

Completed by County Counselor's Office

Action Requested:	Resolution	Res.Ord No.:	20827
Sponsor(s):	Theresa Galvin	Legislature Meeting Date:	12/6/2021

Introduction

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

Project/Title:

Authorizing the purchases of various pieces of equipment for use by Public Works Road & Bridge Division under the following terms and conditions.

1. Bobcat brand Track Loader from K.C. Bobcat Company of Blue Springs, MO under the term and conditions of Sourcewell Contract No. 040319-CEC, an existing competitively bid contract.
Cost: \$72,072.04
2. Bobcat brand compact Excavator from K.C. Bobcat Company of Blue Springs, MO under the term and conditions of Sourcewell Contract No. 040319-CEC, an existing competitively bid contract.
Cost: \$103,609.42
3. Scag brand Zero Turn Mower from Lawn & Leisure of Blue Springs, MO under the term and conditions of Sourcewell Contract No. 031121-SCG, an existing competitively bid contract.
Cost: \$14,387.10
4. Diamond brand Rotary Side Mower from Murphy Tractor & Equipment of Kansas City, MO under the term and conditions of Sourcewell Contract No. 070821-DMM, an existing competitively bid contract.
Cost: \$30,711.00
5. Felling brand Trailer from G.W. Van Keppel Co. of Kansas City, KS under the term and conditions of Sourcewell Contract No. 121918-FTS, an existing competitively bid contract.
Cost: \$40,601.32

Request Summary

The Department of Public Works requests the authorization to spend existing County Improvement funds on the following pieces of equipment utilizing the listed term and conditions to complete these necessary purchases. The following equipment listed is in accordance with the Public Works Road & Bridge Division specialty Fleet Replacement Program. This equipment is critical to Public Works Road & Bridge functions and is utilized for County right-of-way maintenance and the Annual Road Program. The following equipment is necessary and is part of the County's Fleet Replacement Program.

Bobcat brand Track Loader: \$72,072.04

Public Works Road & Bridge requests using Sourcewell Contract No. 040319-CEC for the purchase of a Bobcat brand Track Loader. This is an existing competitively bid contract, and the order will be filled by K.C. Bobcat Company of Blue Springs, MO. *see section 13 in the contract regarding the added

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Material & Logistics surcharge listed on the quote.

Bobcat brand compact Excavator: \$103,609.42

Public Works Road & Bridge requests using Sourcewell Contract No. 040319-CEC for the purchase of a Bobcat brand compact Excavator. This is an existing competitively bid contract, and the order will be filled by K.C. Bobcat Company of Blue Springs, MO. *see section 13 in the contract regarding the added Material & Logistics surcharge listed on the quote.

Scag brand Zero Turn Mower: \$14,387.10

Public Works Road & Bridge requests using Sourcewell Contract No. 031121-SCG for the purchase of a Scag brand Zero Turn Mower. This is an existing competitively bid contract, and the order will be filled by Lawn & Leisure of Blue Springs, MO.

Diamond brand Rotary Side Mower: \$30,711.00

Public Works Road & Bridge requests using Sourcewell Contract No. 070821-DMM for the purchase of a Diamond brand Rotary Side Mower. This is an existing competitively bid contract, and the order will be filled by Murphy Tractor & Equipment of Kansas City, MO.

Felling brand Trailer: \$40,601.32

Public Works Road & Bridge requests using Sourcewell Contract No. 121918-FTS for the purchase of a Felling brand Trailer. This is an existing competitively bid contract, and the order will be filled by G.W. Van Keppel Co. of Kansas City, KS.

Pursuant to Section 1030.4 of the Jackson County Code, the Purchasing Department recommends the purchase of these pieces of equipment under the listed term and conditions.

Contact Information

Department:	Public Works	Submitted Date:	11/16/2021
Name:	Matt E. Willier	Email:	MWillier@jacksongov.org
Title:	Assistant Road & Bridge Administrator	Phone:	816-847-7083

Budget Information

Amount authorized by this legislation this fiscal year:			\$261,381
Amount previously authorized this fiscal year:			\$ 0
Total amount authorized after this legislative action:			\$261,381
Is it transferring fund?			Yes
Transferring Fund From:			
Fund:	Department:	Line Item Account:	Amount:
004 (Special Road & Bridge Fund)	1011 (Public Works - Fleet Replacement)	58120 (Automobiles)	\$261,381

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Transferring Fund To:			
Fund:	Department:	Line Item Account:	Amount:
004 (Special Road & Bridge Fund)	1011 (Public Works - Fleet Replacement)	58110 (Heavy Machinery & Equipment)	\$261,381

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:	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"> Funds sufficient for this appropriation and/or transfer are available from the source indicated on the budget information tab. 	

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History

Matt E. Willier at 11/16/2021 10:42:19 AM - [Submitted |]
Department Director: Brian Gaddie at 11/16/2021 12:19:15 PM - [Approved |]
Finance (Purchasing): Barbara J. Casamento at 11/17/2021 10:09:41 AM - [Returned for more information | Under Budget Information - use whole dollars only - round up to \$261,381]
Submitter: Matt E. Willier at 11/17/2021 10:24:01 AM - [Submitted |]
Department Director: Brian Gaddie at 11/17/2021 12:02:15 PM - [Approved |]
Finance (Purchasing): Barbara J. Casamento at 11/17/2021 1:12:28 PM - [Approved |]
Compliance: Katie M. Bartle at 11/17/2021 1:54:25 PM - [Approved | eRLA 318]
Finance (Budget): Mark Lang at 11/18/2021 11:26:25 AM - [Returned for more information | On the "Budget Info", please make this to transfer funds from you listed account to "58110 Heavy Machinery & Equipment".]
Submitter: Matt E. Willier at 11/22/2021 7:34:36 AM - [Submitted |]
Department Director: Brian Gaddie at 11/22/2021 11:25:26 AM - [Approved |]
Finance (Purchasing): Barbara J. Casamento at 11/22/2021 11:42:00 AM - [Approved |]
Compliance: Katie M. Bartle at 11/22/2021 3:08:47 PM - [Approved |]
Finance (Budget): Mark Lang at 11/22/2021 4:29:46 PM - [Approved | The fiscal note is attached.]
Executive: Sylvya Stevenson at 11/23/2021 4:19:20 PM - [Approved |]
Legal: Elizabeth Freeland at 12/2/2021 10:53:30 AM - [Approved |]

Fiscal Note:

Funds sufficient for this transfer are available from the sources indicated below.

PC# 101121002 000

Date: November 22, 2021

RES # 20827
eRLA ID #: 318

Org Code/Description	Object Code/Description	From	To
004 Special Road & Bridge Fund			
1011 Public Works - Fleet Replacement	58120 Automobiles	\$ 261,381	\$ -
1011 Public Works - Fleet Replacement	58110 Heavy Machinery & Equipment	-	261,381
		<u>\$ 261,381</u>	<u>\$ 261,381</u>

Fiscal Note:

This expenditure was included in the Annual Budget

PC# _____

Org Code/Description	Object Code/Description	Not to Exceed
004 Special Road & Bridge Fund		
1011 Public Works - Fleet Replacement	58110 Heavy Machinery & Equipment	\$ 261,381
		<u>\$ 261,381</u>

APPROVED
By Mark Lang at 4:28 pm, Nov 22, 2021

Budget Office

Bobcat/Doosan 040319-CEC

BOBCAT COMPANY SUGGESTED PRICE LIST - 12-16-2019



Bobcat



Bobcat

Bobcat Company

ORDER ADDRESS:

**CLARK EQUIPMENT COMPANY dba BOBCAT COMPANY
250 EAST BEATON DRIVE
PO BOX 6000
WEST FARGO, ND 58078-6000**

Government Sales Points of Contact:

Phone:

Heather Messmer - Government Accounts Sales Support Mgr.
heather.messmer@doosan.com

(701) 241-8719

Jesse Rheault - Government Account Manager
jesse.rheault@doosan.com

(701) 241-8759

Barry Hanson - Government Account Manager
barry.hanson@doosan.com

(701) 241-8793

Randy Fuss - Director, Government Accounts
randy.fuss@doosan.com

(701) 241-8746


**TOLL FREE #: 800-965-4232, Opt#2
FAX#: 701-280-7860**

PROMPT PAYMENT TERMS: Net 30

TIME OF DELIVERY: 60 to 90 Days ARO
COMMERCIAL CREDIT CARD: Accepted (Visa/Mastercard/American Express)

TID#: 38-0425350

REMIT TO ADDRESS:
CLARK EQUIPMENT COMPANY dba BOBCAT COMPANY
PO BOX 74007382
CHICAGO, IL 60674

Product		Discount Percent
Skid Steer Loaders		28.0%
Compact Track Loaders		28.0%
All Wheel Steer Loaders		28.0%
Small Articulating Wheel Loaders		24.0%
Loader Attachments		24.0%
Excavators		30.0%
Excavator Attachments		24.0%
Mini Track Loaders (MTL)		18.0%
MTL Attachments		24.0%
Toolcat		16.0%
Toolcat Attachments		24.0%
Compact Tractors		20.0%
Compact Tractor Implements and Attachments		24.0%
Utility Vehicles		18.0%
UV Attachments		24.0%
Versahandler		24.0%
VH Attachments		24.0%



2020 Product Price Pages

Contact: David Dixon

Phone: 470-865-1585

Fax 866.210.4402

Email: david.dixon@doosan.com

Web: www.doosanequipment.com

Price pages as of Jan. 1, 2020

Sourcewell 2020 Pricing

Description	Package	Discount from SLP
Wheel Loader	Standard	20%
Excavators	Standard	20%
Wheeled Excavators	Standard	20%
Articulated Dump Trucks	Standard	20%

Form C**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**Company Name: **Clark Equipment Company dba Bobcat Company**

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			

Proposer's Signature: _____

Date: 3-29-2019**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: Clark Equipment Company dba Bobcat Company Date: 03-29-2019

Company Address: 250 East Beaton Dr.

City: West Fargo State: ND Zip: 58078

CAGE Code/DUNS: 1QK63 / 152762931

Contact Person: Randy L. Fuss Title: Director, Government Accounts

Authorized Signature:  Randy L. Fuss
(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-CEC

Proposer's full legal name: Clark Equipment Company dba Bobcat Company

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:

C0FD2A139D06489

SOURCEWELL DIRECTOR OF OPERATIONS AND
PROCUREMENT/CPO SIGNATURE

DocuSigned by:

7E42BBF817A64CC

SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on May 28, 2019

Sourcewell Contract # 040319-CEC

Vendor Authorized Signatures:

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

Vendor Name

Clark Equipment Company dba Bobcat Company

Authorized Signatory's Title

Director, Government Accounts

VENDOR AUTHORIZED SIGNATURE

(NAME PRINTED OR TYPED)

Ramsey L. Fuss

Executed on May 30th, 2019

Sourcewell Contract # 040319-CEC

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: Clark Equipment Company dba Bobcat Company

Address: 250 East Beaton Dr.

City/State/Zip: West Fargo, ND. 58078

Telephone Number: 701-241-8746

E-mail Address: randy.fuss@doosan.com

Authorized Signature: 

Authorized Name (printed): Randy L. Fuss

Title: Director, Government Accounts

Date: 3-29-2019

Notarized

Subscribed and sworn to before me this 29 day of March, 2019

Notary Public in and for the County of Cass State of ND

My commission expires: May 8, 2023

Signature: 

LOGAN GIEFER
State of North Dakota
Notary Public
My Commission Expires May 8, 2023

Form P

PROPOSER QUESTIONNAIRE

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

Proposer Name: Clark Equipment Company dba Bobcat Company

Questionnaire completed by: Randy L. Fuss Director, Government Accounts

Payment Terms and Financing Options

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

- **Bobcat Company**
Terms: 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?

- **Bobcat Company**
We provide competitive leasing, tax free municipal leasing and other financing options for various terms, which are available through the authorized dealer locations and other third party financing organizations such as; Wells Fargo, PNC, and National Cooperative Leasing.

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.

- **Bobcat Company**
 - Quote preparation will be completed by the Government Accounts Department or Bobcat Dealer Sales Representative
 - Quote presented will include ordering instructions to submit to the Government Accounts Department or respective Bobcat Dealer
 - **All orders will be sent to and handled/processed through the corporate Bobcat Government Accounts Department to validate pricing, order control and visibility with the factories, and proper recording for audit purposes and sales report accountability.**
 - Order is entered into the ERP System
 - Dealer is notified of order and any special requirements and install instructions
 - Machine is built, inspected and shipped from the Bobcat Factory to the respective delivering Bobcat Dealer
 - Bobcat Dealer will complete the pre-delivery inspection, install ordered parts/accessories and attachments and complete final delivery to government customer and complete initial operator/safety/maintenance training.
 - Bobcat Dealer will submit a signed delivery report notifying Bobcat Company of delivery and acceptance.
 - Bobcat Company or Bobcat Dealer invoices customer

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?

Bobcat Company

Yes, Bobcat Company will accept government purchase cards to satisfy payment requirements. Currently, Bobcat Company does not charge any additional fees for credit card payments.

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.

Bobcat Company

All Bobcat Skid Steer Loaders, Compact Track Loaders, and Mini-Excavators will include a 24 month/Unlimited hours warranty. All other products to include; Toolcat, Utility Vehicles, Mini-Track Loaders, and Versa-Handlers will include a 12 month/Unlimited hours warranty. (See Attached Warranty Statements)

- **Do your warranties cover all products, parts, and labor?**
 - **Bobcat Company**
 - Warranties will cover all parts and labor within the specified warranty period.
- **Do your warranties impose usage restrictions or other limitations that adversely affect coverage?**
 - **Bobcat Company**
 - Customary to the manufacturing industry, usage limitations such as; length of time or number of month (i.e. 12 months) and/or the number of hours (i.e. 2000 hours). Optional Manufacturers Warranty would also follow the aforementioned number of months/hours methodology.
 - Other limitations or circumstances that would restrict or otherwise create warranty limitations are; abuse, unauthorized alterations; damage; environmental conditions, inadequate maintenance, adjustments, normal wear/tear, consumable items, unauthorized repairs, rentals/loaner units, diagnostic time, freight charges, project/job loss, and clean up time
- **Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?**
 - **Bobcat Company**
 - Travel time for technicians will not be covered to perform warranty repair.
- **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?**
 - **Bobcat Company**
 - Bobcat Company has nearly 600 independently owned and authorized dealers throughout North America. There are multiple dealers or enterprise locations within each state that will stand ready to perform service and warranty work to best serve the government customers.
- **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?**
 - **Bobcat Company**
 - Warranty service for any items made by other manufacturers or not manufactured by Bobcat Company will be passed on to the original equipment manufacturer. Note, all products currently offered in response to this RFP will be covered by the warranty of Bobcat Company.
- **What are your proposed exchange and return programs and policies?**
 - **Bobcat Company**

- Exchange and returns rarely occur, however in the event that the situation(s) shall arise, Bobcat Company will work with the customer on a case by case basis. It is Bobcat Company's intent to create a world class customer experience and will work diligently with the customer(s) and dealer(s) to quickly provide resolution and minimize any disruption in the customer(s) operations.

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

○ **Bobcat Company**

- Service contracts will be only offered by the Bobcat independently owned and authorized dealers
- If so chosen by the customer, service contracts through the Bobcat dealer can be quoted and ordered in conjunction with contract items.

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.

- **Bobcat Company's** product lines fit within the scope of this Sourcwell RFP. Our breadth of products include the following for Sales, Lease and Rental; Skid Steer Loaders, Compact Track Loaders, Compact and Mini Excavators, Mini Track Loaders, Utility Work Machines (Toolcat®), Compact Tractors, Utility Vehicles, and Versa-Handlers. Our product offering will be expanded in 2020 to include Small Articulating Loaders and Compact Wheel Loaders.

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 Sourcwell discounted price) on all of the items that you want Sourcwell 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.)

- **Bobcat Company's** pricing model will be a percentage discount off manufacturers suggested list price by product category. (See Bobcat Company Price Pages attached)

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.

- **Bobcat Company** discounts will range from 16% to 30% off the manufacturers suggested list price depending on product category. Throughout the term of the contract, Bobcat Company will offer additional discount incentives pertinent to manufacturing pressure, discount programs, and market share opportunities. (See attached Bobcat Company Price Pages)

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.
- X d. other than what the Proposer typically offers (please describe).

- Pricing offered in response to this Sourcwell RFP is similar or is better than some pricing offered to other GPOs, Cooperative procurement organizations, or state purchasing departments. Because of the ceiling based pricing, our discount structure offered will allow for best value, better flexibility, better volume discount considerations, hot list pricing, market conditions, manufacturing pressures, and positioned to provide more competitive discounts as needed to accommodate budgets or customer situations.

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

Bobcat Company

- Quantity or volume discounts are available upon request. Like models, factory installed options and attachments with quantities of 3 or more receive favorable discount considerations beginning with 1% additional discount and/or freight cost reductions.

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.

Bobcat Company

- Bobcat Company will allow for “sourced” goods/products or related services or “open market” item or “nonstandard options” to be itemized and offered on Sourcewell member quotes and orders. For example, items such as aftermarket attachments not offered by Bobcat Company will be offered at the dealer price plus 10% and the dealer invoice will be collected for record retention.

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.

Bobcat Company

- Additional total cost of acquisition may include items such as dealer installation of parts and accessories, set up and pre-delivery inspections. Costs are associated with the local dealers shop and labor rates.

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.

Bobcat Company

- Freight costs (varies by product type) from the factory to customer delivery address will be itemized on the quote and paid by the customer, unless otherwise agreed. Units will be shipped from the factory to the nearest assigned dealer for pre-delivery inspection and parts/accessory installation unless unforeseen circumstances warrant a change to this procedure. The dealer will be responsible for making contact with the customer to arrange final delivery within the appropriate delivery times determined by the customer.

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

Bobcat Company

- In situations where delivery is to be made to Alaska, Hawaii, remote parts of Canada, or any offshore delivery the customer will be responsible for the additional freight, air freight, sling load, barge, ferry, and freight forwarding charges to include cargo containers. Additional charges will be reviewed by the customer prior to order and it is customary for Bobcat Company to work with the customer if there is a desired delivery method specified by the customer.

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

Bobcat Company

- Other than the aforementioned methods of delivery, if a unique delivery situation were to arise Bobcat Company will work closely with the customer to provide the most efficient and cost effective methods.

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.

Bobcat Company

- From inception of the contract, Sourcewell Contract specific price pages, dealer memorandum of instruction, and ordering instructions will be handled and distributed to the Bobcat Dealers by the Bobcat Company Government Sales Office. Pricing and discounts will be input into the Bobquote System in order to comply with contract discounts and pricing for quoting consistency in accordance to the awarded contract. All orders will be verified and processed by the Bobcat Government Sales Operations staff in order to maintain consistency and audit compliance. Sourcewell Contract quotes and sales orders will be documented on an internal retail report for easy access and filtering to efficiently provide sales data for quarterly reporting to Sourcewell and administrative fee remittance.

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.)

Bobcat Company

Bobcat Company proposes an administrative fee structure of no more than 1%. This proposed discount will allow Bobcat Company to offer additional incentives to Sourcewell members to better meet the customers constrained budgets and better meet the competitive situations in markets of opportunity.

Industry-Specific Questions

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

Bobcat Company

Bobcat Company hold certificates in accordance ISO 9001-2015 (see attached certificates)

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

Bobcat Company

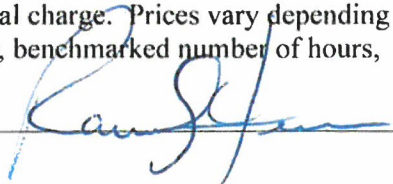
Bobcat Company holds certificates in accordance with ISO 14001 Environmental Management Systems certification (see attached certificate)

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

Bobcat Company

Preventative maintenance programs are available and may be purchased through the local dealer for an additional charge. Prices vary depending on model, level of service program desired (i.e. number of times per year, benchmarked number of hours,

Signature: _____



Date: 3-29-2019



Bobcat

Product Quotation

Quotation Number: AMS-03277

Date: 2021-11-10 14:19:18

Customer Name/Address:

Bobcat Delivering Dealer

ORDERS TO BE PLACED WITH:
Contract Holder/Manufacturer

**JACKSON COUNTY PUBLIC
WORKS**
34900 E OLD US 40 HWY
OAK GROVE, MO 64029
Phone: (816) 847-7063

K.C. Bobcat, Blue Springs, MO
1450 SE US 40 Hwy
BLUE SPRINGS MO 64014
Phone: (816) 229-4006
Fax: (816) 229-7631

**Clark Equipment Company
dba Bobcat Company**
250 E Beaton Dr
West Fargo, ND 58078
Phone: 701-241-8719
Fax: 855-608-0681
Contact: Heather Messmer
Heather.Messmer@doosan.com

Description		Part No	Qty	SLP	Discount	Total
E88 R2-Series Bobcat Compact Excavator		M3327	1	\$117,622.00	30%	\$82,335.40
Factory Installed	P64 Performance Package	M3327-P06-P64	1	\$11,648.00	30%	\$8,153.60
	C62 Comfort Package	M3327-P07-C62	1	\$2,968.00	30%	\$2,077.60
Attachments	Material and Logistics Surcharge	9988228	1	\$6,927.93	-	\$6,927.93
Total for this Machine						\$99,494.53
Description		Part No	Qty	SLP		Total
Attachments	24" MX6 PIN-ON TEETH. 55mm pins not included.	7322123	1	\$1,756.00	24%	\$1,334.56
	--- Material and Logistics Surcharge	9988228	1	\$121.33	--	\$121.33
Total for these items						\$1,455.89

Total of Items Quoted	\$100,950.42
Dealer P.D.I.	\$300.00
Freight Charges	\$2,359.00
Dealer Assembly Charges	\$0.00
Quote Total - US dollars	\$103,609.42

**Prices per the Sourcewell Contract #040319-CEC.*

**Terms Net 60 Days. Credit cards accepted.*

**FOB Origin – Prepay and Add to Quote*

**State Sales Taxes apply. IF Tax Exempt, please include Tax Exempt Certificate with order.*

**TID# 38-0425350*

****Orders Must Be Placed with: Clark Equipment Company dba Bobcat Company, Govt Sales, 250 E Beaton Drive, West Fargo, ND 58078.***

****Quote valid for 30 days***

ORDER ACCEPTED BY:

SIGNATURE

DATE

PRINT NAME AND TITLE

PURCHASE ORDER NUMBER

DELIVERY ADDRESS: _____

BILLING ADDRESS (if different than Ship To): _____

TAX EXEMPT? _____ **YES** _____ **NO**

Exempt in the State of _____

Tax Exempt ID:

FEDERAL - _____

STATE - _____

Expiration Date: _____



Bobcat

Product Quotation

Quotation Number: AMS-03276

Date: 2021-11-10 14:12:54

Customer Name/Address:

Bobcat Delivering Dealer

ORDERS TO BE PLACED WITH:
Contract Holder/Manufacturer

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Contact: Heather Messmer
Heather.Messmer@doosan.com

Description	Part No	Qty	SLP	Discount	Total
T740 T4 Bobcat Compact Track Loader	M0277	1	\$74,652.00	28%	\$53,749.44
Factory Installed	P69 Performance Package	M0277-P06-P69 1	\$7,456.00	28%	\$5,368.32
	C37 Comfort Package	M0277-P07-C37 1	\$6,435.00	28%	\$4,633.20
	Selectable Joystick Controls (SJC)	M0277-R01-C04 1	\$945.00	28%	\$680.40
Attachments	Material and Logistics Surcharge	9988228 1	\$4,397.02	--	\$4,397.02
Total for this Machine					\$68,828.38
Description	Part No	Qty	SLP		Total
Attachments	80" Severe Duty Bucket	7326129 1	\$2,044.00	24%	\$1,553.44
	--- Material and Logistics Surcharge	9988228 1	\$141.22	--	\$141.22
Total for these items					\$1,694.66

Total of Items Quoted	\$70,523.04
Dealer P.D.I.	\$300.00
Freight Charges	\$1,249.00
Dealer Assembly Charges	\$0.00
Quote Total - US dollars	\$72,072.04

Notes:

***Prices per the Sourcwell Contract #040319-CEC.**

***Terms Net 60 Days. Credit cards accepted.**

***FOB Origin – Prepay and Add to Quote**

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***TID# 38-0425350**

****Orders Must Be Placed with: Clark Equipment Company dba Bobcat Company, Govt Sales, 250 E Beaton Drive, West Fargo, ND 58078.***

***Quote valid for 30 days**

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PURCHASE ORDER NUMBER

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TAX EXEMPT? _____ YES _____ NO

Exempt in the State of _____

Tax Exempt ID:

FEDERAL - _____

STATE - _____

Expiration Date: _____



BOOM MOWERS

Order Code	Description	List Price	Sourcewell
Attachment Booms			
DBM-C-M	19 Foot Side Fold	\$ 36,154	\$ 28,923
DBM-C-A	21 Foot Side Fold	\$ 37,640	\$ 30,112
DBM-C-P	21 Foot Rear Cradle	\$ 40,911	\$ 32,729
Rear Cradle Booms			
DBM-C-N	22 Foot Rear Cradle	\$ 42,408	\$ 33,926
DBM-C-H	23 Foot Rear Cradle	\$ 46,471	\$ 37,177
DBM-C-J	25 Foot Rear Cradle	\$ 53,789	\$ 43,031
DBM-C-S	28 Foot Rear Cradle	\$ 59,334	\$ 47,467
DBM-C-O	30 Foot Rear Cradle	\$ 63,032	\$ 50,426

Side fold and rear cradle booms include boom, mounting hardware, 4-spool valve, cable controls, transport lock, hydraulic actuator, auxiliary oil cooler, pump & grill guard, polycarbonate safety glass & wheel weights. Axle stabilizer included standard on 25 Foot & larger Rear Cradle Boom or engineering recommendation.

Options For Side Fold and Rear Cradle Booms			
101	Joystick - Four-Function IBC Proportional Control Joystick & Valve	\$ 9,411	\$ 7,529
107	Joystick - Five-Function IBC Proportional Control Joystick & Valve	\$ 11,365	\$ 9,092
IBC	IBC Smart Screen	\$ 2,454	\$ 1,963
115	Less Small Hydraulic Actuator (22 Foot & smaller booms) - Deduct	\$ (5,320)	\$ (4,256)
116	Less Large Hydraulic Actuator (23 Foot & larger booms) - Deduct	\$ (6,178)	\$ (4,942)
48-0001	Factory Authorized Mount - Side Fold Boom Mowers	\$ 8,538	\$ 5,550
48-0003	Factory Authorized Mount - Rear Cradle Boom Mowers	\$ 10,285	\$ 6,685
114	Front Axle Stabilizer	\$ 1,426	\$ 1,141
125	Bar Axle Wheel Weight Surcharge	\$ 2,280	\$ 1,824
Q-Link	Q-Link 3-point Pump Adapter for use with Cat II front hitch & 1000rpm PTO	\$ 5,323	\$ 4,258

Hydraulic actuator required on most tractors. See Tractor-Mower Configurations document for each particular tractor set-up if actuator deduct is available. Mounting includes labor, hydraulic oil, and tire ballast.

Wheel Loader Booms			
LBM-C-DD	23 Foot (Tier 4 Engine, 25,000 lb. or larger loader)	\$ 88,158	\$ 70,526
LBM-C-EE	25 Foot (Tier 4 Engine, 30,000 lb. or larger loader)	\$ 91,217	\$ 72,974
WBM-C-DD	23 Foot (25,000 lb. or larger loader) (Engine-less model)	\$ 57,577	\$ 46,062
WBM-C-EE	25 Foot (30,000 lb. or larger loader) (Engine-less model)	\$ 60,858	\$ 48,686

Wheel Loader Boom Mowers include four-function proportional control joystick, hydraulic actuator, and polycarbonate safety shield. Wheel Loader Booms do not include the wheel loader hooks or brackets for the polycarbonate safety glass, and Engine-Less models require two sets of hooks to cut on left & right hand side. Wheel Loader must provide 12V at 15A for the Engine-less Booms. Dedicated left-hand side cutting mower heads are available in FBC036, DBR050, DBR060 & DBF050 configurations. Please contact Application Engineering for situations involving left-hand cutting. Diamond does not provide hydraulic hoses from wheel loader to the attachment. Wheel loader flow rate to be called out at time of quotation.

Options For Wheel Loader Booms			
48-0009	Factory Authorized Mount - Wheel Loader Boom	\$ 2,449	\$ 1,592
171	Factory Authorized Mount - Motor Grader Boom	\$ 6,123	\$ 3,980
CAT Fusion	Wheel Loader Hooks - CAT Fusion	\$ 7,546	\$ 6,037
JD Hi Vis	Wheel Loader Hooks - JD Hi Vis	\$ 6,108	\$ 4,886
JRB 416	Wheel Loader Hooks - JRB 416	\$ 5,811	\$ 4,649
JRB 418	Wheel Loader Hooks - JRB 418	\$ 3,480	\$ 2,784
Volvo L50	Wheel Loader Hooks - Volvo L50	\$ 4,592	\$ 3,674
WL Hooks	Wheel Loader Hooks (Non-Standard)	\$ 7,592	\$ 6,074
LBM-Attach	Motor Grader Attachment	\$ 8,745	\$ 6,996

Motor Grader Attachment adapts LBM-C-DD or LBM-C-EE Wheel Loader Boom to motor graders. Motor Grader must weigh 32,000 lbs. for LBM-C-DD and 37,000 lbs. for LBM-C-EE. Contact Application Engineering for additional details.

3-Point Hitch Booms, STD			
RBM-C-V	14 Foot Standard Duty (4,500 lbs or larger tractor)	\$ 24,729	\$ 19,783
RBM-C-W	16 Foot Standard Duty (6,000 lbs or larger tractor)	\$ 25,706	\$ 20,565

Standard duty 3-Point Boom Mowers only accept 40" rotary or 42" flail head, and requires 540 PTO. 3-Point Hitch Boom Mowers come standard with joystick controls and transport lock.

3-Point Hitch Booms, HD			
RBM-C-T	17 Foot Heavy Duty (10,500 lbs or larger tractor)	\$ 25,962	\$ 20,770
RBM-C-U	20 Foot Heavy Duty (11,500 lbs or larger tractor)	\$ 27,180	\$ 21,744

Heavy duty 3-Point Boom Mowers accept 50" rotary, 44" flail head, and 36" Forestry Disc Mulcher and requires 1,000 PTO. Standard PTO shaft fits 1-3/8" tractor PTO, with option to fit 1-3/4" Tractor PTO. 3-Point Hitch Boom Mowers come standard with joystick controls and transport lock.



Order Code	Description	List Price	Sourcewell
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Options for 3-Point Hitch Booms

162	3-Point Boom Mower Install & Set up	\$ 955	\$ 621
44-0298	Cat IV 3-Point Hitch Adaptor	\$ 2,785	\$ 2,228
41-0697	T-Bar Support Bracket (Optional with HD 3-Point Hitch Booms)	\$ 623	\$ 498

Boom Mower Heads

DBR040-H	40" Rotary (available on STD 3-point booms only)	\$ 9,477	\$ 7,582
DBR050-H	50" Rotary	\$ 13,237	\$ 10,590
DBR060-H	60" Rotary	\$ 14,045	\$ 11,236
25-1730	60" Rotary (Grass Cutting Blade Configuration)	\$ 14,045	\$ 11,236
DBF042-H	42" Flail (available on STD 3-point booms only, reverse cuttershaft rotation only)	\$ 9,542	\$ 7,634
DBF044-H	44" HD Flail (forward cuttershaft rotation unless otherwise noted)	\$ 16,528	\$ 13,222
DBF050-H	50" HD Flail (forward cuttershaft rotation unless otherwise noted)	\$ 16,954	\$ 13,563
DBF063-H	63" Flail (reverse cuttershaft rotation only)	\$ 16,106	\$ 12,885
DBF079-H	79" Flail (reverse cuttershaft rotation std, wheel loader boom only)	\$ 22,983	\$ 18,386
FBC036-H	36" Boom Forestry Disc Mulcher	\$ 15,552	\$ 12,442
DBS048-H	48" Saw Head	\$ 12,780	\$ 10,224
DBD022-H	Ditcher	\$ 13,512	\$ 10,810

Options for Boom Mower Heads

103	Hydraulic Trap Door, 50" & 60" Rotary Heads	\$ 1,111	\$ 889
113	Hydraulic Trap Door, 50" Flail	\$ 1,729	\$ 1,383
44-0724	Manual Flail Head Deck Rotator	\$ 1,789	\$ 1,431
120	Hydraulic Rotary Head Rotator	\$ 3,205	\$ 2,564
44-0348	Hydraulic Quick Coupler Kit for Boom Heads	\$ 1,660	\$ 1,328
22-3001C	48" Blade (fits 50" rotary head and 48" saw head)	\$ 6,000	\$ 4,800

MAINFRAME ATTACHMENTS

Mainframe Attachments

DBM-A-A	21 Foot Side Fold Boom with Hydraulic Actuator	\$ 29,652	\$ 23,722
DBM-A-P	21 Foot Rear Cradle Boom with Hydraulic Actuator	\$ 34,677	\$ 27,742
DSR060-A	60" Side Rotary Attachment	\$ 13,992	\$ 11,194
DSR072-A	72" Side Rotary Attachment	\$ 15,552	\$ 12,442
DSR060-AX	60" Side Rotary Attachment - for Dx2 Mainframe	\$ 13,992	\$ 11,194
DSR072-AX	72" Side Rotary Attachment - for Dx2 Mainframe	\$ 15,552	\$ 12,442
25-1503	60" Side Rotary Head Only - No draft beam, cylinders or hoses	\$ 10,746	\$ 8,597
25-1540	72" Side Rotary Head Only - No draft beam, cylinders or hoses	\$ 12,143	\$ 9,714
DRR060-A	60" Rear Rotary Mower Attachment - Add to Existing Side Rotary)	\$ 24,385	\$ 19,508
DRR072-A	72" Rear Rotary Mower Attachment - Add to Existing Side Rotary)	\$ 24,052	\$ 19,242
DSF060-A	60" Side Flail Attachment	\$ 17,385	\$ 13,908
DSF075-A	75" Side Flail Attachment	\$ 17,926	\$ 14,341
DSF090-A	90" Side Flail Attachment	\$ 18,437	\$ 14,750
DSF060-AX	60" Side Flail Attachment - for Dx2 Mainframe	\$ 17,385	\$ 13,908
DSF075-AX	75" Side Flail Attachment - for Dx2 Mainframe	\$ 17,926	\$ 14,341
DSF090-AX	90" Side Flail Attachment - for Dx2 Mainframe	\$ 18,437	\$ 14,750
25-1578	60" Side Flail Head Only - No draft beam, hoses or cylinders	\$ 15,598	\$ 12,478
25-1580	75" Side Flail Head Only - No draft beam, hoses or cylinders	\$ 16,140	\$ 12,912
25-1582	90" Side Flail Head Only - No draft beam, hoses or cylinders	\$ 16,649	\$ 13,319

Attachments require Dx2 Mainframe or Diamond Attachment Mainframe. Mower heads for boom mower attachments sold separately. Side fold boom attachments include boom, cable controls, polycarbonate safety glass, and wheel weights. Refer to the Tractor-Mower Configuration document for your specific tractor.

Options for Mainframe Attachments

167	Factory Authorized Mount - Dual Mount Surcharge (Side Mower)	\$ 2,171	\$ 1,411
168	Factory Authorized Mount - Dual Mount Surcharge (Twin Mower)	\$ 3,257	\$ 2,117
181	Hydraulic Quick Coupler Kit for Mainframe Attachments	\$ 2,457	\$ 1,966



Order Code	Description	List Price	Sourcewell
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ROTARY MOWERS

Side Rotary Mowers

DSR060-CO	60" Side Rotary Mower	\$ 27,626	\$ 22,101
DSR072-CO	72" Side Rotary Mower	\$ 28,497	\$ 22,798

Side Rotary Mowers require 2-spool valve or 2 tractor hydraulic remotes. Side Rotary Mower comes standard with rear rubber deflector, auxiliary oil cooler, electric dual travel lock, and pump & grill guard.

Side & Rear Rotary Mowers

DDR120-CO	60" Side and 60" Rear Mower	\$ 48,146	\$ 38,517
DDR132-CO	72" Side and 60" Rear Mower	\$ 49,043	\$ 39,234
DDR144-CO	72" Side and 72" Rear Mower	\$ 50,269	\$ 40,215

Side & Rear Rotary Mowers require a tractor with 3 hydraulic remotes, or purchase the 3-spool valve option. Rear Rotary Mower comes standard with front chain guards and rear rubber deflector.

Options for Rotary Mowers

48-0004	Factory Authorized Mount - Side Rotary Mowers	\$ 7,018	\$ 4,562
48-0005	Factory Authorized Mount - Side & Rear Rotary Mowers	\$ 8,183	\$ 5,319
201	Front Chain Guard - per mower	\$ 1,043	\$ 834
202	Rear Chain Guard - in lieu of rubber deflector per mower	\$ 1,043	\$ 834

Mounting includes labor, hydraulic oil, and tire ballast. Does not include polycarbonate safety glass

FLAIL MOWERS

Heavy Duty Flail Mowers, 3-Point Hitch

DRF090-CE	90" Center Flail Mower	\$ 14,445	\$ 11,556
DRF090-OF	90" Offset Flail Mower	\$ 14,445	\$ 11,556
DRF102-CE	102" Center Flail Mower	\$ 14,997	\$ 11,998
DRF102-OF	102" Offset Flail Mower	\$ 14,997	\$ 11,998
DRF110-CE	110" Center Flail Mower	\$ 19,732	\$ 15,786

3-Point Hitch Flail Mowers require 540 PTO. Cuttershaft rotation in reverse direction unless otherwise noted.

Heavy Duty Side Flail Mower

DSF060-C	60" Side Mount Flail Mower	\$ 27,306	\$ 21,845
DSF075-C	75" Side Mount Flail Mower	\$ 27,863	\$ 22,290
DSF090-C	90" Side Mount Flail Mower	\$ 28,338	\$ 22,670

Flail Mowers require 2-spool valve or 2 tractor hydraulic remotes. Side Flail Mower comes standard with auxiliary oil cooler, electric dual travel lock, and pump & grill guard. Cuttershaft rotation in reverse direction unless otherwise noted.

Heavy Duty Triple Gang Flail Mower (Traditional Mid-Mount)

DTF230-C	17.5 Foot - 110" Rear, 60" Left and Right	\$ 78,320	\$ 62,656
DTF260-C	19.5 Foot - 110" Rear, 75" Left and Right	\$ 81,063	\$ 64,850
DTF290-C	22 Foot - 110" Rear, 90" Left and Right	\$ 83,145	\$ 66,516

Traditional Mid-Mount Triple Flail Mowers include 4-spool valve, & auxiliary oil cooler. Cuttershaft rotation in reverse direction unless otherwise noted. Refer to Tractor-Mower Configurator for each particular tractor make & model to determine if traditional triple flail is available.

Towable Triple Flail Mower

TTF222-C	17 Foot Towable Triple Flail - 60" Left and Right, 102" Rear	\$ 91,631	\$ 73,305
TTF252-C	19.5 Foot Towable Triple Flail - 75" Left and Right, 102" Rear	\$ 93,078	\$ 74,462
TTF282-C	22 Foot Towable Triple Flail - 90" Left and Right, 102" Rear	\$ 94,657	\$ 75,726

80 PTO HP minimum, 100 PTO HP recommended with 1000 PTO required for all Towable Triple Flails. 1,250 lbs. drawbar weight. No tractor remotes are used. Towable Triple Flail comes standard with touch-screen control system. Cuttershaft rotation in reverse direction unless otherwise noted.

Options For Side Flail and Triple Gang Mowers

48-0006	Factory Authorized Mount - Side Flail Mower	\$ 7,018	\$ 4,562
48-0007	Factory Authorized Mount - Triple Gang Flail Mower	\$ 10,285	\$ 6,685
301	Auto Shut-off Switch (1 per side mower required)	\$ 826	\$ 661
302	Egress system for standard triple flail	\$ 3,177	\$ 2,542

Mounting includes labor, hydraulic oil (if required) and tire ballast. Does not include polycarbonate safety glass

Rear Swing Flail, 3-Point Hitch

RSF075-C	75" Heavy Duty (9,500 lbs or larger tractor)	\$ 22,462	\$ 17,970
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Rear Swing Flail requires 540 PTO, 2 tractor hydraulic remotes and Cat II hitch. Cuttershaft rotation in reverse direction unless otherwise noted.



Order Code	Description	List Price	Sourcewell
SKID-STEER ATTACHMENTS			
DLR060/072/084-C	Skid-Steer Rotary Mowers		
25-1820	60" Skid-Steer Rotary Mower (16-23 GPM)	\$ 12,471	\$ 10,600
25-1821	60" Skid-Steer Rotary Mower (24-28 GPM)	\$ 12,471	\$ 10,600
25-1822	60" Skid-Steer Rotary Mower (29-35 GPM)	\$ 12,886	\$ 10,953
25-1823	60" Skid-Steer Rotary Mower (36-41 GPM)	\$ 12,886	\$ 10,953
25-1824	60" Skid-Steer Rotary Mower (42-46 GPM)	\$ 12,886	\$ 10,953
25-1825	72" Skid-Steer Rotary Mower (17-20 GPM)	\$ 13,718	\$ 11,660
25-1826	72" Skid-Steer Rotary Mower (21-28 GPM)	\$ 13,718	\$ 11,660
25-1827	72" Skid-Steer Rotary Mower (29-34 GPM)	\$ 14,217	\$ 12,084
25-1828	72" Skid-Steer Rotary Mower (35-41 GPM)	\$ 14,217	\$ 12,084
25-1829	84" Skid-Steer Rotary Mower (32-41 GPM)	\$ 16,631	\$ 14,136
FBS048/060-G	Skid-Steer Forestry Disc Mulcher		
25-1953	48" Skid-Steer Forestry Disc Mulcher (23-29 GPM)	\$ 20,192	\$ 17,163
25-1954	48" Skid-Steer Forestry Disc Mulcher (30-37 GPM)	\$ 20,192	\$ 17,163
25-1854	60" Skid-Steer Forestry Disc Mulcher (32-45 GPM)	\$ 24,923	\$ 21,185
FBS060-P125/160	Skid-Steer Forestry Disc Mulcher - Piston Series		
25-1855	60" Skid-Steer Forestry Disc Mulcher (32-45 GPM - Piston-125)	\$ 26,962	\$ 22,918
25-1971	60" Skid-Steer Forestry Disc Mulcher (37-45 GPM - Piston-160)	\$ 31,000	\$ 26,350
<i>Piston Series includes high performance piston motor</i>			
FDS060/072-C	Skid-Steer Drum Mulchers		
25-1861	60" Skid-Steer Drum Mulcher (2800 - 3150 PSI) 23-31 GPM	\$ 36,338	\$ 30,887
25-1862	60" Skid-Steer Drum Mulcher (3151 - 3400 PSI) 23-31 GPM	\$ 36,338	\$ 30,887
25-1863	60" Skid-Steer Drum Mulcher (3401 - 3750 PSI) 23-31 GPM	\$ 36,338	\$ 30,887
25-1864	60" Skid-Steer Drum Mulcher (3751 - 4250 PSI) 23-31 GPM	\$ 36,338	\$ 30,887
25-1856	60" Skid-Steer Drum Mulcher (2800 - 3150 PSI) 32-45 GPM	\$ 36,338	\$ 30,887
25-1857	60" Skid-Steer Drum Mulcher (3151 - 3400 PSI) 32-45 GPM	\$ 36,338	\$ 30,887
25-1858	60" Skid-Steer Drum Mulcher (3401 - 3750 PSI) 32-45 GPM	\$ 36,338	\$ 30,887
25-1859	60" Skid-Steer Drum Mulcher (3751 - 4250 PSI) 32-45 GPM	\$ 36,338	\$ 30,887
25-1733	72" Skid-Steer Drum Mulcher (2800 - 3150 PSI) 32-45 GPM	\$ 40,305	\$ 34,259
25-1734	72" Skid-Steer Drum Mulcher (3151 - 3400 PSI) 32-45 GPM	\$ 40,305	\$ 34,259
25-1735	72" Skid-Steer Drum Mulcher (3401 - 3750 PSI) 32-45 GPM	\$ 40,305	\$ 34,259
25-1736	72" Skid-Steer Drum Mulcher (3751 - 4250 PSI) 32-45 GPM	\$ 40,305	\$ 34,259
<i>Drum Mulcher comes standard with 4000 PSI hoses. Drum Mulchers come standard with steel teeth</i>			
DLF075/090/102-C	Skid-Steer Flail Mowers		
25-1601	75" Skid-Steer Flail Mower (32-41 GPM)	\$ 19,883	\$ 16,901
25-1602	90" Skid-Steer Flail Mower (32-41 GPM)	\$ 20,715	\$ 17,608
25-1603	102" Skid-Steer Flail Mower (32-41 GPM)	\$ 21,548	\$ 18,316
DSG024/026-C	Skid-Steer Stump Grinders		
49-7030	24" Skid-Steer Stump Grinder (16-20 GPM)	\$ 9,232	\$ 7,847
49-7031	24" Skid-Steer Stump Grinder (21-24 GPM)	\$ 9,232	\$ 7,847
49-7032	24" Skid-Steer Stump Grinder (25-28 GPM)	\$ 9,232	\$ 7,847
49-7033	26" Skid-Steer Stump Grinder (29-33 GPM)	\$ 9,905	\$ 8,419
49-7034	26" Skid-Steer Stump Grinder (34-39 GPM)	\$ 9,905	\$ 8,419
49-7035	26" Skid-Steer Stump Grinder (40-45 GPM)	\$ 9,905	\$ 8,419
DMG026-C	Skid-Steer Miller Stump Grinders		
49-7040	26" Skid-Steer Miller Stump Grinder (29-33 GPM)	\$ 18,472	\$ 15,701
49-7044	26" Skid-Steer Miller Stump Grinder (34-39 GPM)	\$ 18,472	\$ 15,701
49-7048	26" Skid-Steer Miller Stump Grinder (40-45 GPM)	\$ 18,472	\$ 15,701
<i>Skid-Steer Miller Stump Grinders include stand-alone controls. 12-Volt power supply required in cab.</i>			



Order Code	Description	List Price	Sourcewell
Options For Skid-Steer Products			
TC60	Twin Chisel™ Steel Teeth - in lieu of standard steel teeth for 60" drum	\$ 538	\$ 550
TC72	Twin Chisel™ Steel Teeth - in lieu of standard steel teeth for 72" drum	\$ 838	\$ 795
TM60	Twin Maul™ Carbide Teeth - in lieu of standard steel teeth for 60" drum	\$ 1,692	\$ 1,600
TM72	Twin Maul™ Carbide Teeth - in lieu of standard steel teeth for 72" drum	\$ 2,069	\$ 2,000
403	Front chain guard for DLR	\$ 1,351	\$ 1,081
404	Rear chain guard for FBS	\$ 577	\$ 462
44-0707	5/8" Hydraulic Coupler Kit	\$ 265	\$ 239
44-0708	3/4" Hydraulic Coupler Kit	\$ 282	\$ 254
169	4,000 PSI Hoses - in lieu of standard 3,000 psi	\$ 389	\$ 311
175	Less Joystick Control & Wire Harness for Miller Stump Grinder	\$ (488)	\$ (390)

All Skid-Steer attachments include 1/2" male flat face couplers for pressure and return lines, and 3/8" male and female couplers for case-drain, if applicable. All Skid-Steer attachments require 1/2" or thicker polycarbonate front door.

EXCAVATOR ATTACHMENTS

Excavator Attachments			
DER040-C	40" Excavator Rotary Mower	\$ 9,900	\$ 8,910
DER050-C	50" Excavator Rotary Mower	\$ 16,555	\$ 14,900
DER060-C	60" Excavator Rotary Mower	\$ 18,220	\$ 16,398
DER072-C	72" Excavator Rotary Mower	\$ 19,883	\$ 17,895
FBE036-C	36" Excavator Forestry Disc Mulcher	\$ 19,052	\$ 17,147
FBE048-C	48" Excavator Forestry Disc Mulcher	\$ 28,203	\$ 25,383

Excavator attachment mowers include pin-on mounting brackets and pins. Excavator mowers do not include hoses from the motor to excavator arm, and require a case drain line.

Options For Excavator Attachments			
221	48" Excavator Forestry Disc Mulcher Thumb Tool	\$ 2,414	\$ 2,173
222	Mounting Bracket Deduct, Small (DER040 & FBE036)	\$ (1,069)	\$ (962)
223	Mounting Bracket Deduct, Large (DER050, 60, 72 & FBE048)	\$ (2,300)	\$ (2,070)



Order Code	Description	List Price	Sourcewell
TRACTOR-MOWER COMBINATIONS			
TMC-101	John Deere 5090E 4WD, 75 PTO HP with Diamond 75" Side Flail Mower	\$ 103,738	\$ 82,990
TMC-102	John Deere 5100E 4WD, 85 PTO HP with Diamond 75" Side Flail & 102" Rear Offset Flail Mower	\$ 121,138	\$ 96,910
TMC-103	John Deere 5100M 4WD, 85 PTO HP with Diamond 21 Foot Rear Cradle Boom, 50" Rotary Head, Joystick Controls	\$ 157,923	\$ 126,339
TMC-104	John Deere 5115M 4WD, 100 PTO HP with Diamond 21 Foot Rear Cradle Boom, 50" Rotary Head, Joystick Controls	\$ 168,314	\$ 134,651
TMC-105	John Deere 6105E 4WD, 89 PTO HP with Diamond 22 Foot Rear Cradle Boom, 50" Rotary Head, Joystick Controls	\$ 158,880	\$ 127,104
TMC-106	John Deere 6135E 4WD, 115 PTO HP with Diamond 60" Side and 60" Rear Rotary Mower	\$ 154,484	\$ 123,588
TMC-107	John Deere 6110M 4WD, 86 PTO HP with Diamond 22 Foot Rear Cradle Boom, 50" Rotary Head, Joystick Controls	\$ 188,803	\$ 151,042
TMC-108	John Deere 6130M 4WD, 102 PTO HP with Diamond 90" Side & 102" Rear Offset Flail Mower	\$ 179,958	\$ 143,966
TMC-109	John Deere 6145M 4WD, 114 PTO HP with Diamond 30 Foot Rear Cradle Boom, 50" Rotary Head, Joystick Controls	\$ 241,506	\$ 193,204
TMC-122	New Holland TS6.110 Tier 4B 4WD, 90 PTO HP, Diamond 19' Side Fold Boom, 50" Rotary Head, Joystick Controls	\$ 153,690	\$ 122,952
TMC-123	New Holland TS6.130 4WD, 105 PTO HP, Diamond 22' Rear Cradle Boom, 50" Rotary Head, Joystick Controls	\$ 170,166	\$ 136,133
TMC-124	New Holland T6.145 4WD, 95 PTO HP, Diamond 22' Rear Cradle Boom, 50" Rotary, Joystick Controls	\$ 178,797	\$ 143,038
TMC-125	New Holland T6.155 4WD, 105 PTO HP, Diamond 25' Rear Cradle Boom, 50" Rotary, Joystick Controls	\$ 199,344	\$ 159,475
TMC-201	Massey Ferguson MF4707 Global 2WD, 57 PTO HP with Diamond 60" Side Rotary Mower	\$ 84,977	\$ 67,981
TMC-202	Massey Ferguson MF4710 Global 4WD, 88 PTO HP with Diamond 60" Side Flail Mower	\$ 102,342	\$ 81,874
TMC-203	Massey Ferguson MF5710 Global 4WD, 88 PTO HP with Diamond 21 Foot Side Fold Boom, 50" Rotary Head, Joystick Controls	\$ 140,790	\$ 112,632
TMC-204	Massey Ferguson MF5710-D Global 4WD, 80 PTO HP with Diamond 22 Foot Rear Cradle Boom, 50" Rotary Head, Joystick Controls	\$ 155,070	\$ 124,056
TMC-205	Massey Ferguson MF5711S 4WD, 80 PTO HP with Diamond 22 Foot Rear Cradle Boom, 50" Rotary Head, Joystick Controls	\$ 169,823	\$ 135,858
TMC-206	Massey Ferguson MF5713S 4WD, 100 PTO HP with Diamond 75" Side Flail and 90" Rear Flail	\$ 153,157	\$ 122,526
TMC-207	Massey Ferguson MF6712 Global 4WD, 100 PTO HP with Diamond 21 Foot Rear Cradle Boom, 50" Rotary Head, Joystick Controls	\$ 149,809	\$ 119,847
TMC-208	Massey Ferguson MF6715S 4WD Classic, 115 PTO HP with Diamond 25 Foot Rear Cradle Boom, 50" Rotary Head, Joystick Controls	\$ 209,399	\$ 167,519
TMC-209	Massey Ferguson MF7715S 4WD Classic, 120 PTO HP with Diamond 30 Foot Rear Cradle Boom, 50" Rotary Head, Joystick Controls	\$ 233,606	\$ 186,885



Order Code	Description	List Price	Sourcewell
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STANDARD AVAILABLE OPTIONS

Options Available for All Mowers

605	Extended Warranty - 2-year warranty	7%	7%
606	Extended Warranty - 3-year warranty	14%	14%
602	Additional Printed Operator's Manual	\$ 75	\$ 60
603	Additional Printed Parts Book	\$ 102	\$ 82
204	4-Spool Valve and Cable Controls - includes 2-stage pump	\$ 7,792	\$ 6,234
205A	3-Spool Valve and Cable Controls - includes 2-stage pump	\$ 5,043	\$ 4,034
203	2-Spool Valve and Cable Controls - includes 2-stage pump	\$ 4,342	\$ 3,474
504	Wheel Weights, 25" / 415 lbs.	\$ 1,269	\$ 1,015
506	Less Wheel Weights - Deduct for less standard wheel weights	\$ (3,331)	\$ (2,665)
505	Polycarbonate Safety Glass	\$ 2,020	\$ 1,616

BLADE & TOOTH KITS

44-0228	DBR, DER& DLR Blade Kit (5/8" Brush Blades & Hardware)	\$ 236	\$ 189
44-0230	DBR, DER& DLR Blade Kit (1/2" Grass Blades & Hardware)	\$ 225	\$ 180
44-0232	60" Side / Rear Rotary Blade Kit (1/2" High-Suction Grass)	\$ 184	\$ 147
44-0233	72" Side / Rear Rotary Blade Kit (1/2" Grass)	\$ 240	\$ 192
44-0893	42" Boom Flail Knives Kit	\$ 204	\$ 163
44-0256	44" HD Boom Flail Knives Kit	\$ 873	\$ 698
44-0229	50" HD Boom Flail Knives Kit	\$ 1,046	\$ 837
44-0894	63" Boom Flail Knives Kit	\$ 340	\$ 272
44-0313	36" Forestry Disc Mulcher Steel Tooth Kit (20 teeth & 2 planer knives mounting kit with hardware)	\$ 805	\$ 644
44-0339	48" Excavator Forestry Disc Mulcher Steel Tooth Kit (28 teeth & 2 planer knives mounting kit with hardware)	\$ 1,038	\$ 830
44-0956	48" Skid-Steer Disc Mulcher Steel Tooth Kit (38 teeth with hardware)	\$ 1,118	\$ 894
44-0861	60" Skid-Steer Disc Mulcher Steel Tooth Kit (48 teeth with hardware)	\$ 1,333	\$ 1,066
44-0830	Four Point Steel Tooth Kit 20 Piece (20 teeth only)	\$ 516	\$ 413
44-0831	Four Point Steel Tooth Kit 50 Piece (50 teeth only)	\$ 1,221	\$ 977
44-0937	60" Skid-Steer Drum Mulcher Steel Tooth Kit (33 teeth and hardware)	\$ 950	\$ 760
44-0892	72" Skid-Steer Drum Mulcher Steel Tooth Kit (41 teeth and hardware)	\$ 1,180	\$ 944
44-0958	Twin Chisel™ Steel Tooth Kit for 60" drum (33 teeth and hardware)	\$ 1,369	\$ 1,095
44-0959	Twin Chisel™ Steel Tooth Kit for 72" drum (41 teeth and hardware)	\$ 1,681	\$ 1,345
44-0942	Twin Maul™ Carbide Tooth Kit for 60" drum (33 teeth and hardware)	\$ 2,994	\$ 2,395
44-0943	Twin Maul™ Carbide Tooth Kit for 72" drum (41 teeth and hardware)	\$ 3,744	\$ 2,995
44-0895	24" Skid-Steer Stump Grinder Carbide Tooth Kit (24 teeth and no hardware)	\$ 359	\$ 287
44-0896	26" Skid-Steer Stump Grinder Carbide Tooth Kit (30 teeth and no hardware)	\$ 449	\$ 359
44-0016	Sawblade Carbide Replacement Tooth kit	\$ 1,121	\$ 897

ALL AMERICAN DISC ATTACHMENTS

All American Disc

AAD	All American Disc, Cat II 3-Point Mount	\$ 9,371	\$ 7,497
AAD-GL	All American Disc, Motor Grader Mount	\$ 9,371	\$ 7,497
703	Hydraulic Swing Kit for All American Disc	\$ 1,662	\$ 1,330

Quote Id: 25197714

Prepared For:
JACKSON COUNTY PUBLIC WORKS



Prepared By: **JIM LEVY**

Murphy Tractor & Equipment
8600 Ne Parvin Road
Kansas City, MO 64161-8300

Tel: 816-483-5000
Mobile Phone: 816-898-3739
Fax: 816-455-0592
Email: jlevy@murphytractor.com

Quote Id: 25197714

28 October 2021

JACKSON COUNTY PUBLIC WORKS
PO BOX 160
GRAIN VALLEY, MO 64029

Matt / JR,

We are pleased to quote you (1) Diamond Side Rotary Mower. Per Sourcewell
Contract 070821-DMM, Specified per Jackson County.

Sourcewell Pricing:

60" side rotary,	\$22,101.00
Factory Mount,	\$4,562.00
Chain Guard,	\$834.00
Above Total,	\$27,497.00
Steel Sure Charge 5% of above total price,	\$1,374.00
Freight,	\$1,840.00
Total,	\$30,711.00

Thanks,
JIM LEVY
816-483-5000
Murphy Tractor & Equipment

Quote Summary**Prepared For:**

JACKSON COUNTY PUBLIC WORKS
PO BOX 160
GRAIN VALLEY, MO 64029
Business: 816-881-4458

Prepared By:

JIM LEVY
Murphy Tractor & Equipment
8600 Ne Parvin Road
Kansas City, MO 64161-8300
Phone: 816-483-5000
Mobile: 816-898-3739
jlevy@murphytractor.com

Quote Id: 25197714
Created On: 28 October 2021
Last Modified On: 28 October 2021
Expiration Date: 30 November 2021

Equipment Summary	Selling Price	Qty	Extended
DIAMOND MOWERS DSR060-CO To be ordered	\$ 30,711.00 X	1 =	\$ 30,711.00
Equipment Total			\$ 30,711.00

Quote Summary

Equipment Total	\$ 30,711.00
SubTotal	\$ 30,711.00
Total	\$ 30,711.00
Down Payment	(0.00)
Rental Applied	(0.00)
Balance Due	\$ 30,711.00

Salesperson : X _____

Accepted By : X _____

Selling Equipment

Quote Id: 25197714**Customer:** JACKSON COUNTY PUBLIC WORKS

DIAMOND MOWERS DSR060-CO - To be ordered

Hours: 0**Stock Number:** To be ordered

Code	Description	Qty
DSR060-CO	60" Diamond Rotary side mower	1
Standard Options - Per Unit		
48-0004	Factory Authorized Mount	1
201	Front rotary mower chain guards	1
Other Charges		
	Freight	1
	Steel Surcharge	1

ATTENTION: Bill Dooley

Sourcewell Quote Valid for 30 Days

Reference No: 227490GKK SW

Ship To:
The G. W. Van Keppel Co
Kansas City, Kansas

Phone:
FAX:

Bill to:
Sourcewell - Contract #121918-
FTS
Staples, Minnesota 56479

Customer Unit/Stock:
Phone:
FAX:

PO#
Quote Date 11/08/2021
Order Date

Sales Person
Sourcewell Discount

Gary Knudsen
12%
0%

Appx Completion
Other Charge
Product ID

53 (weeks)
FT-50-3 TA Deck Over -
Tilt

Order Status Quote

Addtl Disc/Terms

Net Due 30 Days

Serial No

Shipping Notes:

Drawing No:

OVL Length: 38

Notes: Jackson County, MO # 30910, Dealer quote 22715 DLR

Copy No:

Appx Wgt +/-:

Part No:

11,800 lbs

MRP No:

Smart No: 6.52438

Item Type	Options	Description	Add Qty	Unit	Total Qty	Total Amt
Base Trailer		FT-50-3 TA		Each	0	\$40,321.00
Deck Length		Add Tilt Deck Length		Feet	24	\$0.00
Beavertail		Wood Inlaid Beavertail		Opt	6	\$0.00
Deck Type		White Oak 2" Nom		Std	1	\$0.00
Ramps; Rear	✓	6' X 38" With Tapered Approach Wood Inlaid, Air Operated		Pair	1	\$3,590.00
Appx Deck Height		33" Loaded		Inches	1	\$0.00
Width		102" OD		Feet	30	\$0.00
Tie Downs		D-Rings, 1" ** Straight ** (One Set Centered on BVT)		Each	14	\$0.00
Brakes		Air, ABS 2S/1M, Meritor WABCO (Parking brakes on all axles)		Std	1	\$0.00
Axles		25K Oil Bath		Std	3	\$0.00
Suspension		49" Spread (Spring), 9700 Hutch		Std	1	\$0.00
Tires & Wheels		215/75R 17.5 H, 8 Bolt [17.5 x 6.75] Hub Pilot		Std	12	\$0.00
Hitch Length		Center of Coupler to Headboard, Appx		Feet	6.5	\$0.00
Hitch Type		3" Adjustable Lunette Eye/Pintle, [C] 66,000 lb Plate Mount (3/4" Bolt)		Std	1	\$0.00
Jack	✓	140,000 lb Twin 2 Speed (39,000 lb Lift Capacity)		Pair	1	\$403.00
Plug		7 Pole Semi		Std	1	\$0.00
Lights		LED Lights (Peterson), Sealed Wiring Harness (Sealco)		Std	1	\$0.00
Trailer Color		Felling Black # CCA945378 (White Felling Decal)		Std	1	\$0.00
Stripe Color		White		Std	1	\$0.00
Standard		5/8" Safety Chains, Grade 80		Std	1	\$0.00
Standard		Air Bag Tilt (Dual Air Bags) 120psi required		Std	1	\$0.00
Standard		Air Operated Tilt Deck Lock		Std	1	\$0.00
Standard		Toolbox, with Lockable Cover		Std	1	\$0.00
Standard		Document Holder		Std	1	\$0.00
Standard		Protective Cover for the Air Tilt Control Switches		Std	1	\$0.00
Standard		Side Mounted Step, 1 Standard, Road Side		Std	1	\$0.00
GVWR		61,200 lbs		Std	1	\$0.00



**MSO's are not released until
Payment Received**



****FOB IF NO FREIGHT charged****

** FET Tax may apply on 26,000 lb GVWR
and above **

**State and Local taxes may not be
reflected in quoted price**

Please sign and date your acceptance of this quote:

Standard List Price:	\$44,314.00
Sourcewell Discount:	\$5,317.68
Sub Total:	\$38,996.32
Net Cost:	\$38,996.32

Sourcewell Freight:	\$1,605.00
Material Surcharge:	\$0.00
Other Charge (see above):	\$0.00
Sales Tax:	\$0.00
License Fees:	\$0.00
FET TAX:	\$0.00
TOTAL U.S.D.	\$40,601.32

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

Company Name: Felling Trailers, 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

Proposer's Signature: _____

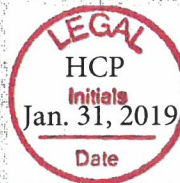


Date: _____

12/14/18

Sourcewell's clarification on exceptions listed above:

No exceptions noted.



Contract Award
RFP #121918



FORM D

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

TRAILERS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES

In compliance with the Request for Proposal (RFP) for TRAILERS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES, 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: Felling Trailers, Inc. Date: 12-20-2018

Company Address: 1525 Main Street South

City: Sauk Centre State: MN Zip: 56378

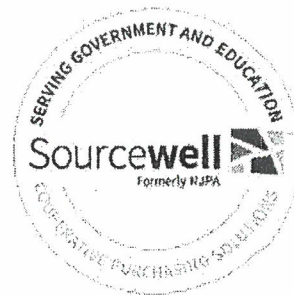
CAGE Code/DUNS: 05YG1/07-074-3554

Contact Person: Pat Jennissen Title: VP of Sales and Marketing

Authorized Signature:  (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 #: 121918-FTS

Proposer's full legal name: Felling Trailers, 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 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 February 11, 2019 and will expire on February 11, 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

COF02A139D06489

SOURCEWELL DIRECTOR OF OPERATIONS AND
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

DocuSigned by:

Chad Coquette

VE42B8F817A64CC

SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on February 8, 2019

Sourcewell Contract # 121918-FTS

Vendor Authorized Signatures:

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

Vendor Name

Felling Trailers, Inc.

Authorized Signatory's Title

President/CEO

VENDOR AUTHORIZED SIGNATURE

[Signature]

Brenda Jennissen

(NAME PRINTED OR TYPED)

Executed on

2/8, 2019

Sourcewell Contract # 121918-FTS



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: Felling Trailers, Inc.

Address: 1525 Main Street South

City/State/Zip: Sauk Centre, MN 56378

Telephone Number: 1-800-245-2809

E-mail Address: trailers@felling.com

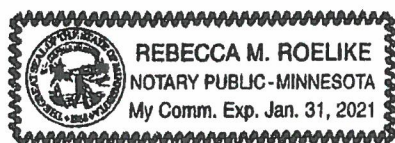
Authorized Signature: 

Authorized Name (printed): Patrick Jennissen

Title: VP Sales /mktg

Date: 12/14/18

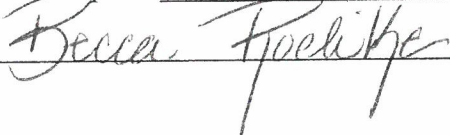
Notarized



Subscribed and sworn to before me this 14 day of December, 2018

Notary Public in and for the County of Stearns State of MN

My commission expires: 1-31-2021

Signature: 



Form P

PROPOSER QUESTIONNAIRE

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

Proposer Name: Felling Trailers, Inc.

Questionnaire completed by: Patrick Jennissen

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)?
 - Sourcewell payment terms are Net Due 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?
 - Felling Trailers, Inc. uses Nationa Cooperative Leasing as a leasing/finance partner for public and government agencies.
- 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.
 - The first step in the process is a Sourcewell member will buy a trailer from a Felling authorized dealer. The authorized dealer will then call a Felling Trailers, Inc. Sales Representative and request the trailer order. The authorized dealer then collects payment and delivers the trailer to the Sourcewell member upon trailer completion. The authorized dealer will report all Sourcewell Sales to Felling Trailers for recording purposes. Felling Trailers will organize all required information for Sourcewell sales into an Excel file and submit quarterly.
- 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?
 - Felling Trailers, Inc. does not accept the P-card procurement and payment process.

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?
 - No
 - Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?
 - We do not cover travel time and mileage.
 - 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?

- No, we usually try to find a local dealer or an outside vendor.
 - 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?
 - The first year of warranty we cover everything all Felling, as well as outside vendor supplied parts. After the first year the vendored supplied parts may carry an extended warranty that would be filed directly the end user and the vendor.
 - What are your proposed exchange and return programs and policies?
 - It varies depending upon case, it can be determined at initial contact.
- 6) Describe any service contract options for the items included in your proposal.
- Felling Trailers, Inc. does not offer service contracts.

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.
- Felling Trailers currently manufactures over 5,000 trailers a year ranging from a 3,000 lb utility trailer to a 120,000 lb hydraulic gooseneck trailer, and its standard trailer line includes over 240 models. Felling's pride and differentiation is its customized trailer division. Felling Trailers' current capabilities allow them to provide a high-quality product that is distributed across North America and internationally. Felling Trailers, Inc. is an ISO 9001:2015
- 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.)
- Please reference the attachment
 - "Attachment J" • Sales Guide
- 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.
- Sourcewell members get a 12% discount off of the MSRP. For example, and FT-12 I list price is \$6,057.00 with the 12% discount the trailers net price drops to \$5,330.16.
- 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.
- Volume discounts considered on a per order basis, see your Felling Sales representative to discuss.
- 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.

- All “non-standard options” will be quoted per request. As per all of our customers special “non-standard options” they will be given a “list-price”. These items will receive the same discount (12%) as all other products.
- 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.
- Training cost • No cost at time of delivery.
 - Extra on-site training may carry an additional charge
 - DOT Inspections • Up to \$250
 - Dealer Off-Load/Set-up • Up to \$550
 - Federal Excise Tax (if applicable) • 12%
 - Any state/county/local taxes
- 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.
- Trailers are shipped via Felling Fleet or Felling approved carrier to local dealer. Freight cost is determined at time of quote using a freight matrix which takes into account trailer size, current fuel cost and distance. Freight charge will be itemized on Sourcewell quote/invoice.
- 15) Specifically describe those travel expense, shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.
- Alaska/Hawaii • Trailers shipped here will utilize the same freight matrix to their port locations, plus any applicable fees/charges at the port(s) and water shipment costs. The freight charge will be itemized on Sourcewell quote/invoice.
 - Canada • Trailers shipping to Canada are quoted at time of quote at current market rates. Freight charge will be itemized on Sourcewell quote/invoice.
- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.
- Felling Trailers has a vast dealer net work that includes over 250 dealers throughout North America represented in all of the 50 states.
- 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.
- On a quarterly basis Felling Trailers will “spot-check” a minimum of two (2) reported orders with Sourcewell customers to verify pricing matches contract.
 - Felling Trailers will include a minimum of four (4) articles per year in our dealer newsletter(s) about the importance of reporting all Sourcewell transactions.
- 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.)
- Felling Trailers pays Sourcewell 2% of the net price per each unit sold, and payment goes out quarterly.

Industry-Specific Questions

19) Describe any manufacturing processes or material specification-related attributes that contribute to **trailer** safety, strength, durability, and reliability that differentiate your offering in the marketplace.

- In March of 2017, Felling implemented their Lifetime Limited Warranty on all trailers. Along with a quality product, Felling Trailers wanted to be sure to put its customers' needs and expectations at the forefront and offer an industry best warranty. "At Felling Trailers, Inc. our goal is to meet and exceed our customers' expectations. Our Lifetime Limited Warranty vastly surpasses anything else in the marketplace." said Pat Jennissen, VP of Sales & Marketing for Felling Trailers, Inc.
- ISO 9001:2015 Certified for Quality Management - In the spring of 2017, Felling Trailers, Inc. earned their ISO 9001:2015 Certification for Quality Management. The ISO 9001:2015 standard, published by the International Organization for Standardization, provides a tried and tested framework for taking a systematic approach to managing an organization's processes so that they consistently turn out a product that satisfies customer's expectations and that quality is consistently improved. The standard is based on a number of quality management principles, including a strong customer focus and a process of continuous improvement. International Standards make things work. They give world-class specifications for products, services, and systems, to ensure quality, safety, and efficiency. ISO International Standards impact everyone, everywhere.

"This is a significant accomplishment for Felling Trailers, Inc., it does not happen with just one person. It took over a year for our company to get to this point with cooperation and teamwork among every team member," said Brenda Jennissen, CEO of Felling Trailers, Inc. "Our ISO journey has just begun. We will continue to work toward better processes and training which will lead to continued efficiencies and sustainability of our ISO certification and ensuring we exceed customers' expectations. I am proud of our entire team's diligence and commitment to achieving this important goal."

In order to achieve ISO 9001:2015 Certification, companies must demonstrate that they have implemented effective quality management systems across all areas of the business, including facilities, people, training, services, and equipment. Felling Trailers, Inc.'s certification process was carried out in partnership with Transpacific Certification LTD and included a detailed assessment of the company's facilities. Interviews were carried out with management and employees, and procedures were reviewed across all functional areas, including operations, training, and development, customer complaint handling, finance, and billing.

20) Describe any serviceability attributes (such as remote diagnostics) that your proposal contains. Please indicate which of these attributes are considered "industry-expected" and which you believe are "vendor differentiators."

- As a vendor we have our over the road Felling Trailers outside sales support team that can go on site as needed to help the customer with any questions, training, or troubleshooting. We believe this to be a vendor differentiator.

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

- Attached is the blind study that was completed by PPG in Felling's Paint System and Processes. This study showed in results that the paint system and processes we have in place is better than those used by other manufactures in the trailer industry.
 - Please reference the attachment
 - "Attachment K" • Paint System & Processes
 - "Attachment L" • Paint Selection Chart

Signature: _____



Date: _____

12/14/18

SCAG #031121-SCG

Pricing for contract #031121-SCG offers Sourcewell members the following discount on new SCAG qualifying whole-good and accompanying accessory purchases.

- 22% Discount taken off published U.S. MSRP
- Additional 1% on single P.O. orders over \$100,000
- Free delivery within 25 miles of your local authorized SCAG dealer



JOHN DEERE



Quote Id: 25595997

Prepared For:

JACKSON COUNTY ROAD & BRIDGE MAINTENANCE FACILITY



Lawn & Leisure

www.lawnandleisure.com
SALES SERVICE & PARTS
SINCE 1975

Two locations to serve you.
Lee's Summit-Blue Springs



Prepared By: **W.r. Vietze**

Lawn & Leisure - Lees Summit
706 Se Blue Parkway
Lees Summit, MO 64063

Tel: 816-524-6695
Mobile Phone: 816-590-9424
Fax: 816-524-0502
Email: vietzee@lawnandleisure.com

Date: 10 November 2021

Offer Expires: 10 December 2021



JOHN DEERE



Quote Summary

Prepared For:

JACKSON COUNTY ROAD & BRIDGE MAINTENANCE
FACILITY
34900 OLD US 40 HWY
OAK GROVE, MO 64075
Business: 816-881-3267

Prepared By:

W.r. Vietze
Lawn & Leisure - Lees Summit
706 Se Blue Parkway
Lees Summit, MO 64063
Phone: 816-524-6695
Mobile: 816-590-9424
vietzee@lawnandleisure.com

Discount is 22% from current list price using Sourcewell Contract
031121-SCG

Quote Id: 25595997

Created On: 10 November 2021

Last Modified On: 10 November 2021

Expiration Date: 10 December 2021

Equipment Summary	Suggested List	Selling Price	Qty	Extended
2021 SCAG STT11-61V-31DFI	\$ 18,445.00	\$ 14,387.10 X	1 =	\$ 14,387.10
Equipment Total				\$ 14,387.10

Quote Summary

Equipment Total	\$ 14,387.10
SubTotal	\$ 14,387.10
Est. Service Agreement Tax	\$ 0.00
Total	\$ 14,387.10
Down Payment	(0.00)
Rental Applied	(0.00)
Balance Due	\$ 14,387.10

Salesperson : X _____

Accepted By : X _____



JOHN DEERE

Selling Equipment



Quote Id: 25595997

Customer: JACKSON COUNTY ROAD & BRIDGE MAINTENANCE FACILITY

2021 SCAG STT11-61V-31DFI				
Hours:		0	Suggested List	
Stock Number:			\$ 18,445.00	
			Selling Price	
			\$ 14,387.10	
Code	Description	Qty	Unit	Extended
STT11-61V-31D FI	SCAG TURF TIGER ,61" CUT, SUSPENSION SEAT,31 H.P. KAWASKI ENGINE,LIQUID COOLED	1	\$ 18,445.00	\$ 18,445.00
Suggested Price				\$ 18,445.00
Customer Discounts				
Customer Discounts Total			\$ -4,057.90	\$ -4,057.90
Total Selling Price				\$ 14,387.10