Works Road & Bridge functions and will be utilized to combat inclement winter weather, County right-of-way maintenance, and the Annual Road Program. This truck is necessary and is part of the County's fleet replacement program.

Public Works Road & Bridge requests using Sourcewell Contract No. 080818-VCM for this purchase. This is an existing competitively bid contract, and the order will be filled by Viking Cives Midwest of Morley, MO.

Pursuant to Section 1030.4 of the Jackson County Code, the Purchasing Department recommends the purchase of this truck from Viking Cives Midwest of Morley, MO under the term and conditions of Sourcewell Contract No. 080818-VCM, an existing competitively bid contract.

Please consider the attached quote for the Road & Bridge Division of Public Works to purchase 1 outfitted single axle dump truck to add to the Road & Bridge Division.

Thank you for your consideration,

Matt Willier, Assistant Road and Bridge Administrator, Public Works Department



22956 Hwy 61  
 PO Box 295  
 Morley, MO 63767  
 Phone: 573-262-3545  
 Fax: 573-262-3369

# Quote

Quote #	Date
168345	06/15/22

Customer		
JACKSON CO PUBLIC WRKS RD & BRIDGE		
*****email invoices*****		
34900 E. OLD U.S. 40 HWY		
OAK GROVE	MO	64075

Ship To		
JACKSON CO PUBLIC WORKS RD & BRIDGE		
34900 OLD US 40 HWY		
OAK GROVE	MO	64075

Customer PO	Terms	Sales Rep	Lead Time	Ship Via	FOB	VIN
	NET 30	DALE	06/15/22			

Item	Description	Ordered	UOM	Price Per	Total Price
SOURCEWELL	Sourcewell Contract # 080818-VCM Customer member # (50994) Item sold (SW-TK0100, SW-TK0554, SW-CH0400, NJ2500)	1.00	EA	0.00	0.00
SW-CH0400	Single axle truck for 10' body packages, 2023 International HV507  - MSRP list price is shown, International chassis proposal is subject to production availability and future material surcharges	1.00	EA	139,080.46	139,080.46
NJ2500	Discounted chassis price at 25% off MSRP is \$104,310.34  Option to modify package with 25% off MSRP, variations from contract chassis include:  - Transmission - Horsepower - Cab to axle length - Tire size  Final price is \$93,990.00	1.00	EA	-45,090.46	-45,090.46
SW-TK0100	10' Single axle pkg with air controls Custom plow frame with 4" X 10" DA cylinder. LED plow lights with heated lenses & mounting brackets. 41R12 full trip power reverse plow. 10' SS dump body with CS90 DA hoist. Whelen Emergency light pkg 3 light rear, cab shield, mount front power load cover. 3/4" pintle plate with 45 Ton pintle hook. Central hyd system, piston pump, valve tank combo, valves for dump, reversible plow, spreader manifold, pneumatic actuators, basic spreader control. 10' stainless steel dual auger spreader with screens and hold downs.	1.00	EA	128,346.92	128,346.92
NJ2500	Discounted equipment price at 25% off MSRP is \$96,260.19	1.00	EA	-55,068.39	-55,068.39



22956 Hwy 61  
 PO Box 295  
 Morley, MO 63767  
 Phone: 573-262-3545  
 Fax: 573-262-3369

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Customer		
JACKSON CO PUBLIC WRKS RD & BRIDGE		
*****email invoices*****		
34900 E. OLD U.S. 40 HWY		
OAK GROVE	MO	64075

Ship To		
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34900 OLD US 40 HWY		
OAK GROVE	MO	64075

Customer PO	Terms	Sales Rep	Lead Time	Ship Via	FOB	VIN
	NET 30	DALE	06/15/22			

Item	Description	Ordered	UOM	Price Per	Total Price
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Option to modify package with 25% off MSRP, variations from contract equipment are listed below

Final price is \$73,278.53

S7060	3" x 10" SA lift cylinder	1.00	EA	0.00	0.00
S7020-1	MoDOT bumper hitch with bolt on 12" channel bumper ends	1.00	EA	0.00	0.00
S7312	MoDOT swivel for MW plow w/ drop bars and hardware	1.00	EA	0.00	0.00
46636AUY	MWSL30R10 Plow assembly with push frame, A-frame, two-chain lift, deflector and plow markers (no swivel or cutting edge)	1.00	EA	0.00	0.00
S7276	1.5" x 10" x 120.5" Rubber edge with slotted holes and cover bar	1.00	EA	0.00	0.00
SALES	Viking 11' Corten steel municipal dump body that includes doghouse and cab shield corners - less hoist, load cover, LED warning lights, tension hoop, auxiliary hydraulic connections and installation	1.00	EA	0.00	0.00
	- Western Style crossmemberless design				
	- Corten material				
	- 36" side height				
	- 36" tailgate height				
	- 1/4" AR450 floor				
	- Pullout ladder with grab handle				
	- Fully welded and dirt-shedding				
	- 1/4" Corten trapezoid style, fully enclosed long sills (no splices)				
	- Horizontal bracing sloped and fully welded				
	- Driver's side hydraulic lines to rear for spreader hookup				
	- Flush-mount tailgate				
	- Painted black				
MSRP2260	Hoist package for Viking platform or single axle dump body for installation on clean frame	1.00	EA	0.00	0.00



22956 Hwy 61  
 PO Box 295  
 Morley, MO 63767  
 Phone: 573-262-3545  
 Fax: 573-262-3369

# Quote

Quote #	Date
168345	06/15/22

Customer		
JACKSON CO PUBLIC WRKS RD & BRIDGE *****email invoices***** 34900 E. OLD U.S. 40 HWY  OAK GROVE MO 64075		

Ship To		
JACKSON CO PUBLIC WORKS RD & BRIDGE 34900 OLD US 40 HWY  OAK GROVE MO 64075		

Customer PO	Terms	Sales Rep	Lead Time	Ship Via	FOB	VIN
	NET 30	DALE	06/15/22			

Item	Description	Ordered	UOM	Price Per	Total Price
MSRP2310	Load cover with asphalt tarp for 10' body	1.00	EA	0.00	0.00
MSRP2450	Bolt-on Corten asphalt lip - 11"	1.00	EA	0.00	0.00
MSRP3010	Hydraulic system for Jackson County, which includes:  - Ultra spreader controls - Air shift controls - 30-gallon reservoir - Four and five bank stainless steel valve enclosure	1.00	EA	0.00	0.00
MSRP3190	Snow and ice hydraulic install kit (includes hoses, fittings and hardware)	1.00	EA	0.00	0.00
MSRP5135	Viking municipal lighting package	1.00	EA	0.00	0.00
MSRP5193	LED heated plow light	1.00	EA	0.00	0.00
MSRP6115	VCM supplied 7-wire pigtail - RV style	1.00	EA	0.00	0.00
MSRP6150	PH30 pintle hook with D-rings and plate	1.00	EA	0.00	0.00
MSRP6225	Pintle hitch install kit	1.00	EA	0.00	0.00
MSRP9100	Single axle install kit (includes miscellaneous electrical components and hardware)	1.00	EA	0.00	0.00
MSRP9140	Mud flap kit (includes front anti-sails and rear removable pin brackets)	1.00	EA	0.00	0.00

Prepared By: Chris  
 Memo: QUOTE IS VALID FOR 30 DAYS

Sub-Total	167,268.53
Shipping	0.000
Discount	0.00
Taxes	0.00
Total	167,268.53

Customer must fill out the information below before the order can be processed.

Accepted by: \_\_\_\_\_ Date: \_\_\_\_\_ P.O.#: \_\_\_\_\_

\*Quoted price does not include any applicable taxes.  
 \*Terms are Due Upon Receipt unless prior credit  
 \*Terms for established accounts, NET 30 days  
 \*Please note if chassis is furnished, it is as a convenience and terms are Net Due on Receipt of Chassis



**Viking Cives # 080818-VCM**

Pricing for contract # 080818-VCM is provided at 25% off MSRP to Sourcewell participating agencies.

## CHASSIS OPTIONS

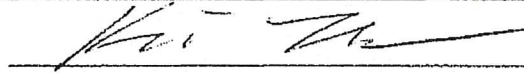
ITEM NUMBER	DESCRIPTION	MSRP	SELLING PRICE
<b>Mack Truck Chassis</b>			
SW-CH0100	Single axle truck for 10' body packages	\$156,819.92	\$117,614.94
SW-CH0105	Tandem axle truck for 13-17' body packages	\$171,570.88	\$128,678.16
SW-CH0110	Tandem axle truck for 13'-17' packages, Mack Granite 425 HP	\$203,034.48	\$152,275.86
SW-CH0115	Tandem axle truck for 14'-17' material body packages, Mack Granite 455 HP	\$201,862.07	\$151,396.55
<b>Freightliner Truck Chassis</b>			
SW-CH0200	Single axle truck for 10' body packages	\$141,813.03	\$106,359.77
SW-CH0205	Tandem axle truck for 13-17' body packages	\$153,373.18	\$115,029.89
SW-CH0210	Tandem axle truck for 13'-17' packages, Freightliner 114SD	\$181,690.42	\$136,267.82
<b>Western Star Truck Chassis</b>			
SW-CH0300	Single axle truck for 10' body packages	\$142,755.56	\$107,066.67
SW-CH0305	Tandem axle truck for 13-17' body packages	\$161,062.07	\$120,796.55
SW-CH0310	Tandem axle truck for 13'-17' packages 470HP	\$182,777.01	\$137,082.76
<b>International Truck Chassis</b>			
SW-CH0400	Single axle truck for 10' body packages	\$139,080.46	\$104,310.34
SW-CH0405	Single axle truck for 10' body packages - 4WD	\$192,224.46	\$144,168.34
SW-CH0410	Tandem axle truck for 13-17' body packages	\$149,042.15	\$111,781.61
SW-CH0415	Tandem axle truck for 13'-17' packages 475 HP	\$178,530.36	\$133,897.77
<b>Kenworth Truck Chassis</b>			
SW-CH0400	Single axle truck for 10' body packages T470	\$142,168.90	\$106,626.68
SW-CH0405	Tandem axle truck for 13-17' body packages T800	\$181,160.52	\$135,870.39

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

Company Name: Cives Corporation DBA Viking-Cives Group

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
		No exceptions are requested	

Proposer's Signature: 

Date: August 2<sup>nd</sup> 2018

**Sourcewell's clarification on exceptions listed above:**



Contract Award  
RFP #080818



FORM D

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

SNOW AND ICE HANDLING EQUIPMENT, SUPPLIES, AND ACCESSORIES

In compliance with the Request for Proposal (RFP) for SNOW AND ICE HANDLING EQUIPMENT, SUPPLIES, AND ACCESSORIES, 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: Viking-Cives

Date: August 2<sup>nd</sup> 2018

Company Address: PO BOX 295

City: Morley

State: MO

Zip: 63767

CAGE Code/DUNS: 04-654-5398

Contact Person: Kevin Newson

Title: Western States Sales Manager

Authorized Signature: \_\_\_\_\_

Stephen H. Rider

(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 #: 080818-VCM

Proposer's full legal name: Cives Corporation dba Viking Cives Group

**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 of 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 October 29, 2018 and will expire on October 29, 2022 (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*

78144D620E684E3...  
SOURCEWELL DIRECTOR OF OPERATIONS AND  
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

DocuSigned by:

*Chad Coquette*

3F75ED2BA647448...  
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on October 22, 2018

Sourcewell Contract # 080818-VCM

**Vendor Authorized Signatures:**

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

**Vendor Name** Viking-Cives Midwest

**Authorized Signatory's Title** General Manager

*Stephen H. Rider*

VENDOR AUTHORIZED SIGNATURE

Stephen H. Rider

(NAME PRINTED OR TYPED)

Executed on 11/6, 2018

Sourcewell Contract # 080818-VCM





**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: Cives Corporation  
DBA Viking-Cives

Address: Mail: PO Box 295

City/State/Zip: Morley, MO 63767

Telephone Number: 573-262-3545

E-mail Address: s rider@cives.com

Authorized Signature: Stephen H. Rider

Authorized Name (printed): Stephen H. Rider

Title: Vice President & General Manager

Date: August 2<sup>nd</sup> 2018

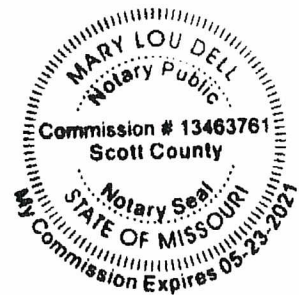
**Notarized**

Subscribed and sworn to before me this 2<sup>nd</sup> day of August, 2018

Notary Public in and for the County of Scott State of Mo

My commission expires: May 23, 2021

Signature: Mary Lou Dell





**Form P**

**PROPOSER QUESTIONNAIRE**

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

Proposer Name: Cives Corporation DBA Viking-Cives

Questionnaire completed by: Kevin Newson

**Payment Terms and Financing Options**

1) What are your payment terms (e.g., net 10, net 30)?

**Payment terms are net 30.**

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?

**We do not offer leasing or financing for our products. We have worked with other Sourcewell contract holders in the past to present members these options when requested.**

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.

**All orders are entered in our system by our sales staff using a unique item number to identify the contract used. At the end of each quarter usage reports are run showing open orders and invoiced items. Any order that has been invoiced within the quarter is reported in an excel document and submitted electronically.**

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?

**We do accept P-card's and there is no additional charge.**

**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.

**Please see attached warranty card.**

- Do your warranties cover all products, parts, and labor? **Yes.**
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage? **No.**
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs? **Warranty work is to be performed at one of our facilities when possible.**
- 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? **We are able to handle warranty repairs in all regions of the United States.**
- 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? **We provide warranty**



service for the other manufacturers with the exception of a Chassis. Truck Chassis will be handled by a local dealership for that make.

- What are your proposed exchange and return programs and policies? **We provide exchange and returns on incorrect parts at no charge provided the item is not damaged. Electronic items are not returnable if opened.**

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

**Options for service and operator familiarization will be available in our Price and Product list. Options are available for the equipment and chassis.**

#### **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.

**We are offering Parts, Service, Training, Equipment, Open market and Sourced goods, Turn Key units, and Chassis, for Snow and Ice control along with wear items and related Roadway Maintenance equipment.**

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. 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.)

**Our pricing model is category based with a MSRP and discounted price shown. Items being offered through Sourcewell will have a 25% off MSRP discount.**

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.

**Pricing is set at a 25% discount off MSRP.**

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.

**Large purchases may qualify for an additional discount off MSRP.**

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.

**Open market and sourced goods will be quoted on each request with a variable markup not to exceed 25%.**

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 inspection. Identify any parties that impose such costs and their relationship to the Proposer.

Any future imposed government mandated charges including tariffs are not included in our proposal. Currently our pricing is all inclusive but in the future we may need to show a line item for these potential charges.

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

**All items will be FOB one of our facilities across the U.S. or Canada. Delivery and shipping will be shown as a line item charge on the quote's and orders.**

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

**Offshore delivery and shipping charges will be shown as a line item for delivery to the customer selected port. Transportation from landing port costs may be paid for by us and added to the sales order if requested. Products in Canada will follow our standard FOB one of the Canadian locations with delivery and shipping shown as a line item charge.**

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

**Products will be shipped by truck.**

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.

**All Price and Product lists are entered into our quoting system to ensure customers receive the correct price. Our cooperative contract manager sorts through the usage reports each quarter and also reviews the previous quarter at that time to check for discrepancies prior to reporting. Twice a year an 18 month report is also checked to ensure all sales have been reported. Quarterly reports will be sent in within 30 days of quarter end. At that time we will mail a check for the administrative fee along with a printed copy of the submitted report.**

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.)

**We are proposing a 1% administrative fee on all items offered with the exception of Chassis'. Truck chassis' are proposed at a flat rate of \$700 per unit in addition to the 1% for all equipment added to it.**

### **Industry-Specific Questions**

19) Describe the features of your proposed solution(s) that address serviceability (parts availability, maintenance, repairs, support, etc.) and which you believe are "vendor differentiators."

**Our industry dedicated parts departments and direct to end user strategy allow us to react and ship faster. This eliminates the additional cost and delay caused by non-stocking equipment dealers. As the manufacture for our products we are able to quickly make the parts if they are not in stock.**

20) Describe any manufacturing processes or material specification attributes that differentiate your offered solutions.

**We pride ourselves in offering products manufactured with corrosion resistant steel. This has a minimal price difference upfront and adds years to the life of the equipment. In**

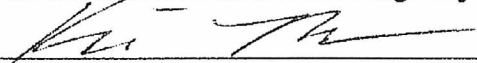
**addition to that we have recently added a dedicated Stainless Steel manufacturing facility to limit any potential contamination to the stainless steel. We have added value by continuing to use the highest quality high tensile steel products for added product life.**

21) State the extent to which the solutions that you propose are compliant with standards or requirements in the US, Canada, and/or applicable in the various states and provinces. Identify all related certifications or Accreditations.

**All products are installed to meet the requirements needed for a completed vehicle with documented compliance. Those include Federal motor vehicle standards that cover lighting, mud flaps, and collision protection.**

22) Provide any market data or research supporting the longevity or reliability of your proposed solutions.

**Attached is documentation about the longevity of corrosion resistant steel products.**

Signature:  Date: August 2<sup>nd</sup> 2018