

Meeting Date: 6/18/2013

Report Type: Consent

Report ID: 2013-00454

Title: Cooperative Purchase Agreement: Street Sweepers

Location: Citywide

Issue: City Council approval is required to purchase two replacement street sweepers and one additional street sweeper in a total amount not to exceed \$997,876.

Recommendation: Pass a Motion: 1) approving the use of the National Joint Power Alliance (NJPA) cooperative purchase agreement with Federal Signal Corp. (Contract No. 03170-FSC) for the purchase of three replacement Elgin street sweepers in a total amount not to exceed \$997,876 through June 30, 2014, or until the contract is no longer available for use; and 2) authorizing the City Manager or the City Manager's designee to execute the purchases specified above provided there are sufficient funds available in the budget adopted for the applicable fiscal year.

Contact: Keith Leech, Fleet Manager, (916) 808-5869, Department of General Services

Presenter: None

Department: General Services

Division: Fleet Management Admin

Dept ID: 13001311

Attachments:

1-Description/Analysis

2-Cooperative Agreement

City Attorney Review

Approved as to Form
Kourtney Burdick
6/5/2013 12:07:00 PM

City Treasurer Review

Reviewed for Impact on Cash and Debt
John Colville
5/31/2013 9:24:10 AM

Approvals/Acknowledgements

Department Director or Designee: Reina Schwartz - 6/4/2013 2:56:02 PM

Description/Analysis

Issue Detail: The Department of General Services (DGS), Fleet Management Division, has a customer requirement to purchase three replacement street sweepers for the DGS, Solid Waste and Recycling Division.

Policy Considerations: The recommendations in this report are in accordance with City Code Chapter 3.56 regarding the purchase of supplies and the use of cooperative purchase agreements.

Economic Impacts: None

Environmental Considerations:

California Environmental Quality Act (CEQA): No environmental review is necessary because the recommendations in this report involve the purchase of vehicles and are not considered to be a project in accordance with Section 15378 (b)(2) of the CEQA Guidelines.

Sustainability: The recommended purchases are consistent with the Fleet Sustainability Policy adopted by City Council on February 16, 2010 (Resolution No. 2010-083). The recommended purchases offer a cleaner burning alternative over diesel fuel by utilizing compressed natural gas, which significantly reduces carbon emissions.

Commission/Committee Action: None

Rationale for Recommendation: The DGS, Fleet Management Division, has a customer requirement to purchase three replacement street sweepers for the DGS, Solid Waste and Recycling Division. Fleet Management staff has determined that the recommended cooperative purchase agreement offers the most advantageous purchasing strategy because it offers better pricing than the local Elgin dealer could offer in a new bid.

In an ongoing effort to maximize cost savings and staff resources, many government agencies share contracting efforts through cooperative purchasing. This procurement approach increases pricing competitiveness and lowers operating costs through volume buying. When comparing the administrative costs of procurement, staff considers product research, source selection, specifications, advertising, staff reports, awarding, protest, and administration of the contract. It is often more cost-effective to eliminate the cost and time spent on these administrative processes and purchase items and services through a cooperative purchasing program.

The City has used both regional and national cooperative purchase agreements to complement its own contracting initiatives. Cooperative purchasing enables City departments to evaluate a broader range of contracting opportunities and to share

resources with other jurisdictions. Cooperative purchasing also leverages internal and external resources to maximize cost savings opportunities for the City.

Financial Considerations: The recommended cooperative purchase agreement will be used to purchase one street sweeper budgeted for replacement in Fiscal Year (FY) 2012-13, and two street sweepers budgeted for replacement in FY 2013-14. These purchases will be made from the DGS operating budget (Fleet Fund, Fund 6501) and charged to the DGS multi-year operating project for replacement vehicles and equipment (I06013142, Solid Waste Fund, Fund 6007).

Sufficient funds are available in the FY 2012-13 budgets noted above for the FY 2012-13 replacement street sweeper. Funding for the FY 2013-14 budgeted replacement street sweepers is dependent upon adoption of the FY 2013-14 proposed budget. The estimated annual expenditure amounts are provided in the following table:

Fiscal Year	Fund Name	Fund No.	Project	Quantity	Amount
2012-13	Solid Waste	6007	I06013142	1	\$332,638
2013-14	Solid Waste	6007	I06013142	2	\$665,238
				3	\$997,876

Emerging Small Business Development (ESBD): Cooperative purchase agreements are created, evaluated and awarded by other government agencies that may or may not have similar emerging and small business programs. However, the Department of General Services will consider other alternatives if it is determined that using cooperative contracts may have a negative impact on small businesses.

Proposal Offering
And Acceptance and Award
RFP #011510

FORM D

PUBLIC UTILITY VEHICLES AND/OR SERVICES, APARATUS, EQUIPMENT AND/OR ACCESSPRIES,

Proposal Offering (To be completed Only by Proposer)

In compliance with the Request for proposal (RFP) for PUBLIC UTILITY VEHICLES AND/OR SERVICES, APARATUS, EQUIPMENT AND/OR ACCESSPRIES, the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby offer and agree to furnish the defined products/services and services in compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they are the sole offeror herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this offer is the sole responsibility of the Proposer.

Company Name: FEDERAL SIGNAL CORP. Date: 4/8/10

Company Address: 1415 W. 22ND STREET SUITE 1100

City: OAK BROOK State: IL Zip: 60523

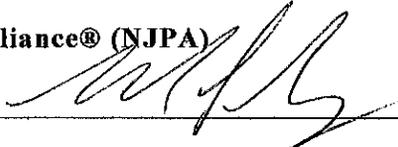
Contact Person: TOM SYBILRUD Title: REGIONAL MANAGER

Authorized Signature (ink only):  THOMAS J. SYBILRUD
(Name printed or typed)

Contract Acceptance and Award (To be completed only by NJPA)

Your proposal offering is hereby accepted and awarded. As the awarded Proposer, you are now bound to provide the defined goods and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, and the Proposer's Response. The term of the Contract shall commence on the date of this award and continue for four years AND which is subject to annual renewal at the option of both parties.

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature:  Gary L. Nytes
(Name printed or typed)

Title: Executive Director NJPA

Awarded this 27TH day of May Contract Number # 031710

NJPA Authorized signature: 
(Name printed or typed)

Title: Board Clerk

Executed this 27TH day of May Contract Number # 031710

ANNUAL RENEWAL OF AGREEMENT

made by and between

Federal Signal Corp. (Vendor)
1415 W. 22nd Street Suite 1100
Oak Brook, IL 60523

and

National Joint Powers Alliance® (NJPA)
200 First Street NE
Staples, Minnesota 56479
Phone: (218) 894-5482

Whereas:

“Vendor” and “NJPA” have entered into 1) an “Acceptance of Bid and IFB Award #031710-FSC” for Public Utility Vehicles and/or Services, Aparatus, Equipment and/or Accessories, and 2) an “Operating Agreement” with an effective date of May 27, 2010, and a maturity date of May 27, 2014, and which are subject to annual renewals at the option of both parties.

Now therefore:

“Vendor” and “NJPA” hereby desire and agree to extend and renew the above defined contracts for the period of May 27, 2012 through May 27, 2013.

National Joint Powers Alliance®(NJPA)

By: Todd Lyseo, Its: EXECUTIVE DIRECTOR

Name printed or typed: TODD LYSEO

Date 6/27/12

Federal Signal Corp.

By: David Parizzi, Its: Director, Sales Admin. ESG.

Name printed or typed: David Parizzi

Date 6/25/12

If you do not want to extend contract, please sign below and return this agreement.

Discontinue: We desire to discontinue the contract.

Signature: _____ Date: _____



MODEL: BROOM BEAR
 EFFECTIVE DATE: 01/01/2013
 SUPERCEDES ALL PREVIOUS PRICE LISTS
 DEALER PRICE LIST (U.S. DOLLARS)

QUANTITY	PART NUMBER	MODEL DESCRIPTION	2013 NJPA PRICE	2013 EXTENDED
0	4M-BROOM-BEAR-H (SQUEEGEE)	BROOM BEAR DUAL	\$130,650	\$0.00
		Conveyor squeegee, variable height, right side dumping, 4.5 cu. yd. hopper, with dual, hydraulically driven, trailing arm sidebrooms, sweeper is powder coated from powder coatings chart 2003/N with powder coated gray undercarriage and including the standard features listed below.		

0	4M-BROOM-BEAR-H (BELT)	BROOM BEAR DUAL	\$130,650	\$0.00
		Conveyor belt, variable height, right side dumping, 4.5 cu. yd. hopper, with dual, hydraulically driven, trailing arm sidebrooms, sweeper is powder coated from powder coatings chart 2003/N with powder coated gray undercarriage and including the standard features listed below.		

CHASSIS

0	1108914	2013 M2 DUAL (2010 EMISSIONS)	consult factory	
0	Special	2014 IH 4300 (2010 EMISSIONS)	consult factory	Special

CHASSIS MOUNTING CHARGE

0	1107511	M2 - CHASSIS ALTERATIONS	\$2,135	\$0.00
0	1106531	IH - CHASSIS ALTERATIONS	\$3,250	\$0.00
0	CSC-HANDLING	CUSTOMER SUPPLIED HANDLING CHARGE	\$2,500	\$0.00

NOTE: A BODY includes the cost of Elgin standard white finish paint. It does not however, include the price of the chassis.

NOTE: The chassis being supplied by a customer or dealer **must** comply completely with all Elgin requirements or the chassis will be modified at dealer's expense.

NOTE: For cost of sweeper mounted on any other chassis, consult factory.

NOTE: One year warranty on all Elgin supplied parts and labor. Consult your Elgin dealer for full warranty details.

STANDARD FEATURES

- Broom side, 46 "steel vertical digger 4 or 5 segment
- Broom side, air floating suspension with adjustable reach, air deploy
- Broom, main, 34" diameter, 60" wide prefab disposable
- Camera, Rear with in-cab monitor
- Conveyer chain, hardened with polyurethane sprockets
- Conveyer, 11 flight squeegee with rubber edging
- Conveyer, lift independent from main broom
- Conveyer, three piece replaceable wear plates
- Conveyor flush out system
- Conveyor raise in reverse
- Conveyer stall alarm
- Dirt shoes, heavy duty single row carbide steel (rubber isolated)
- Electric backup alarm
- Hopper inspection door
- Hopper, 4.5 cu yd with window and skylight
- Hopper up indicator and beep
- Hopper, variable high dump, 9'6", 4.5 yard
- Hose, hydrant fill, 16'8" (5080 mm) with strainer and coupling
- Hydraulic oil level gauge w/ external thermomenter and in-cab level light
- Hydraulic system, load sensing with selectable transmission driven PTO pump



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-----ALARMS/INDICATORS-----				
0	1072751	ECCO SA940 SMART ALARM (ILO of STD)	\$240.00	\$0.00
0	1101528	LATCHING ELEVATOR REVERSE AND ALARM	\$225.00	\$0.00
0	1104970	HOPPER UP CONSTANT ALARM	\$325.00	\$0.00
0	1104705	HOPPER FULL INDICATOR	\$625.00	\$0.00

-----AUTO LUBE-----				
0	1101559	MIDWEST AUTO LUBE - SWEEPER ONLY	\$4,335.00	\$0.00

-----ADDITIONAL MANUALS-----				
0	0701681	BROOM BEAR OPERATORS MANUAL	\$65.00	\$0.00
0	0702461	BROOM BEAR SERVICE MANUAL	\$235.00	\$0.00
0	0702241	BROOM BEAR PARTS BOOK	\$350.00	\$0.00

-----BROOMS-----				
0	1035616	DOUBLE WRAP MAIN BROOM	\$425.00	\$0.00
0	1035617	POLY/WIRE WAFER MAIN BROOM	\$495.00	\$0.00
0	1035618	POLY WAFER MAIN BROOM	\$325.00	\$0.00
0	1035619	WIRE WAFER MAIN BROOM	\$330.00	\$0.00
0	1035621	(1) ALUMINUM SIDEBROOM SEGMENT PER SIDE	\$450.00	\$0.00
0	1035921	CABLE WRAP CORE ASSEMBLY	\$650.00	\$0.00
0	1058156	STRIP MAIN BROOM (MILWAUKEE)	N/C	\$0.00
0	1058158	STRIP MAIN BROOM (URB)	N/C	\$0.00
0	1077151	URB STRIP MAIN BROOM W/CENTER SWEEP MANDREL	N/C	\$0.00
0	1095046	ALUMINUM SIDEBROOM SEGMENTS - BLUE STEEL	\$510.00	\$0.00
0	1109605	EXTENDED REACH RIGHT HAND SIDEBROOM	\$1,285.00	\$0.00
0	1109606	EXTENDED REACH RIGHT AND LEFT HAND SIDEBROOM	\$1,750.00	\$0.00
0	SPECIAL	DEDUCT MAIN BROOM FILLER	-\$365.00	\$0.00
0	SPECIAL	DEDUCT MAIN BROOM & CORE	-\$435.00	\$0.00
0	SPECIAL	BROOM, TUFT STRIP (ILO STD)	N/C	\$0.00

-----DECALS-----				
0	1102781	RED DECALS - BROOM BEAR	N/C	\$0.00
0	1102782	WHITE DECALS - BROOM BEAR	N/C	\$0.00
0	1101037	SLOW MOVING VEHICLE SIGN	\$105.00	\$0.00

-----GAUGES-----				
0	1101379	BROOM HOUR METERS	\$350.00	\$0.00
0	SPECIAL	HYDRAULIC OIL TEMP GAUGE (IN CAB)	\$325.00	\$0.00

-----HOPPER-----				
0	SPECIAL	HOPPER INTERIOR LIGHT	\$705.00	\$0.00
0	1104503	LIFELINER HOPPER SYSTEM W/WARRANTY	\$3,940.00	\$0.00
0	1101951	STAINLESS STEEL HOPPER	\$10,200.00	\$0.00

-----LIGHTS-----				
0	1103552	PACKAGE 1: SINGLE REAR/SINGLE HOPPER BEACON; INCANDESCENT WITH GUARD	\$1,470.00	\$0.00
0	1103553	PACKAGE 2: SINGLE REAR/SINGLE HOPPER BEACON; LED WITH GUARD	\$1,695.00	\$0.00
0	1103532	PACKAGE 3: DUAL REAR/SINGLE HOPPER BEACON; INCANDESCENT WITH GUARD	\$2,065.00	\$0.00
0	1103533	PACKAGE 4: DUAL REAR/SINGLE HOPPER BEACON; LED WITH GUARD	\$2,250.00	\$0.00
0	1103535	PACKAGE 5: DUAL REAR/SINGLE HOPPER BEACON; INCANDESCENT WITH GUARD & ARROWSTICK	\$3,250.00	\$0.00



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-----LIGHTS CONTINUED-----

0	1103536	PACKAGE 6 : DUAL REAR/SINGLE HOPPER BEACON; LED WITH GUARD & ARROWSTICK	\$3,430.00	\$0.00
0	1104618	PACKAGE 7 : SINGLE REAR/SINGLE HOPPER MOUNT AND GUARD - W/O BEACON	\$1,455.00	\$0.00
0	1104619	PACKAGE 8 : DUAL REAR/SINGLE HOPPER MOUNT AND GUARD - W/O BEACON	\$1,815.00	\$0.00
0	1102735	PACKAGE A : LED STOP/TAIL/TURN/REAR ID/CLEARANCE LIGHTS	\$280.00	\$0.00
0	1102759	PACKAGE B : REAR MOUNTED ARROWSTICK	\$1,475.00	\$0.00
0	1102736	PACKAGE C : (2) REAR LOW MOUNTED OVAL AMBER LED FLASHERS	\$375.00	\$0.00
0	1103898	PACKAGE D : (2) REAR HIGH MOUNTED OVAL AMBER LED FLASHERS	\$510.00	\$0.00
0	1104560	REAR FLOOD LIGHT - LEFT HAND MOUNT	\$125.00	\$0.00
0	1104973	REAR FLOOD LIGHT - TOP CENTER	\$170.00	\$0.00
0	1104481	ARROWBOARD - REAR	\$1,500.00	\$0.00

-----PAINT-----

0	4810001	PAINTE SWEEPER STANDARD WHITE	N/C	\$0.00
0	4811003	PAINTE SWEEPER YELLOW RAL 1003	\$460.00	\$0.00
0	4811007	PAINTE SWEEPER YELLOW RAL 1007	\$460.00	\$0.00
0	4811018	PAINTE SWEEPER YELLOW RAL 1018	\$460.00	\$0.00
0	4811023	PAINTE SWEEPER YELLOW RAL 1023	\$460.00	\$0.00
0	4811037	PAINTE SWEEPER YELLOW RAL 1037	\$460.00	\$0.00
0	4812008	PAINTE SWEEPER ORANGE RAL 2008	\$460.00	\$0.00
0	4812009	PAINTE SWEEPER ORANGE RAL 2009	\$460.00	\$0.00
0	4816018	PAINTE SWEEPER GREEN RAL 6018	\$460.00	\$0.00
0	SPECIAL	PAINTE SWEEPER OTHER RAL THAN ABOVE	\$1,225.00	\$0.00
0	SPECIAL	PAINTE SWEEPER OTHER THAN ABOVE	\$3,705.00	\$0.00
0	1069927	ANTI GRAFFITI COATING	\$3,600.00	\$0.00

-----PM10 OPTIONS-----

0	1106139	PM10 COMPLIANT (RULE 1186)	\$2,710.00	\$0.00
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-----SAFETY-----

0	1104991	REMOVE REAR CAMERA	N/C	\$0.00
0	1095548	LEFT HAND SIDE CAMERA	\$470.00	\$0.00
0	9306848	TRIANGLE REFLECTIVE FLARES (3)	\$65.00	\$0.00

-----SWEEPER OPTIONS-----

0	1100660	LEFT HAND SIDEBROOM TILT	\$1,090.00	\$0.00
0	1100656	RIGHT HAND SIDEBROOM TILT	\$1,090.00	\$0.00
0	1101385	RUBBER MOUNTED CARBIDE DRAG SHOES TWO-ROW (ILO STD)	\$375.00	\$0.00
0	1102732	RUBBER DRAG-SHOES (ILO STD)	\$105.00	\$0.00
0	SPECIAL	BORON DRAG-SHOES (ILO STD)	\$115.00	\$0.00
0	1104997	IN-CAB VARIABLE SPEED AND REVERSING BROOM CONTROL	\$1,890.00	\$0.00
0	1104990	VARIABLE SPEED CONVEYOR	\$1,000.00	\$0.00



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-----TOOLS/TOOLBOXES-----

0	1053426	TOOL KIT	\$565.00	\$0.00
0	1057687	TOOL BOX W/TOOLS	\$635.00	\$0.00
0	1036150	HYDRANT WRENCH	\$75.00	\$0.00

-----WATER SYSTEM-----

0	1032484	25' WATER FILL HOSE (ILO 16" 8")	\$155.00	\$0.00
0	1104699	WASHDOWN SYSTEM	\$1,150.00	\$0.00
0	1108053	WIDE FRONT SPRAY BAR	\$930.00	\$0.00
0	1102495	WATER PUMP - 80 PSI	\$1,875.00	\$0.00
0	1108830	AIR PURGE FOR WATER SYSTEM	\$325.00	\$0.00

---M2 CHASSIS OPTIONS---

0	0704005	M2 PARTS BOOK	\$385.00	\$0.00
0	0704006	M2 OPERATOR BOOK	\$40.00	\$0.00
0	0704007	M2 SERVICE MANUAL	\$310.00	\$0.00
0	1071235	FUEL CAP SAFETY LOCK	\$210.00	\$0.00
0	1075400	AM/FM/CD RADIO	\$775.00	\$0.00
0	1080756	FENDER MOUNTED MIRROR-LEFT HAND	\$480.00	\$0.00
0	1080977	12" CONVEX MIRRORS (ILO STD 8")	\$285.00	\$0.00
0	1081188	SPARE CHASSIS KEY	\$30.00	\$0.00
0	1081364	HEATED MIRRORS REMOTE CONTROLLED	\$2,750.00	\$0.00
0	1081365	IN CAB AIR FILTER RESTRICTION INDICATOR	\$765.00	\$0.00
0	1081745	(2) BOSTROM 905 VINYL MID-BACK	\$1,290.00	\$0.00
0	1081746	(1) BOSTROM 905 VINYL MID-BACK	\$810.00	\$0.00
0	1081747	(2) BOSTROM AIR 905 CLOTH HI-BACK	\$1,750.00	\$0.00
0	1081748	(1) BOSTROM AIR 905 CLOTH HI-BACK	\$960.00	\$0.00
0	1081901	SPARE TIRE & WHEEL, BALANCED	\$940.00	\$0.00
0	1081909	SINGLE ARM REST - VINYL	\$340.00	\$0.00
0	1081910	DUAL ARM REST - VINYL	\$650.00	\$0.00
0	1081911	SINGLE ARM REST - CLOTH	\$340.00	\$0.00
0	1081912	DUAL ARM REST - CLOTH	\$650.00	\$0.00
0	1081956	DAYTIME RUNNING LIGHTS	\$1,000.00	\$0.00
0	1090653	DUAL AIR HORNS	\$1,100.00	\$0.00
0	1101560	MIDWEST AUTOLUBE - SWEEPER/TRUCK	\$6,375.00	\$0.00
0	1101567	2 1/2 LB. FIRE EXTINGUISHER	\$190.00	\$0.00
0	1101568	5 LB. FIRE EXTINGUISHER	\$210.00	\$0.00
0	1103560	FRONT SPRAY BAR	\$580.00	\$0.00
0	1104130	MASTER BATTERY SWITCH	\$480.00	\$0.00
0	4820001	CAB STANDARD WHITE	N/C	\$0.00
0	SPECIAL	VOGEL AUTOLUBE - SWEEPER/TRUCK	\$11,095.00	\$0.00
0	1063734	M2 (IN STOCK) CAB SPECIAL COLOR	\$3,375.00	\$0.00
0	SPECIAL	TRUCK RIMS - ALL	\$960.00	\$0.00

-----NAVISTAR CHASSIS OPTIONS-----

0	4820001	CAB STANDARD WHITE	N/C	\$0.00
0	1063731	NAV CAB PAINTED SPECIAL COLOR	\$3,375.00	\$0.00
0	SPECIAL	TRUCK RIMS - ALL	\$960.00	\$0.00
0	1083429	SPARE TIRE & WHEEL, BALANCED	\$925.00	\$0.00
0	1086733	LEFT HAND FENDER MOUNTED MIRROR	\$480.00	\$0.00
0	1089699	5 LB. FIRE EXTINGUISHER	\$210.00	\$0.00
0	1091761	EXTRA KEY	\$45.00	\$0.00
0	1091770	(2) ELECTRIC & (1) AIR HORN	\$1,155.00	\$0.00
0	1097641	NATIONAL AIR RIDE SEAT - PASSENGER SIDE - VINYL	\$1,915.00	\$0.00
0	1097642	NATIONAL AIR RIDE SEAT-PASSENGER SIDE- VINYL W/ARM REST	\$2,040.00	\$0.00
0	1097643	NATIONAL AIR RIDE SEAT-PASSENGER SIDE - CLOTH	\$2,040.00	\$0.00
0	1097644	NATIONAL AIR RIDE SEAT-PASSENGER SIDE- CLOTH W/ARM REST	\$2,165.00	\$0.00
0	1097645	NATIONAL AIR RIDE SEAT - DRIVER SIDE - VINYL	\$1,915.00	\$0.00
0	1097646	NATIONAL AIR RIDE SEAT - DRIVER SIDE - VINYL W/ARM REST	\$2,040.00	\$0.00
0	1097647	NATIONAL AIR RIDE SEAT - DRIVER SIDE - CLOTH	\$2,040.00	\$0.00
0	1097648	NATIONAL AIR RIDE SEAT - DRIVER SIDE - CLOTH W/ARM REST	\$2,345.00	\$0.00
0	1099317	(1) ELECTRIC HORN	\$275.00	\$0.00



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-----FREIGHT RATES-----

0	FRT-118-001	SELF SHIPPING DOCK CHARGE	\$595.00	\$0.00
0	FRT-118-002	FREIGHT-IL,WI,IA,IN,MI,MN,KY	\$1,310.00	\$0.00
0	FRT-118-003	FREIGHT-TN,WV,PA,NY	\$2,850.00	\$0.00
0	FRT-118-004	FREIGHT-NH,VT,ME	\$3,555.00	\$0.00
0	FRT-118-005	FREIGHT-NEW YORK CITY	\$4,110.00	\$0.00
0	FRT-118-006	FREIGHT-ND,SD,NE,OK,KS,AR,AL,MO	\$2,715.00	\$0.00
0	FRT-118-007	FREIGHT-AZ,UT	\$5,390.00	\$0.00
0	FRT-118-008	FREIGHT-CA,NV,ID,OR,WA	\$6,730.00	\$0.00



PROPOSAL
May 13, 2013

TO: City of Sacramento
5730 24th Street
Building 1
Sacramento, CA 95822

ATTN: Mr. Christopher Kerhulas
Mr. Ernesto Martinez

Owen Equipment Company is pleased to provide the following NJPA Cooperative Purchasing Proposal (NJPA Contract #03170-FSC) for your consideration.

THREE (3) NEW ELGIN CNG BROOM BEAR-HIGH DUMP-DUAL SWEEPERS

Hydraulically Driven Side Brooms, Variable Height, Right Side Dumping Hopper. Sweeper Is Painted White with a Powder Coated Gray Undercarriage Mounted On 2014 M2 112 CNG POWERED 33,000 GVWR Freightliner Chassis. CUM ISL G 320 HP @ 2000 RPM, 2200 GOV, 1000 LB/FT@1300 RPM

Unit to Include the Following Standard and Optional Equipment.

Standard Equipment Included

- ✓ Broom side, 46" steel vertical digger
- ✓ Broom side, air floating suspension with adjustable reach, air deploy
- ✓ Camera, Rear with in-cab monitor
- ✓ Conveyor chain, hardened with polyurethane sprockets
- ✓ Conveyor, 11 flight squeegee with rubber edging
- ✓ Conveyor, lift independent from main broom
- ✓ Conveyor, three piece replaceable wear plates
- ✓ Conveyor flush out system
- ✓ Conveyor stall alarm
- ✓ Electric Back Up Alarm
- ✓ Hopper Inspection Door
- ✓ Hopper 4.5 cu yard with window and skylight
- ✓ Hopper Up indicator and beep
- ✓ Hopper Variable High Dump, 9'6", 4.5 Yard
- ✓ Hose, hydrant fill, 16' 8" with strainer and coupling
- ✓ Hydraulic oil level gauge with external thermometer and in-cab level light
- ✓ Hydraulic System load sensing with selectable transmission driven PTO pump
- ✓ Lights, Automatic Backup
- ✓ Lights, Combination, Tail/Stop Lights, Separate Amber Signal
- ✓ Lights, Flood Light, One Per Broom
- ✓ Manuals, operator and parts
- ✓ Rear broom cover and anti-carryover wrap
- ✓ Rear broom spray bar
- ✓ Rear Broom hand flood light
- ✓ Reflectors, set of 6
- ✓ Side broom speed control, external to cab
- ✓ Sweep resume / raise in reverse
- ✓ Tactile Controls For All Sweep Functions
- ✓ Tool Storage
- ✓ Water Tank Molded Polyethylene, 360 Gallon Total Nominal Capacity
- ✓ Water Fill Hose
- ✓ Water Level Indicator In Cab
- ✓ Water Spray, Anti Siphon Fill

Optional Equipment Included

- ✓ CNG Broom Bear Service Manual
- ✓ CNG Broom Bear Operators Manual
- ✓ CNG Broom Bear Parts Book
- ✓ M2 Parts Book
- ✓ M2 Operator Book
- ✓ M2 Service Book

Portland 12831 NE Whitaker Way • PO Box 30959 • Portland, OR 97294

(503) 255-9055 • fax (503) 256-3880

Kent 848 3rd Ave South • Kent, WA 98032

(253) 852-5819 • fax (253) 852-8913

www.owenequipment.com



- ✓ LED Stop/Tail/Turn Lights
- ✓ (2) Rear High Mounted Oval Amber LED Flashers
- ✓ Rear Flood Light Top Center
- ✓ Left Hand Side broom Tilt
- ✓ Right Hand Side Broom Tilt
- ✓ In-Cab Variable Speed/Reversing Broom Control
- ✓ PM 10 Compliant (Rule 1186)
- ✓ AM/FM Radio with CD/Bluetooth
- ✓ Heated Remote Mirrors, Right/Left
- ✓ Fender Mounted Left hand/Right hand mirror
- ✓ Front Spray Bar (wide)
- ✓ 5 LB. Fire Extinguisher
- ✓ LED Arrow Stick mounted on Rear of unit
- ✓ 1 ea Rear LED Strobe with Limb Guard
- ✓ 1 ea Front LED Strobe with Limb Guard
- ✓ RH, LH Air Seat w/armrests
- ✓ Hydrant Wrench
- ✓ Midwest Auto Lube- Sweeper only
- ✓ Right Hand Side Camera (gutter broom visible)
- ✓ 12" Convex Mirrors
- ✓ In-Service training- Operator(s); 8 hours orientation of machine systems and operation. Mechanic(s); 8 hours training on daily, weekly, and monthly service intervals as required by manufacturer, as well as broom adjustment and replacement

LIST PRICE PER UNIT (NOT INCLUDING SALES TAX).....\$ 340,245.00

NJPA UNIT PRICE.....\$ 306,577.56

DELIVERY TO CUSTOMER..... INCLUDED

TRAINING, OPERATOR, MECHANICAL..... INCLUDED

SALES TAX (8.5%)..... \$ 26,059.09

TOTAL PRICE PER UNIT; FOB SACRAMENTO, CA..... \$ 332,636.655

TOTAL PRICE FOR THREE (3) UNITS, FOB, SACRAMENTO, CA..... \$ 997,909.95

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PROPOSER QUESTIONNAIRE

Form A

Proposer Name: **Federal Signal Corporation - Parent Company**

Environmental Solutions Group (ESG Division) consisting of Elgin Street Sweeper Company and Vactor Manufacturing.

Questionnaire completed by: **Tom Sybilrud – Regional Sales Manager.**

Please provide an answer to all questions below and address all requests made in this RFP. Please use the Microsoft Word document version of this questionnaire to respond to the questions contained herein. Please provide your answer to each question indented below the question. Please supply any applicable supporting information and documentation you feel appropriate in addition to answers entered to the Word document. Please place your proposal response in a three-ringed binder tabbed as indicated below. Two complete copies are required. All information must be typed, organized, and easily understood by evaluators. Please limit your answer and documentation as they directly relate to this RFP.

INSIDE FRONT COVER (pocket or 3-ringed binder sleeve)

- **Original executed forms D, E, H & I.**
- **Electronic submission of proposal (CD).**
- **Bid Security (or Cashier's Check)**
- **Certificate of Insurance**

Tab 1: Company Information

- 1) Provide the full legal name, address, and telephone number for your business.
Federal Signal Corporation
1415 W. 22nd Street
Suite 1100
Oak Brook, IL 60523
630-954-2000
- 2) Provide contact information for the primary contact person from your business relating to this RFP.
(Form B)
Form B is attached
- 3) Provide a brief history of your company that includes its goals and philosophy.

Corporate Mission:

Federal Signal Corporation (NYSE: FSS) enhances the safety, security and well being of communities and workplaces around the world. Founded in 1901, Federal Signal is a leading global designer and manufacturer of products and total solutions that serve municipal, governmental, industrial and institutional customers.

Federal Signal Environmental Solutions Group:

As we embark on the 21st century, we are faced with many new opportunities and challenges providing the necessary cleaning and maintenance services to our cities, airports and industries in an environmentally friendly manner. With clean air and clean water at the forefront of today's concerns - now is the time to think about how the environmental risks will affect communities, business and government worldwide. To meet these challenges, Federal Signal Corporation has created the **Environmental Solutions Group**. This group includes industry leading solutions from **Elgin Sweeper Company and Vector Manufacturing** each with a large, innovative and productive line of environmental cleaning products. Our mission is to enhance the safety, security and well-being of communities and workplaces around the world.

- 4) Provide profiles and an organizational chart for key sales and marketing executives of your company that will oversee the implementation and operation of a Contract resulting from this RFP.
Tom Sybilrud – Regional Sales Manager
- 5) How long has your company has been in the **PUBLIC UTILITY VEHICLES AND/OR SERVICES, APARATUS, EQUIPMENT AND/OR ACCESSPRIES**, industry?
Elgin Sweeper Company has been cleaning roadways since 1914 – picking up and disposing harmful debris before it contaminates surface runoff and accumulates into roadside pollution. Today Elgin is the leading manufacturer of sweepers for municipal, contractor, airport and industrial sweeping needs. Elgin Sweeper offers the world's broadest selection of street sweepers and includes all variations of today's sweeping technology – mechanical, vacuum, and regenerative air, and now waterless dust control, PM10-compliance, and alternatively fueled sweepers. Elgin Sweeper is leading the way for testing sweeper effectiveness and for BMP qualification. From general street maintenance to special industrial and airport applications, Elgin puts its customers in the sweeper that best meets their needs.

Vector Manufacturing, located in Streator, IL, is a world leader in high quality sewer cleaning solutions. For more than 45 years Vector has been advancing their expertise in air conveyance and high pressure water. They started with agricultural conveyor products that lead in to engineering and manufacturing quality products for sewer cleaning, line jetting, vacuum excavating and glycol recovery. Vector products feature a unique "modul-flex" design and Vector's exclusive Jet Rodder water pump, designed for the most efficient use of water. Vector Manufacturing is ISO9000 and ISO14001 certified and takes pride in enhancing the well being of workplaces and communities around the world.

- 6) Is your organization best described as a manufacturer or a distributor/dealer/re-seller for a manufacturer of the products and services being proposed?
 - a) If the Proposer is best described as a re-seller, manufacturer aggregate, or distributor, please provide evidence of your authorization as a dealer/re-seller/manufacturer aggregate for the manufacturer of the products you are proposing.
 - b) If the Proposer is best described as a manufacturer, please describe your relationship with your sales/service force and/or Dealer Network in delivering the products and services proposed. Are these people your employees, or the employees of a third party?
Both Elgin and Vector are sold and serviced through a network of more than 100 factory Trained dealer locations worldwide. They are not employees of the Federal Signal Corporation.
- 7) For public companies, provide your most recent annual report to shareholders.
http://www.federalsignal.com/AnnualReports_2104.asp
Annual reports – 2009 is not completed yet – all previous years can be viewed at the above Web address.
- 8) For private companies, provide your most recent year-end financial statements, your bond rating, and/or a credit reference from your bank.

Tab 2: Industry-Marketplace Successes

- 1) List and document recent industry awards and recognition.
Not applicable
- 2) Supply three references/testimonials from customers similar to NJPA Members. Please include the customer's name, contact, and phone number.
City of Hurst, TX
Bubba Moore
817-788-7205
City of Beaumont, TX
Jeff Chavez
409-842-5885
City of Alice, TX
Rick Quintana
361-664-0674
- 3) Provide names and addresses of the top five (5) governmental or education customers and dollar volumes from the past year. **Confidential**
- 4) Provide documentation indicating the total dollar volume for each of your sales to government, education, and non-profit agencies for the last three (3) fiscal years. **Confidential**.

Tab 3: Proposer's ability to sell and service nationwide.

- 1) Please describe your **sales force** in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale of the products/services contemplated in this RFP? a) Are these individuals your employees, or are they employees of a third party?
Environmental Solutions Group (ESG) Sales division consists of a Director of Sales with eight Regional Sales Managers (RSM) reporting to him. Each RSM has a Dealer network within their respective territory that is managed by the RSM. As previously stated, the Dealer network is a third party.
- 2) Please describe your **service force** in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale of the products/services contemplated in this RFP? a) Are these individuals your employees, or are they employees of a third party?
ESG Parts and Service division consists of a Director of Parts and Service with five Regional Parts and Service Managers (RPSM). Each RPSM has a Dealer network within their respective territory that is managed by the RPSM. As previously stated, the Dealer network is a third party.
- 3) Describe in detail your customer service program regarding process and procedure. Please include, where appropriate, response time commitments.
Any sale or servicing of equipment to the NJPA member will be conducted through our Dealer network. All paperwork (i.e. Purchase Orders, Warranty Claims, etc) will be submitted by the NJPA member to the ESG Dealer. The ESG Dealer network is a well established group of first class organizations having a vast array of knowledge and experience in the municipal equipment market.
- 4) Identify any geographic areas or NJPA market segments of the United States you will **NOT** be serving through the proposed contract.
NONE.
- 5) Identify any of NJPA Member segments you will NOT be serving? (Government, Education, Non-profit)
We will sell an Elgin Street Sweeper or Vactor Combination Sewer Truck to anyone in need of our equipment.

Tab 4: Marketing Plan

- 1) Describe your training program for both greet-the-public and sales management levels relating to a NJPA award.

The majority of the ESG Dealer Network is familiar with Cooperative Purchasing Programs. We would promote this program in a different manner based on the fact that Elgin Street Sweepers and Vactor Combination Sewer Trucks are exclusive.
- 2) Describe your general marketing program strategy to promote the proposed Contract nationally.

ESG has annual Sales Meetings for our Dealer network. We would welcome a NJPA representative to attend the meeting and present the program to our Dealers. In addition, we will have a section for the NJPA program on our Dealer web site.
- 3) Describe your marketing material, and overall marketing ability, relating to promoting this type of partnership and contract opportunity. As much as possible, please send marketing materials in electronic format only to save paper.

ESG marketing literature is available on the dealer and public sites for NJPA members to download electronic copies. We also participate in a very active PR program, do direct mailings, attend tradeshow, write and publish application stories – all of the traditional Marketing Communication tactics that could be applied to promoting this new program to the extent that is required/necessary/etc.
- 4) Describe your use of technology and the internet to provide marketing and product awareness.

Elgin Sweeper Company and Vactor Manufacturing have embraced the use of technology in five primary ways that would impact marketing and product awareness:

 1. Public Websites – we employ a webmaster and staff that make updating and improving the public websites a priority – information about national cooperative purchasing programs would be listed
 2. Dealer Website – we have a secure dealer website that is constantly updated with new program, promotional and product information that is relevant – all programs, such as the national cooperative purchasing program would be listed and supported
 3. ESGU – we have an on-line “University” / training curriculum and system that allow us to produce on-line classes and learning modules, hold meetings, and collaborate.
 4. E-Newsletter – we currently have a monthly newsletter that updates the dealers on new information they should be aware of, new marketing updates, etc.
 5. Big machines configurator – both Elgin and Vactor will have an on-line configurator available to the dealers to build customer products for presentation and proposals as well as eventual order entry and production planning.
- 5) Describe your perception of NJPA’s role in marketing the partnership and your products/services.

We would expect NJPA to support the ESG product line and supply us with information and materials making it the most advantageous cooperative purchasing program in the country.
- 6) Describe the unique quality of the products/services in your proposal in relationship to others available in the market.

Both Elgin and Vactor are the # 1 manufacturer in their respective industry.

Tab 5: Value Added Attributes

- 1) Describe any training programs available as options for members.
ESG offers hands on training programs to our end users at both the Elgin and Vactor facilities. These classes are geared primarily towards new customers. In addition, our Dealer network has annual product training programs (“Refresher classes”) held at their facilities for their area customers.
- 2) Describe technological advances your proposal products/services offer.
Both Elgin and Vactor offer our various models in Alternative Fuel configurations.
- 3) Describe your “Green” program as it relates to your company, your products, and your recycling program, including a list of all green products accompanied by the certifying agency for each.

Factory based recycling initiatives:

Elgin

1. Recycle Steel
2. Recycle Aluminum
3. Recycle Copper
4. Recycle Cardboard
5. Recycle Bulk Plastic
6. Recycle Oil/Coolant
7. Recycle Wood Pallets
8. Have some returnable pallets
9. Cleaning agent of choice is “Simple Green”
10. Fluorescent bulbs recycled
11. Powder Coat Paint – no VOC’s
12. Run Energy Efficient Compressors (Variable Drive)
13. Run Energy Efficient Boilers (Localized heating)
14. Have ability to run air compressors on natural gas
15. Recycle Computer equipment
16. Dispose of hazardous and non-hazardous waste efficiently
17. Plan to implement energy management system
18. An environmentally sound spill clean-up program that minimizes waste is in place
19. Old batteries are recycled
20. Re-circulate water in Pelican line water testing
21. Installed flushless toilets and faucets
22. Participate in ComEd Curtailment program (not all companies can or do)

Vactor

1. White Office Paper
2. Colored Paper
3. Computer Paper
4. Envelopes And Junk Mail Minus The Plastic Wrap
5. Newsprint
6. Glossy Magazines, Catalogs And Phone Books
7. Wire
8. Cans
9. All Grades Of Scrap Steel Incl. Carbon Steel, Stainless Steel, Aluminum, & Shavings From Machinery Work
10. Solvent From Painting Operations
11. Vactor diverts broken pallets to new pallet vendor that have historically gone to the landfill. These pallets will be broken down with lumber reused to build new pallets or shredded for landscaping mulch. Twenty-five percent of our total garbage tonnage the last couple of years has been wood waste so this should prove to be a worthwhile effort, not to mention it’s the right thing to do. If you see anyone pitching a broken pallet into the garbage hoppers please remind them they go to the center yard for sorting instead.
Cardboard baler to use for recycling cardboard.

- 4) Describe any Women or Minority Business Entity (WMBE) or Small Business Entity (SBE) accreditations of your organization directly involved in a Contract resulting from this RFP.
Not Applicable.
- 5) Identify any other unique or custom value added attributes.
Both Elgin and Vactor are American made products.
- 6) Identify any service contract options included in the proposed price, or offered as a proposed option, for the products or services being offered.
Any proposed Service Contract would be discussed between the ESG Dealer and NJPA member.
- 7) Identify your ability and willingness to service Canada specifically and internationally in general.
Both Elgin and Vactor are sold and serviced through a network of more than 100 factory trained dealer locations worldwide.
- 8) Describe any unique distribution method employed in your proposal.
Not Applicable.

Tab 6: Payment Terms and Financing Options

- 1) Identify your payment terms.
Payment terms are determined between the ESG Dealer and NJPA member.
- 2) Identify any applicable leasing or other financing options as defined herein.
Available leasing programs are determined between the ESG Dealer and NJPA member.
- 3) Briefly describe your proposed order process for this proposal and contract award. (Note: order process may be modified or refined during an NJPA member's final Contract phase process).
NJPA member submits a Purchase Order to the ESG Dealer with payment made by the NJPA member to the ESG Dealer.

Tab 7: Warranty

- 1) Describe, in detail, your Warranty Program including conditions to qualify, claims procedure, and overall structure.
Standard Warranty is for 12 months on the complete unit, but certain components have longer standard warranties.
These are identified in our Standard Limited Warranty Statement. The Statement also defines start date, application, etc. Units are registered for warranty in our on-line warranty system. Claims are filed by the FSESG Service provider within this system, as well. Additionally, the FSESG Service Parts and Warranty Guide is published on the ESG Dealer website, and contains claim submission standards, and guidelines for conducting warranty repairs.
- 2) Do all warranties cover all material and labor?
All Standard Warranties include material and Labor to either repair or replace, at our option.
- 3) Do warranties impose usage limit restrictions?
Standard Limited Warranty is based on days in service only. There is no restriction on operating hours.
- 4) Do warranties cover the technicians travel time to perform warranty repairs?
ESG dealers are compensated for travel up to 3 hours round trip, per reasonably required trip.
- 5) Please list any other limitations or circumstances that would not be covered under your warranty.
Such conditions are defined in the Standard Limited Warranty Statement, such as customer abuse, lack of proper maintenance, etc.
- 6) Please list any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs. How do NJPA Members in these regions receive warranty work?
ESG dealer network covers all of the U.S. NJPA member works with ESG dealer in their respective area to receive warranty work.

Tab 8: Other Cooperative Procurement Contracts Held

- 1) Identify all cooperative governmental procurement contracts which are marketed in more than one state held or utilized by the Proposer. **Not Applicable.**
- 2) Identify all government or state procurement contracts held or utilized by the Proposer with any State of the United States. **HGAC, Texas BuyBoard.**
- 3) Identify any GSA Contracts held or utilized by the Proposer.
GS-30F-1012H
- 4) If you are awarded the NJPA contract, are there any market segments (e.g., higher education, county governments, etc.) or geographical markets where the NJPA contract will not be your primary contract purchasing vehicle? If so, please identify those markets and which cooperative purchasing agreement will be your primary vehicle.
We would sell a Street Sweeper and/or Sewer Cleaner to anyone in need of one.

Tab 9: Products/Services and Pricing

- 1) Provide a general narrative description of the products/services and services you are offering in your proposal.
Elgin Street Sweepers and Vactor Combination Sewer Cleaners.
 - 2) Provide a general narrative description of your pricing model identifying how the model works (line item and/or percentage discount).
Excel Spread sheets for both Elgin Street Sweepers and Vactor Combination Sewer Cleaners are listed in separate folders on the electronic (CD) version of this submittal. Each model has a base unit price with options listed as line items.
 - 3) Propose a strategy, process, and specific method of facilitating “Sourced Goods” solution as defined herein.
Not applicable. All Elgin Street Sweepers and Vactor Combination Sewer Cleaner models are included in this submittal.
 - 4) Provide an overall statement of method of pricing for individual line items, catalogs and category pricing with regard to all products/services and being proposed. Provide a SKU number for each item being proposed.
The end user is able to build a machine to meet their needs using the Excel Spreadsheet. Each model and all options have a part number.
 - 5) Provide a “CORE LIST” of products/services (as anticipated and defined by Proposer to meet or exceed the NJPA members needs) as a separate and named spreadsheet. Include special pricing, if any, on these items.
Not applicable. All Elgin Street Sweepers and Vactor Combination Sewer Cleaner models are included in this submittal.
 - 6) Provide, if any, your volume rebate programs.
Not applicable
 - 7) Identify any Total Cost of Acquisition (as defined herein) cost(s) which is **NOT** included “Pricing” submitted with your proposal response. Identify to whom these items are payable and their relationship to Proposer.
Any costs associated with the delivery of a piece of equipment to an NJPA member AFTER it has been delivered to the respective ESG dealer is negotiated between the ESG Dealer and the NJPA member. Such costs could be delivery from the ESG Dealer to the NJPA member, putting the unit into service, training, recommended spare parts list, etc.
 - 8) As an important part of the evaluation of your offer, you must indicate the level of pricing you are offering.
Prices offered in this proposal are:
 - _____ a. The same as typically offered to an individual municipality or school district.
 - b. The same as typically offered to cooperative procurement organizations or state purchasing departments.
 - _____ c. Better than typically offered to cooperative procurement organizations or state purchasing departments.(Your proposal will be considered “Non-Responsive” if this question is not answered
- 9) Do you offer quantity or volume discounts? YES NO Outline guidelines and program.
Any sort of discounting off of the pricing submitted is negotiated between the ESG Dealer and NJPA member.
- 10) Describe your shipping, exchange and return program(s) and policy(s). Also specifically identify those programs as they relate to Alaska and Hawaii.
Shipping of equipment is to the respective ESG Dealer. The unit is prepared for delivery to NJPA member. We ship equipment to anywhere in North America.
- 11) Identify the Proposer’s proposal for an administrative fee payable to NJPA for facilitation and promotion of the Contract opportunity invited here. This fee should be calculated as a percentage of Contract sales.
Due to the varying cost our equipment, we are proposing a flat fee of \$ 500.00 per transaction instead of a percent. The fee would be paid to NJPA by the ESG Dealer. This is in line with other cooperative purchasing programs we participate in.

Authorized Signature (Same signature as on Proposal Affidavit Signature and Acceptance Form)