

# Request for Legislative Action

Resolution No.: 21082

Sponsor: Tony Miller

Date: October 31, 2022

Completed by County Counselor's Office			
Action Requested:	Resolution	Res.Ord No.:	21082
Sponsor(s):	Tony Miller	Legislature Meeting Date:	10/31/2022

Introduction
<b>Action Items:</b> ['Authorize', 'Award']
<b>Project/Title:</b>
Authorizing the purchase of one (1) single axle dump truck with snow equipment package and hydraulics, dump bed, and front plow assembly for use by the Parks + Rec Department from Viking-Cives Midwest of Morley, Missouri under the terms and conditions of an existing competitively bid contract.

Request Summary
<p>Pursuant to Section 1030.4 of the Jackson County Code, Parks + Rec and the Purchasing Department recommend the purchase of one (1) 2024 International HV507 single axle dump truck with snow equipment package, hydraulics, dump bed, and front plow assembly at a cost of \$186,171. The truck would be purchased under the terms and conditions of Sourcewell Contract No. 080818-VCM, a competitively bid government contract and the order would be filled by Viking-Cives Midwest of Morely, Missouri.</p> <p>This truck is critical to Parks + Rec functions and will be used to replace two, 1995 single axle dump trucks that are beyond reasonable repair. The new dump truck will be used to clear and treat key park roads in the winter, e.g. Christmas in the Park, marina entries, paved parking lots and for park projects, e.g. gravel parking lot repairs, campground projects. Equally important, the new truck provides a reliable training vehicle to prepare for and to test in for CDL licenses.</p> <p>The Sourcewell Contract and quote are attached for your review and reference.</p>

Contact Information			
<b>Department:</b>	Parks + Rec	<b>Submitted Date:</b>	10/12/2022
<b>Name:</b>	Brian Nowotny	<b>Email:</b>	BPNowotny@jacksongov.org
<b>Title:</b>	Deputy Director of Park Operations	<b>Phone:</b>	816-503-4803

Budget Information	
Amount authorized by this legislation this fiscal year:	\$186,171
Amount previously authorized this fiscal year:	\$ 0
Total amount authorized after this legislative action:	\$186,171
Is it transferring fund?	No
<b>Single Source Funding:</b>	

## Request for Legislative Action

Fund:	Department:	Line Item Account:	Amount:
003 (Park Fund)	1010 (Parks - Fleet Replacement)	58110 (Heavy Machinery & Equipment)	\$186,171

<b>Prior Legislation</b>	
<b>Prior Ordinances</b>	
Ordinance:	Ordinance date:
<b>Prior Resolution</b>	
Resolution:	Resolution date:

<b>Purchasing</b>	
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:	Yes
Have all required attachments been included in this RLA?	Yes

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

<b>Fiscal Information</b>	
<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

### History

Submitted by Parks + Rec requestor: Brian Nowotny on 10/12/2022. Comments:

Approved by Department Approver Michele Newman on 10/12/2022 4:39:57 PM. Comments:

Approved by Purchasing Office Approver Barbara J. Casamento on 10/13/2022 10:29:26 AM. Comments:

Approved by Compliance Office Approver Jaime Guillen on 10/13/2022 3:40:50 PM. Comments:

Approved by Budget Office Approver Mark Lang on 10/19/2022 12:16:00 PM. Comments:

Approved by Executive Office Approver Sylvania Stevenson on 10/20/2022 8:47:17 AM. Comments:

Approved by Counselor's Office Approver Elizabeth Freeland on 10/27/2022 10:28:25 AM. Comments:





**JACKSON COUNTY**  
**Parks + Rec**

22807 Woods Chapel Road  
Blue Springs, Missouri 64015  
MakeYourDayHere.com

Michele Newman, Director  
(816) 503-4800  
Fax: (816) 795-1234

## MEMORANDUM

**TO:** Barb Casamento, Purchasing Administrator  
**FROM:** John Johnson, Superintendent, Park Operations  
**DATE:** October 10, 2022  
**SUBJECT:** Single Axle Dump Truck

The requested purchase is for one single axle dump truck outfitted with snow equipment package and hydraulics, dump bed, and front plow assembly.

This truck is critical to Parks + Rec functions and will be used to replace two, 1995 single axle dump trucks that are beyond reasonable repair. The new dump truck will be used to clear and treat key park roads in the winter, e.g. Christmas in the Park, marina entries, paved parking lots and for park projects, e.g. gravel parking lot repairs, campground projects. Equally important, the new truck provides a reliable training vehicle to prepare for and to test in for CDL licenses.

Parks + Rec requests using Sourcewell Contract No. 080818-VCM for this purchase. This is an existing, competitively bid contract and the order will be filled by VikingCives Midwest of Morely, Missouri.

Cost: \$186,170.78

Please advise if you have questions or need additional information.

Thank you.



*Frank White, Jr., County Executive*



**VIKING-CIVES, MIDWEST**  
 22956 HWY 61  
 ORAN, MO 63771  
 (573) 262-3545

**VIKING-CIVES, USA**  
 14331 MILL STREET  
 HARRISVILLE, NY 13648  
 (315) 543-2321

**VIKING-CIVES, LTD**  
 42626 GREY RD 109  
 MOUNT FOREST, ONTARIO N0G 2L0  
 (519) 323-4433

ITEM NUMBER	DESCRIPTION	MSRP	SELLING PRICE
NJ2400	Sourced goods and open market items Multiplier		
NJ2500	Option to modify package with 25% off MSRP		
NJ2600	(Price discount variation)		
Turnkey Truck Packages			
SW-TK0610	Snow and Ice removal equipment installed on an International HV507 Tandem axle chassis with Cummins 350HP engine and Allison 3000 transmission. Equipment consists of a 15' Stainless Viking dump body, warning light system, load cover, and pintle hook fully installed. Front plow hitch and Viking 12' snow plow along with a 14' dual auger Viking spreader. All operational with a crankshaft pump, electronic joysticks, and a ground speed capable spreader controller.	\$ 308,402.73	\$ 231,302.05
SW-TK0620	Snow and Ice removal equipment installed on a Mack Granite MHD Tandem axle chassis with Cummins 350HP engine and Allison 3000 transmission. Equipment consists of a 15' Stainless Viking dump body, warning light system, load cover, and pintle hook fully installed. Front plow hitch and Viking 12' snow plow along with a 14' dual auger Viking spreader. All operational with a crankshaft pump, electronic joysticks, and a ground speed capable spreader controller.	\$ 332,017.19	\$ 249,012.89
SW-TK0630	Snow and Ice removal equipment installed on a Western Star 4700SF Tandem axle chassis with Cummins 370HP engine and Allison 3000 transmission. Equipment consists of a 15' Stainless Viking dump body, warning light system, load cover, and pintle hook fully installed. Front plow hitch and Viking 12' snow plow along with a 14' dual auger Viking spreader. All operational with a crankshaft pump, electronic joysticks, and a ground speed capable spreader controller.	\$ 321,001.93	\$ 240,751.45
SW-TK0640	Snow and Ice removal equipment installed on a Freightliner 108SD Tandem axle chassis with Cummins 350HP engine and Allison 3000 transmission. Equipment consists of a 15' Stainless Viking dump body, warning light system, load cover, and pintle hook fully installed. Front plow hitch and Viking 12' snow plow along with a 14' dual auger Viking spreader. All operational with a crankshaft pump, electronic joysticks, and a ground speed capable spreader controller.	\$ 312,942.49	\$ 234,706.87

## 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



## TURNKEY PACKAGES



**VIKING-CIVES, MIDWEST**

22956 HWY 61  
ORAN, MO 63771  
(573) 262-3545

**VIKING-CIVES, USA**

14331 MILL STREET  
HARRISVILLE, NY 13648  
(315) 543-2321

**VIKING-CIVES, LTD**

42626 GREY RD 109  
MOUNT FOREST, ONTARIO N0G 2L0  
(519) 323-4433

ITEM NUMBER	DESCRIPTION	MSRP	SELLING PRICE
SW-TK0100	10' Single axle pkg with air controls	\$ 128,346.92	\$ 96,260.19
	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.		
SW-TK0105	14' Tandem package with air controls	\$ 143,009.80	\$ 107,257.35
	Custom plow frame with 4" x 10" DA cylinder. LED plow lights with heated lenses & mounting brackets. 41R12 full trip power reverse plow. 14' SS dump body with CS130DA 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. 14' stainless steel dual auger spreader with screen and hold downs.		
SW-TK0110	15' Tandem package with basic electric controls	\$ 152,177.83	\$ 114,133.37
	Custom plow frame with 4" x 10" DA cylinder. LED plow lights with heated lenses & mounting brackets. 41R12 full trip power reverse plow. 15' SS dump body with CS140DA hoist. Whelen Emergency light pkg 3 light rear, cab shield, mount front power load cover. 3/4" pintle plate with tow 45 Ton pintle hook. Central hyd system, piston pump, valve tank combo, valves for dump, reversible plow, spreader manifold, pneumatic actuators, basic spreader control. 15' stainless steel dual auger spreader with screen and hold downs.		
SW-TK0115	16' Tandem package with enhanced electric controls	\$ 164,178.80	\$ 123,134.10
	Custom plow frame with 4" x 10" DA cylinder. LED plow lights with heated lenses & mounting brackets. 41R12 full trip power reverse plow. 16' SS dump body with CS150DA hoist. Whelen Emergency light pkg 3 light rear, cab shield, mount front power load cover. 3/4" pintle plate with tow?? Ton pintle hook. Central hyd system, piston pump, valve tank combo, valves for dump, reversible plow, spreader manifold with prewet cartridge, pneumatic actuators, basic spreader control. 15' stainless steel dual auger spreader with screen and hold downs.		
SW-TK0200	14' Tandem flat floor Proline package with enhanced electric controls	\$ 162,781.10	\$ 122,085.82



	Custom plow frame with 4" X 10" DA cylinder. LED plow lights with heated lenses & mounting brackets. 41R12 full trip power reverse plow. 14' SS Flat floor Proline - dual auger with CS130DA 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, electric joysticks, enhanced spreader control.		
SW-TK0205	14/15 Proline 2 "U" body package with enhanced electric controls	\$ 165,379.13	\$ 124,034.35
	Custom plow frame with 4" x 10" cylinder. LED plow lights with heated lenses & mounting brackets. 41R12 full trip power reverse plow. 14/15 SS Proline - dual auger with hoist. Whelen emergency light package 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, spreader manifold, electric actuators, enhanced spreader control.		

Material Dump Bodies			
SW-TK0300	10' Material body with electric powered reversible plow	\$ 38,138.37	\$ 28,603.78
SW-TK0305	14' Material body	\$ 45,484.26	\$ 34,113.19
SW-TK0310	17' Material body	\$ 50,032.20	\$ 37,524.15

VCL Turnkey Equipment Packages and Chassis (ALL PRICES ARE CANADIAN)			
SW-TK0400	VCL Single axle equipment package complete with plow, plow harness, wing, wing harness, cross conveyor, spreader system, pre-wet system, in-cab controls, and a proline dump body. Chassis not included.	\$219,607.84 CDN	\$164,705.88 CDN
SW-TK0405	VCL Tandem axle equipment package complete with plow, plow harness, wing, wing harness, cross conveyor, spreader system, pre-wet system, in-cab controls, and a proline dump body. Chassis not included.	\$235,294.11 CDN	\$176,470.58 CDN
SW-TK0410	VCL Single axle equipment package complete with plow, plow harness, wing, wing harness, spreader system, spinner, in-cab controls, and a side dump body. Chassis not included.	\$188,235.29 CDN	\$141,176.47 CDN
SW-TK0415	VCL Tandem axle equipment package complete with plow, plow harness, wing, wing harness, spreader system, spinner, in-cab controls, and a side dump body. Chassis not included.	\$203,921.56 CDN	\$152,941.17 CDN
SW-TK0420	Option for MTO Sign Board	\$13,647.05 CDN	\$10,235.29 CDN
SW-TK0425	Single axle truck chassis, International 7400 SBA	\$196,078.43 CDN	\$147,058.82 CDN
SW-TK0430	Single axle truck chassis, International HV607 SBA	\$196,078.43 CDN	\$147,058.82 CDN
SW-TK0435	Tandem axle truck chassis, International HV613 SBA	\$250,980.39 CDN	\$188,235.29 CDN
SW-TK0440	Tandem axle truck chassis, Western Star 4700 SBA	\$238,431.37 CDN	\$178,823.52 CDN

Medium Duty Snow and Ice Packages			
SW-TK0500	2WD Crew Cab - 10' Dump with Hyd, Tarp Ladder	\$ 115,294.12	\$ 86,470.59
SW-TK0502	2WD Crew Cab - 9' Stake with Ladder	\$ 98,823.53	\$ 74,117.65
SW-TK0504	Option for Hydraulic prewet upgrade	\$ 4,231.81	\$ 3,173.86
SW-TK0506	Option to increase body and spreader length per foot	\$ 2,047.93	\$ 1,535.95
SW-TK0508	Option to decrease body and spreader length per foot	\$ 2,047.93	\$ 1,535.95
SW-TK0510	10' Dump with Hyd, Tarp, Ladder	\$ 29,891.07	\$ 22,418.30
SW-TK0512	10' Dump with Hyd, Tarp, Ladder & Pass Through Box	\$ 34,771.24	\$ 26,078.43


SW-TK0514	12' Stake with Ladder	\$ 18,387.80	\$ 13,790.85
SW-TK0516	14' Stake with Ladder	\$ 19,172.11	\$ 14,379.08
SW-TK0518	16' Stake with Ladder	\$ 21,002.18	\$ 15,751.63
SW-TK0520	Stamm TR45	\$ 288,409.59	\$ 216,307.19
SW-TK0522	Stamm SLT21-12 with 12' Stake, Ladder	\$ 146,143.79	\$ 109,607.84
SW-TK0524	11' Service Body	\$ 33,812.64	\$ 25,359.48
SW-TK0526	2WD Crew Cab - 12' Stake with Ladder	\$ 100,854.03	\$ 75,640.52
SW-TK0528	2WD Crew Cab - SMF Lift, 9' Service body	\$ 269,629.63	\$ 202,222.22
SW-TK0530	2WD Crew Cab - 9' Utility body	\$ 113,464.05	\$ 85,098.04
SW-TK0532	2WD Reg Cab - 11' Utility Body	\$ 115,729.85	\$ 86,797.39
SW-TK0534	Thruway RH or LH equipment package 2-1 or 2-2	\$ 108,779.70	\$ 81,584.78
SW-TK0536	Thruway Double equipment package 2-3	\$ 130,795.85	\$ 98,096.89
SW-TK0538	Thruway ELP Body Package 5-1	\$ 44,438.29	\$ 33,328.72
SW-TK0540	Thruway ELP 5th Wheel Lock Package	\$ 3,404.84	\$ 2,553.63
SW-TK0542	Thruway 5th Wheel Package	\$ 33,725.49	\$ 25,294.12
SW-TK0544	Addition Valve Sections and Control	\$ 2,426.14	\$ 1,819.61
SW-TK0546	Two Additional Valve Sections and Control	\$ 4,854.03	\$ 3,640.52
SW-TK0548	Three Additional Valve Sections and Control	\$ 8,089.08	\$ 6,066.81
SW-TK0550	Operator Familiarization Class	\$ 2,823.53	\$ 2,117.65
SW-TK0552	Hour Labor Rate	\$ 196.08	\$ 147.06
SW-TK0554	Option to Modify Package with 25% off MSRP	\$ -	

**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*

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  
781440620E684E3  
SOURCEWELL DIRECTOR OF OPERATIONS AND  
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

Chad Coauette  
3F76ED2BA647446  
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette  
(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: srider@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**

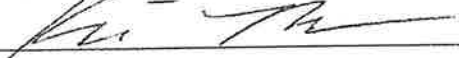
**addition to that we have recently added a dedicated Stainless Steel manufacturing facility to limit any potential contamination to the stainless steel. We have added value by continuing to use the highest quality high tensile steel products for added product life.**

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

**Viking Cives # 080818-VCM**

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



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

# Quote

Quote #	Date
169158	10/12/22

Customer		
JACKSON COUNTY PARKS & RECREATION ***EMAIL INVOICES*** 22807 SW WOODS CHAPEL ROAD  BLUE SPRNGS MO 64015		

Ship To		
JACKSON COUNTY PARKS & RECREATION 22807 SW WOODS CHAPEL ROAD  BLUE SPRNGS MO 64015		

Customer PO	Terms	Sales Rep	Lead Time	Ship Via	FOB	VIN
	NET 30	DALE	10/12/22			

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, 2024 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 - Tire size - Cab to axle length  Final price is \$94,990	1.00	EA	-44,090.46	-44,090.46
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	-37,166.14	-37,166.14



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Option to modify package with 25% off MSRP, variations from contract equipment are listed below

Final price is \$91,180.78

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  - 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	1.00	EA	0.00	0.00
MSRP2260	Hoist package for Viking platform or single axle dump body for installation on clean frame	1.00	EA	0.00	0.00





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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
SALES	10' Viking-Cives VCM-C-10-82-50 201SS drag chain spreader  - 10 gauge and 12 gauge 201 2B stainless steel resists harsh winter conditions - 50:1 gearbox allows various spreading materials, including salt, sand, and mixes - 2" drive shaft and idler shaft with 8 tooth sprockets - 3/4" poly floor - Top screen breaks up material to prevent damage - Tailgate latch bar - Does not include tailgate	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	1.00	EA	0.00	0.00



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removable pin brackets)

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

Sub-Total	186,170.78
Shipping	0.000
Discount	0.00
Taxes	0.00
Total	186,170.78

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