

Meeting Date: 5/19/2015

Report Type: Consent

Report ID: 2015-00413

Title: Cooperative Purchase Agreement: Parks Mowers

Location: Citywide

Recommendation: Pass a Resolution 1) authorizing the City Manager or the City Manager's designee to increase the expenditure and revenue budgets in the Department of Public Works FY2014/15 operating budget (Fleet Fund, Fund 6501) in the amount of \$65,331; 2) approving the use of the National Intergovernmental Purchasing Alliance (NIPA) cooperative purchase agreement with The Toro Company (Contract No. 120535) for the purchase of two replacement mowers and one new additional mower in an amount not to exceed \$195,992; and 3) authorizing the City Manager or the City Manager's designee to execute the purchases specified above.

Contact: Iseña Garcia, Program Specialist, (916) 808-1163; Steve Barker, Interim Fleet Manager, (916) 808-6289, Department of Public Works

Presenter: None

Department: Public Works Department

Division: Fleet Management

Dept ID: 13001211

Attachments:

1-Description/Analysis

2-Resolution

3-Agreement

City Attorney Review

Approved as to Form

Kourtney Burdick

5/12/2015 9:27:21 AM

Approvals/Acknowledgements

Department Director or Designee: Jerry Way - 4/30/2015 6:23:34 PM

Description/Analysis

Issue Detail: The Department of Public Works (DPW), Fleet Management Division, has a customer requirement to purchase two replacement mowers and one new additional mower for the Department of Parks and Recreation (DPR), Parks Maintenance Division. The new additional mower is needed to provide services restored by Measure U.

Policy Considerations: The recommendations in this report are in accordance with City Code Chapter 3.56.

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 equipment and are not considered to be a project in accordance with Section 15378(b)(2) of the CEQA guidelines.

Sustainability: Not applicable

Commission/Committee Action: None

Rationale for Recommendation: After reviewing the available purchase options, Fleet Management has determined that using the cooperative purchase agreement with NIPA and The Toro Company represents the most advantageous purchasing strategy. The contract was competitively bid, and HGAC receives greater discounts from the manufacturer due to a higher purchase volume than the City would receive if issuing its own 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 purchase of three mowers in an amount not to exceed \$195,992 will be made from the DPW FY2014/15 operating budget (Fleet Fund, Fund 6501) and charged to DPR's Measure U multi-year operating project (MYOP) (180190302, Measure U, Fund 2401). The new additional mower will require an increase in the DPW expenditure and revenue budgets in the amount of \$65,331 because it is an addition to the fleet and is not yet budgeted for purchase in the Fleet Fund. Upon completion of the recommended budget adjustment, sufficient funds will be available in the FY2014/15 DPW operating budget to make the purchase. Sufficient Measure U funding is available in the DPR budget to support this purchase.

Local Business Enterprise (LBE): Turf Star, Inc., the local distributor for The Toro Company, is a LBE.

RESOLUTION NO. 2015-

Adopted by the Sacramento City Council

May 19, 2015

COOPERATIVE PURCHASE AGREEMENT: PARKS MOWERS

BACKGROUND

- A. The Department of Public Works (DPW), Fleet Management Division, has a customer requirement to purchase two replacement mowers and one new additional mower for the Department of Parks and Recreation (DPR), Parks Maintenance Division. The new additional mower is needed to provide services restored by Measure U.
- B. The recommended purchases will be made from the DPW FY2014/15 operating budget (Fleet Fund, Fund 6501), however an adjustment to the DPW operating budget is necessary because one of the mowers is an addition to the fleet and is not yet budgeted for purchase in the Fleet Fund. Upon completion of the recommended budget adjustment, sufficient funds will be available in the FY2014/15 DPW operating budget to make the purchase.
- C. In accordance with City Code Section 3.56.240, the City Manager, where advantageous to the City, may, by cooperative purchase agreements approved by the City Council, purchase supplies or nonprofessional services through legal contracts of other governmental jurisdictions or public agencies without separate competitive bidding by the City.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

- Section 1. The City Manager or the City Manager's designee is authorized to increase the expenditure and revenue budgets in the DPW FY2014/15 operating budget (Fleet Fund, Fund 6501) in the amount of \$65,331.
- Section 2. Using the cooperative purchase agreement with the National Intergovernmental Purchasing Alliance (NIPA) cooperative purchase agreement with The Toro Company (Contract No. 120535) for the purchase of two replacement mowers and one new additional mower in an amount not to exceed \$195,992 is approved.
- Section 3. The City Manager or the City Manager's designee is authorized to execute the purchases specified above.



Groundskeeping, Golf and Sports Field Maintenance Equipment
Executive Summary

Lead Agency: City of Tucson, AZ

RFP Issued: May 4, 2012

Date Open: June 12, 2012

Solicitation: RFP #120535

Pre-Proposal Date: May 22, 2012

Proposals Received: 3



Count on it.

Awarded to:

The City of Tucson, AZ Department of Procurement issued RFP #120535 on May 4, 2012 to establish a national cooperative contract for groundskeeping, golf and sports field maintenance equipment.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- City of Tucson, AZ website
- Hawaii Tribune–Herald, HI
- Daily Journal of Commerce, OR
- The State, SC
- The Olympian, WA
- National IPA website

On June 12, 2012 proposals were received from the following offerors:

- Jacobsen Textron Company
- R&R Products
- The Toro Company

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into interview and equipment demonstrations with the top two ranked firms, Jacobsen Textron Company and The Toro Company.

At the conclusion of the interviews and demonstrations, the evaluation committee individually scored and ranked the short-listed firms. As a result, the committee recommended entering into exclusive negotiations with the intent to award to the top ranked firm, The Toro Company.

The City of Tucson, AZ, National IPA and The Toro Company successfully negotiated a contract and the City of Tucson executed the agreement with a contract effective date of November 27, 2012.



Count on it.

Contract includes: Groundskeeping, golf and sports field maintenance equipment

Term:

Initial one year agreement from November 27, 2012 through November 26, 2013, with option to renew for four (4) additional one-year periods through November 26, 2017.

Pricing/Discount:

Discount off Toro MSRP for Commercial, Landscape Contract Equipment and Compact Utility Equipment.

Serviced and supported by local Toro distributors/dealers.

Value Added Services:

- Used equipment
- Financing options
- Smart Value Program volume incentive program

CONTRACT AMENDMENT

CITY OF TUCSON DEPARTMENT OF PROCUREMENT
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701
P.O. BOX 27210, TUCSON, AZ 85726
(520) 837-4137
ISSUE DATE: APRIL 10, 2015

CONTRACT NO.: 120535
CONTRACT AMENDMENT NO.: THREE (3)
PAGE 1 of 1
SA
CONTRACT OFFICER: JENN MYERS

THIS CONTRACT IS AMENDED AS FOLLOWS:

GROUNDSKEEPING, GOLF AND SPORTSFIELD MAINTENANCE EQUIPMENT

1. Per the Scope of Work, Section C. Service Requirements, Item 1. Financing, the following language shall be added to the contract:

Under the terms of this contract, the City or cooperative partners may lease, finance or use other lease/buy options to procure the products within this contract.

ALL OTHER PROVISIONS OF THE CONTRACT SHALL REMAIN IN THEIR ENTIRETY.

CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF AND UNDERSTANDING OF THE ABOVE AMENDMENT.


Signature _____ Date 9-13-15

Peter Whitacre, Sales Manager - State and Local Government
Typed Name and Title

The Toro Company
Company Name

8111 Lyndale Ave South
Address

Peter.whitacre@toro.com
Email Address

Bloomington MN 55420
City State Zip

THE ABOVE REFERENCED CONTRACT AMENDMENT
IS HEREBY EXECUTED THIS 13th DAY
OF April, 2015, AT TUCSON, ARIZONA.


As Director of Procurement and not personally

CONTRACT AMENDMENT

CITY OF TUCSON
DEPARTMENT OF PROCUREMENT
255 W. ALAMEDA, 6TH FLOOR
TUCSON AZ 85726-7210

CONTRACT NO. 120535-01
CONTRACT AMENDMENT NO. 2
PAGE 1
CONTRACT OFFICER: LLOYD B. WINDLE II/swb

THIS CONTRACT IS AMENDED AS FOLLOWS:

GROUNDSKEEPING, GOLF AND SPORTSFIELD MAINTENANCE EQUIPMENT

Pursuant to **Contract Number 120535-01** Special Terms and Condition, Paragraph 6, the City is hereby exercising its option to renew the contract for the time period of **November 27, 2014 through November 26, 2015.**

ALL OTHER PROVISIONS OF THE CONTRACT SHALL REMAIN IN THEIR ENTIRETY.

CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF AND UNDERSTANDING OF THE ABOVE AMENDMENT.

THE ABOVE REFERENCED CONTRACT AMENDMENT IS HEREBY EXECUTED THIS 27th DAY



Signature 10/27/14
Date

Darren Redetzke Vice President, Commercial Business

Typed Name and Title

The Toro Company

Company Name

8111 Lyndale Ave S

Address

darren.redetzke@toro.com

Email Address

Bloomington MN 55420

City State Zip

OF October, 2014, AT TUCSON, ARIZONA.



Marcheta Gillespie, C.P.M., CPPO, CPPB, CPM

As Director of Procurement and not personally

CONTRACT AMENDMENT

CITY OF TUCSON DEPARTMENT OF PROCUREMENT
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701
P.O. BOX 27210, TUCSON, AZ 85726
(520) 837-4105
ISSUE DATE: October 2, 2013

CONTRACT NO.: 120535
CONTRACT AMENDMENT NO.: ONE (1)
PAGE 1 of 1
SB
CONTRACT OFFICER: LLOYD B. WINDLE, II

THIS CONTRACT IS AMENDED AS FOLLOWS:

GROUNDSKEEPING, GOLF AND SPORTS FIELDS MAINTENANCE EQUIPMENT

Pursuant to Contract No. 120535-01, Special Terms and Conditions, Section 4, Term and Renewal, the City is hereby exercising its option to renew the contract for the period of November 27, 2013 through November 26, 2014.

ALL OTHER PROVISIONS OF THE CONTRACT SHALL REMAIN IN THEIR ENTIRETY.

CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF
AND UNDERSTANDING OF THE ABOVE AMENDMENT.

THE ABOVE REFERENCED CONTRACT AMENDMENT

IS HEREBY EXECUTED THIS 15 DAY
OF Oct, 2013, AT TUCSON, ARIZONA.

Darren Redetzke 10/15/2013
Signature Date
DARREN REDETZKE VICE PRESIDENT
Typed Name and Title

THE TORO COMPANY

THE TORO COMPANY
Company Name
8111 Lyndale Av S.
Address
Darren.Redetzke@toro.com
Email Address
Bloomington, MN 55420
City State Zip

Marcheta Gillespie
Marcheta Gillespie, C.P.M., CPPO, CPPB, CPM
as Director of Procurement and not personally

City of Tucson
Contract
For
Grounds Maintenance Equipment
With
The Toro Company

Effective: November 27, 2012

The following documents comprise the executed contract between the City of Tucson and The Toro Company, effective November 27, 2012:

- I. Signed Offer and Acceptance
- II. Negotiated Confirmation Letter dated November 9, 2012
- III. Toro's Response to Request for Best and Final Offer, October 29, 2012
- IV. Toro's Response to Request for Revise Offer, September 20, 2012
- V. Toro's Response to the Interview Agenda, September 6, 2012
- VI. Toro's Response to the Request for Proposal
- VII. The Terms and Conditions of the Request For Proposal, incorporated by reference

National Cooperative, Term and
Renewal, Scope and Pricing
language are found in the RFP

OFFER AND ACCEPTANCE

OFFER

TO THE CITY OF TUCSON:

The Undersigned hereby offers and shall furnish the material or service in compliance with all terms, scope of work, conditions, specifications, and amendments in the Request for Proposal which is incorporated by reference as if fully set forth herein.

For clarification of this offer, contact:

THE TORO COMPANY
Company Name

8111 LYNDALE AV. S.
Address

BLOOMINGTON MN 55420
City State Zip

[Signature]
Signature of Person Authorized to Sign

DARREN REDETZKE
Printed Name

VICE PRESIDENT
Title

Name: _____

Title: _____

Phone: _____

Fax: _____

E-mail: _____

ACCEPTANCE OF OFFER

The Offer is hereby accepted. The Contractor is now bound to sell the materials or services specified in the Contract. This Contract shall be referred to as Contract No. 120535.

Approved as to form this 27th day of Nov, 2012.

CITY OF TUCSON, a municipal corporation

Awarded this 26 day of November, 2012.

[Signature]
As Tucson City Attorney and not personally

[Signature]
As Director of Procurement and not personally

November 9, 2012

Mr. Pete Whitacre
The Toro Company
8111 Lyndale Ave. S.
Bloomington, MN 55420

*Sent this day via email to:
pete.whitacre@toro.com*

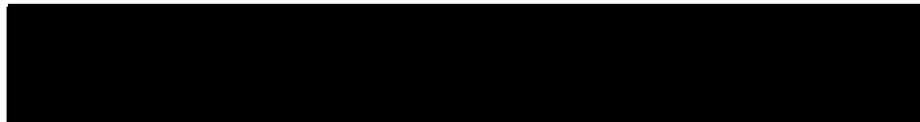
**RE: City of Tucson RFP #120535 -- Groundskeeping, Golf and Sports Field
Maintenance Equipment
Negotiation Confirmation Letter**

Dear Mr. Whitacre:

Based on previous discussions and negotiations, this letter serves as a request for confirmation that the statements below represent your firm's best and final offer to the City of Tucson regarding the subject solicitation. Specifically, you are asked to provide written confirmation by signing the concurrence line below. Points of agreement not identified below are not included in the offer. In the event there is any disagreement with this document or if there is other information that must be included in this document, The Toro Company must specify such in a written response to this request.

A. Negotiated Items:

The following agreement and clarifications have been made between the City of Tucson and The Toro Company with regard to Request for Proposal No. 120535.



2. Parts Pilot Program:
 - a. It is agreed that OEM and Performance Parts are included in this contract.
 - b. The pilot program is limited to the territory covered by Simpson Norton. If successful, the contract will be amended to add national coverage.
 - c. Additional details are contained in The Toro Company Revised Offer.
3. Price Lists: It is agreed that the discount off each product line is applied to the current MSRP. MSRP price lists are typically revised and published with an effective date of November 1.
4. Used Equipment: It is agreed that used equipment is included in the contract, but that no administrative fee is applicable. The authorized Toro distributors will provide pricing based on fair market value for available equipment.
5. Golf Irrigation: At this time, Golf Irrigation equipment is not included in the contract. The City is amenable to re-consider this product line during the term of the contract.
6. pCard: pCard is accepted for payment with a convenience fee allowable per Visa guidelines at the distributor level.
7. Payment Terms: Payment terms are Net 30. Late fees may be applicable.
8. Field Day: It is agreed that the City of Tucson's Toro Distributor shall conduct an annual field day for the City of Tucson to include in general a demonstration of equipment, education programs, training programs, etc. Similar programs could be provided by other participating Toro distributors for their respective agencies.

B. Order of Precedence:

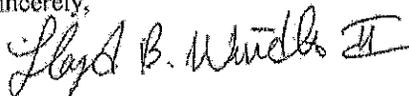
The following documents comprise the order of precedence of the executed contract.

1. Negotiated Confirmation Letter dated ~~October 30, 2012~~ *November 9, 2012*
2. Firm's Response to Request for Best and Final Offer
 - a. The Toro Company Best and Final Offer email and attachment dated October 29, 2012.
3. Firm's Response to Request for Revised Offer
 - a. The Toro Company Revised Offer Response email and attachment dated September 20, 2012.
4. Firm's Response to Interview Agenda
 - a. The Toro Company Interview Agenda Response email and attachment dated September 6, 2012.
5. Firm's Response to Request for Proposal
 - a. The Toro Company Request for Proposal Response.

Your response to this letter must be received by the City's Department of Procurement on or before November 13, 2012 at 4:00 PM local Arizona time.

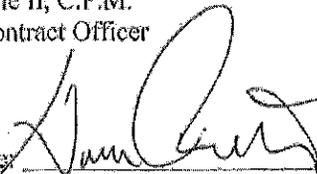
The City of Tucson appreciates your interest in this contract. If you should have any questions, please do not hesitate to contact me at (520) 837-4105.

Sincerely,



Lloyd Windle II, C.P.M.
Principal Contract Officer

Concurrence:



Darren Redetzke, Vice President

Date:

11/12/2012

c: File No. 120535

October 23, 2012

Mr. Pete Whitacre
The Toro Company
8111 Lyndale Ave. S.
Bloomington, MN 55420

Sent this day via email to:
pete.whitacre@toro.com

**RE: City of Tucson RFP #120535 – Groundskeeping, Golf and Sports Field
Maintenance Equipment
Request for Best and Final Offer**

Dear Mr. Whitacre:

Based on previous discussions and negotiations, this letter serves as a request for The Toro Company to submit a Best and Final Offer to include the items detailed below.

- A. As stated in the negotiations meeting, Toro has asked the City to make concessions that include a lower administrative fee on whole goods and a lower administrative fee on parts, with the parts program initially limited to a pilot program within the territory covered by Simpson Norton. Toro is positioned well for increased sales and higher margin under this contract; however, Toro has not offered equal considerations to the City. Provide Toro's Best and Final Offer for the following items:
1. The Administrative Fee for Whole Goods.
As discussed in our negotiation meeting, Toro agrees to a 2% administration fee on Whole Goods.
 2. The Administrative Fee for Parts (both performance parts and OEM parts). Toro proposed 1.75%; however, considering Toro's risk is limited given the parts program is a pilot program and limited to the Simpson Norton territory, the City requests 2%.
For the pilot program limited to Simpson Nortons' territory Toro agrees to the 2% administrative fee. As with the entire parts pilot program this will be re-evaluated following the pilot period.
 3. The Discount offered for Whole Goods.
The discount offered in our initial proposal remains our Best and Final discount offering.
 4. Parts Program: Submit the minimum discount offered for performance parts.
The average discount for Performance Parts is 33%.
- B. Details of the following items will be included in the eventual Negotiations Confirmation letter. Include any revisions offered in Toro's Best and Final Offer.
1. Used Equipment: It is agreed that language will be added to indicate that used equipment will be offered. Used Equipment will not have an Administrative Fee.
 2. Golf Irrigation: At this time, the City is not inclined to add this product line to the contract, but is amendable to re-reviewing during the term of the contract.
 3. Credit Card: It is agreed that language will be added to indicate that late fees may be applicable.
 4. Parts Program: It is agreed that language will be added to detail the agreed to pilot program for parts which includes defining tracking, reporting and the offered and accepted 10% discount for OEM parts.

Lloyd Windle II, C.P.M.
Principal Contract Officer

Toro Revised Proposal for the City of Tucson

RFP #: 120535

Material or Service: Sports Fields, Parks and Golf Course Grounds keeping Equipment

Contract Officer: Lloyd B. Windle III C.P.M.

Date: September 20, 2012

Revised Parts proposal from General Requirements, b and Price Proposal, 2:

Delete the parts proposal in the sections listed above and replace with:

Initially, this program will be piloted by Simpson Norton for all National IPA contract users in their territory, this includes Arizona, New Mexico and southern Nevada. The Parts Program will consist of offering discounts on high usage parts such as belts, filters, tires, etc. The discount on these 'Performance Parts' varies by product group but ranges up to 50% off retail. All Toro Commercial parts sold to these customers will be tracked and reported on a monthly basis to the National IPA and the administration fee will be paid on a quarterly basis. Customers will be required to register and place parts orders through myTurf, an internet based service that also holds many other advantages for end users such as equipment tracking and access to service bulletins. Demonstrations of myTurf can be seen on myTurf.com.

National Program; we will evaluate the progress of the parts program with the City of Tucson and National IPA on a quarterly basis. This will consist of:

- Determining if we can capture the information matched with the customer's Agency Number in an efficient manner for reporting purposes.*
- Determine the impact on parts sales growth for Simpson Norton's contract customers through this program. After a one-year period the parts sales must meet at least our national average for parts sales as a percentage of whole goods.*
- Evaluate customers compliance to place orders through myTurf.com*
- If all parties agree that this program is viable for national release, we will implement with the other participating distributors.*

Revised Price Proposal from Price Proposal B;2

Add Golf Irrigation whole good products at 46% off current MSRP

Summary of products reported and paid to National IPA

Toro Commercial Equipment – all

Toro Commercial Parts – initially all parts for Simpson Norton territory and then nationally should all parties choose to implement after year one.

Toro Landscape Contractor Equipment – all

Toro Siteworks Systems Equipment – all

Toro Golf Irrigation Equipment – all

Administration fee revision; Exhibit A, Marketing and Administrative Support 1.2, e.

Toro will increase our proposed administration fee to 1.75% on all parts and equipment outlined above.

Guarantee of sales revision; Exhibit A, Marketing and Sales, M.

Delete the guarantee of sales.

Revision to credit card convenience fee; section B Price Proposal, 9.

There will be a convenience fee of 2% on all credit card purchases. The 2% convenience fee will be waived if credit card payment is received upon order not delivery.

Additional information and clarifications

Tier IV products.

Toro will not have a gap in product availability from Tier III or Tier IVi products to Tier IV products.

Additional Simpson Norton service information and capabilities.

Simpson Norton has extensive experience with the municipal customer. We understand the requirements set forth and will diligently abide by them. Each salesperson in our organization is required to be SCPS certified through Sales & Marketing Executives International (SMEI - www.smei.org) For customer convenience, we provide a toll free phone number, 877-859-8676. We accept fax requests for quotes and orders, 623-932-6522. Requests for quotes or orders can be emailed as well. All requests are emailed to shelly.lucas@simpsonnorton.com The product lines we represent can be viewed online as most have websites. We have dedicated personnel specifically for contract business. Shelly Lucas will be the main contact. We take pride in service after the sale, whether it is a question regarding an invoice or an error in billing or product received, the problem will be resolved.

Each of our in-field techs and inside service techs are Toro factory certified through EETC (Equipment Engine Training Council). Each is certified in: 4-Stroke Gasoline Engines, Compact Diesel Engines, Electrical Systems and Hydraulic and Drivelines. After completion of EETC they continue specialized training through the Toro Company. Our Shop Foreman, Curt Close is not only EETC but hold the Toro Company's MST (Master Service Technician) certification; one of only 15 in the entire world. Curt has been with Simpson Norton and in the industry for 36 years.

Key Personnel

Shelly Lucas, SCPS - Sports Fields & Grounds Manager and a Member of STMA. Over 30 years in the industry with the last 10 years focused on Contracts and the municipal customer. Shelly will be the main contact person for this contract.

She is the inside sales person. Her responsibilities include:

Contract maintenance. (100%)

Equipment recommendations and quotes. (50%)

Processes all purchase orders. (100%)

Fred Balzarini, SCPS - Outside Sales

20 years in the industry and the last 7 years with Simpson Norton focusing on Commercial / Government sales. Fred will provide customers with equipment recommendations, quotes and training on new equipment. (100%)

Frank Varela, SCPS - Outside Sales

22 years in the industry and 12 years with Simpson Norton with the last 1 1/2 years in Commercial / Government sales. Frank will provide customers with equipment recommendations, quotes and training on new equipment. (100%)

Mike Mastromarino, SCPS - Outside Sales

17 years in the industry and 12 years with Simpson Norton focusing on Commercial / Government sales. Mike will provide customers with equipment recommendations, quotes and training on new equipment. (100%)

Joe Goodwin, CSE - Commercial Business Manager for Simpson Norton. 25 years in the industry with the last 16 years at Simpson Norton. Joe oversees the entire sales team for all divisions of business. Joe can provide equipment recommendations, quotes if needed. (50%)

Copies of SMEI certifications can be provided if needed.

Mike Swichtenberg, CSM Certified Service Manager through the National Association of Service Managers(NASM). The Toro Company requires 100% of all distributor service managers to be CSM Certified. Mike is our Director of Service at Simpson Norton Corporation. He has been in the industry 22 years and the last 10 years with Simpson Norton. Mike coordinates supplemental group training and manages our entire service department.

*Lisa Lofquist, Technical Service Manager - EETC Certified - Toro System Certified
Lisa has been in the industry for 18 years and the last 8 years with Simpson Norton.
Lisa is the main contact for technical service issues. She oversees the administration of the shop.*

Each of our 4 in-field techs and 3 in-house techs are Toro factory certified through EETC (Equipment Engine Training Council). Each is certified in: 4 Stroke Gasoline Engines, Compact Diesel Engines, Electrical Systems and Hydraulic and Drivelines. After completion of EETC they continue specialized training through The Toro Company. Our shop foreman Curt close is not only EETC but holds The Toro Company's MST(Master Service Technician) certification; one of only 15 in the entire world. Curt has been with Simpson Norton and the industry for 36 years.

In-field techs:

Keith Pernal - 17 years in the industry and the last 5 years with Simpson Norton.

Nick Nielsen - 14 years in the industry and the last 3 years with Simpson Norton.

Jake Pennington - 17 years in the industry and the last 6 years with Simpson Norton.

Kevin Floyd - 20 years in the industry. He was previously with our company for 2 years and rejoined our team June 2012.

Local training is provided to the customer at time of delivery by the salesman and a service technician assigned to that particular customer. Training is one-on-one or group training. Operator manuals, repair manuals and CD/DVD's etc. are provided at time of delivery and are reviewed with the customer for each piece of equipment. As per item 5 in Scope of Work we acknowledge and accept these training requirements.

Mr. Pete Whitacre
The Toro Company
8111 Lyndale Ave. S.
Bloomington, MN 55420

Sent this day via email to:
pete.whitacre@toro.com

**RE: City of Tucson RFP #120535
Groundskeeping Maintenance Equipment
Interview Agenda**

Dear Mr. Whitacre:

The City looks forward to meeting with you on the morning of September 12th beginning at 9:00 am. The interview and demonstration will last between 2 and 3 hours. A follow up letter will be sent to confirm the time, date and location of the interview and demonstration.

Please be prepared to discuss the following agenda. You will have two hours to discuss your firm's proposal response and respond to questions from the Evaluation Committee. Your firm is requested to follow the interview script specified below. Please limit the information to that which is directly related to your proposal. After completing your interview, you will be given an opportunity to submit a revised offer which will be due by 4:00 PM Thursday, September 20, 2012.

The evaluation committee requests you submit written responses to the agenda questions no later than noon, September 4, 2012. Please email your written response to Lloyd.windle@tucsonaz.gov.

Presentation Agenda

- | | |
|-------------------------------------------------------|------------|
| 1. Introduction | 5 Minutes |
| 2. Company Overview | 10 Minutes |
| 3. How will pricing be determined for used equipment? | |

Used equipment pricing is determined by many factors such as model and serial number of both the traction unit as well as any cutting implements or attachments; model year of unit, hour meter reading, market conditions, appearance, service work required, and general usage/storage/maintenance information. Depending on this information, each unit will be assigned unique pricing for resell.

- | | |
|--------------------------------------------------------------------|--|
| 4. Provide details of the Toro Protection Plus Pre-owned warranty. | |
|--------------------------------------------------------------------|--|

TPP PreOwned

PROGRAM OVERVIEW & GUIDELINES

Qualification: Equipment must be qualified and lubricant analysis performed. All specified drive train components must be tested and grade "NORMAL" in order to qualify for a TPP PreOwned Plan.

Eligibility: TPP PreOwned coverage may be purchased at any time, as long as the machine meets eligibility requirements at time of Application.

NOT Eligible for TPP PreOwned Coverage:

- (a) Equipment with air cooled engines or sprayers with over 3000 hours;
- (b) Equipment that has been modified or converted;
- (c) Equipment used outside the U.S. or Canada;
- (d) Equipment and/or Components where required lubricant analysis tests have not been received or satisfactory results have not been achieved

Term: The full Term of a TPP PreOwned contract always begins on the equipment purchase date and is in-force for the term months or hours selected.

Limits of Liability: Claims on Machines are limited to:

- (a) 25% of the Equipment Purchase Price reported on the Application and indicated on the Contract for any single claim, and/or;
- (b) 50% of the Equipment Purchase Price for the total of all claims over the life of the Plan coverage.

Deductible: There is no deductible under TPP PreOwned coverage

Transportation Benefit: \$50 per occurrence.

Coverage: Coverage is as follows:

- **ENGINE / MOTOR:** All mechanical parts contained within the engine block, cylinder head, crankcase or motor housing; engine block, cylinder head, crankcase or motor housing if damaged by the mechanical breakdown of an internal part. Fuel Pump, Fuel Injection Pump, Turbocharger, Seals and Gaskets.
- **POWER TRANSMISSION COMPONENT:** All mechanical and hydraulic parts contained within the power transmission case; power transmission case if damaged by the mechanical breakdown of an internal part. Flywheel, Torque Converter, Hydraulic Drive Pumps, Seals and Gaskets.
- **FINAL DRIVE ASSEMBLIES:** All mechanical and hydraulic parts contained within the final drive axle housings; final drive housing if damaged by the mechanical breakdown of an internal part. Drive shaft(s) and Joint(s), Hydraulic Wheel/Track Motor(s), Seals and Gaskets.
- **COOLING:** Water Pump, Fan Blade, Fan Clutch, Cooling Fan and Motor(s).
- **ELECTRICAL:** Starter, Alternator, Voltage Regulator, Distributor, Wiring Harness, Solenoids and Relays, Switches, Gauges.

5. Provide Toro's release date for the Tier IV equipment. Provided details by product line of Tier III equipment that will be available during the transition period to Tier IV equipment. Identify all Tier III products that will not be available or will no longer be manufactured.

All Toro products will meet the requirements of EPA Tier 4 regulations regarding the sale of these products. The EPA allows a transition period to Tier 4 manufacturers and Toro will be introducing these products in 2013 as required. These products will have new model numbers and will need to be added to the contract.

6. Discuss hydrogen cell technology and its benefits and impact on pricing.

The Toro Company is working on a number of alternatives to reduce the turf industry's reliance on fossil fuels. One alternative Toro is exploring is hydrogen fuel cell technology.

Hydrogen fuel cell powered hybrids contribute no CO₂ since the energy source is hydrogen. In turn, they emit only water vapor. Toro has built a "mini-fleet" of hydrogen powered utility vehicles for the New York State Energy Research and Development Authority (NYSERDA), and is testing hydrogen fuel cell mowers as well.

This technology is not yet commercially available therefore impact on pricing is undetermined at this time.

7. For the City of Tucson, provide details for the maintenance programs including pricing.

Simpson Norton offers several levels of equipment maintenance depending on your needs. These range from time and materials, preventive maintenance contract, to a full service contract including maintenance and repairs. We have attached an example of how we would price a preventive maintenance contract on a Reelmaster 5610.

8. Provide details of, and demo, the My Turf software program. Does it work with older models?

In the case of Fleet Management, The Toro Company thinks of this formula: Efficiency + Automation + Simplicity = Increased Productivity

myTurf includes many features that increase your efficiency; such as order parts once and re-use many times, add an equipment item and get access to all manuals, service bulletins, and service schedules, etc.

myTurf also automates processing and minimizes data entry through the myTurf Wireless Hour Meters, automatically loaded service schedules, and more.

Finally, myTurf is easy to use and has full online animated and narrated "how-to" demonstrations. When you add it all up, it spells increased productivity, or peak performance for your team.

myTurf does indeed work with older models as well as your entire fleet, regardless of brand / category of equipment.

9. Disclose the costs for Factory Training.

The Toro Turf Equipment Technician Customer Factory Service Training Programs are held in Bloomington, MN in the Toro Commercial Education Center. Participants should arrive on Monday and depart on Thursday.

The on-line registration must be completed by the distributor; an e-mail confirmation with detailed information about the program will automatically be sent to both the Distributor and the Attendee.

The tuition will be invoiced through the Distributor. The cost will be \$1000 per person. An early registration discount reduces the tuition to \$900 per person, if the registration is received at least 15 days before the session start. The tuition includes three nights lodging, Monday evening reception, breakfast, lunch each day and dinner Tuesday and Wednesday. Also included are all program materials, transportation from the hotel to Toro.

Transportation to Minneapolis, and any additional nights lodging, other meals or incidentals will be the participant's responsibility.

Participant Cancellation: 100% of the tuition will be waived if the participant cancels 15 working days prior to the start of the session. 50% of the tuition fee will be charged to the distributor for cancellation less than 15 working days prior to the start of the session. No shows will be charged full tuition.

Program Cancellation: Toro reserves the right to cancel a session based on low registrations. The decision to cancel will be made a minimum of 30 days before program start and a cancellation notice will be sent to anyone registered. NOTE – It is asked that airline tickets not be purchased more than 30 days before the program start date. Toro will not be responsible for unused airline tickets purchased more than 30 days in advance, due to a session cancellation.

10. Provide details of the “train the trainer” program.

The Toro training program described above is the same training that will enable the participant to be a trainer. All the hands-on training will be provided including, materials and presentations to make training your other employees possible.

11. Please explain why the proposed setup and delivery fee at the discretion of the local distributor is the most beneficial for public agencies.

In our current contract, we have language that allows the distributor to charge a fee for set up and delivery. Most of our distributors do not charge these fees. We felt this language better reflected how this fee is actually implemented by our distributors.

12. The proposed convenience fee is unacceptable and a violation of Visa guidelines. It is acceptable to charge a reasonable flat convenience fee if the local distributor utilizes a 3rd party payment processor.

Toro will work with the City to determine a reasonable fee for a 3rd party payment processor.

13. In Section 2.3 Sales Commitment, you suggest designation of “participating distributors.” Is the list provided on page 107 of the Response those distributors who you are designating as “participating?” Which Toro distributors are not anticipated to be “participating?”

The only distributor that anticipated being non-participating is Turf Products Corporation (TPC). TPC handles Massachusetts, Connecticut, Rhode Island, Maine, New Hampshire and Vermont.

14. Toro is offering up to 50% off retail for performance parts discuss why these purchases will not be reported to National IPA.

We have had discussions with The City and National IPA over the last several years regarding a strategy that would provide a parts discount benefit to the City and other contract users. As discussed previously, we would not be able to determine if the customer was purchasing parts using the contract or not, as we can when whole-goods are purchased. Our goal here was to provide a benefit to the end users that we could manage.

15. Discuss Toro's product line. What types of products are offered through each division proposed by Toro? Are there any types of products Toro offers not included in the response?

Current products on contract and offered in the proposal: Commercial Division, Landscape Contractor Division and Site Works Systems Dingo products.(excluding product lines acquired from Aztec and Stone)

Products not offered on contract or proposal: Golf Irrigation, Residential/Landscape Contractor Irrigation, Drip Irrigation, Residential mowers and hand held products.

16. The City is evaluating life cycle costs associated with equipment. Discuss Toro's suggested preventative maintenance program and provide any cost data for following the preventative maintenance program available. Include the typical average "life" in terms of hours of operation of Toro's equipment.

Determining the life of equipment involves many variables. Annual hours of operation, operator experience, environmental conditions, turf conditions, maintenance practices etc. all come into play when determining how long a piece of equipment will last. Toro equipment is engineered and built to last 5,000 to 7,000 hours, depending on operation and maintenance. With that in mind, we have attached an example of the 10-year maintenance costs for a Reelmaster 5610 using 500 hours per year of operation.

17. Discuss Toro's proposed administrative fee.

There are several reasons for our proposed administration fee. Over the past five years, we have acted in good faith to grow this contract as a partner with The City of Tucson and the National IPA. This has been shown by the growth of our overall sales and sales across our distributor channel. We have, however, evaluated other national cooperative options and through our evaluations, we understand the fees associated with these competitive options.

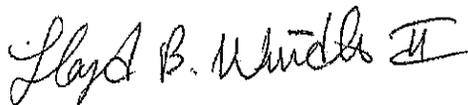
We also felt that since the National IPA contract now calls for an annual sales revenue guarantee, Toro would offset this guarantee with a reduced administration fee.

Because we have fully implemented the program nationwide, we are in more of a maintenance mode with National IPA. We do not require all the National IPA resources we did when we first implemented the contract.

18. Question and Answer
Free format question and answer period

19. Equipment Demonstration of a

Sincerely,



Lloyd B. Windle II, C.P.M.
Principal Contract Officer

C: Evaluation Committee
File 120535

September 04, 2012



Count on it.

Customer

City of Tucson

Work Phone:

Tucson, AZ

Cell Phone:

Email:

Quote Number	Model	Serial	Year
1000	03690	312000012	2012

Contract Length: 12 months
 Est Hours/Year: 500
 Est Hours @ Start: 0
 Est Hours @ End: 500
 Total Contract Hours: 500

Service Interval	Intvl Hr(s)	# of Intvs	Ttl Hr(s)	Maintenance Procedure	Intvl Hr(s)	Part / Fluid Description	Price	Qty	Sub Ttl	Total
After first hour	0.1	1	0.10	Lug Nuts, Wheel, Torque	0.1					
After first 8 hours	0.1	1	0.10	Belt, Alternator Inspect/Adjust Tension	0.1					
After first 10 hours	0.1	1	0.10	Lug Nuts, Wheel, Torque	0.1					
After first 50 hours	0.4	1	0.40	Engine Oil Filter, Replace	0.1	108-3841 FILTER-OIL	6.58	1	6.58	6.58
				Engine Oil, Replace	0.2	No Fluid Qty Available	0.00	0	0.00	0.00
Every 150 hours	1.3	3	3.90	Engine RPM, Inspect/Check	0.1					
				Battery Cable Connections, Inspect/Check	0.1					
				Bearings and Bushings, Grease	0.7	Grease Units				
				Belt, Alternator Inspect/Adjust Tension	0.1					
				Cooling System Hoses and Seals, Inspect /Check	0.1					
Every 250 hours	1.2	2	2.40	Engine Oil Filter, Replace	0.1	108-3841 FILTER-OIL	6.58	1	6.58	19.74
				Engine Oil, Replace	0.2	No Fluid Qty Available	0.00	0	0.00	0.00
				Bearing, Reel Preload, Inspect/Adjust	0.6					
				Fuel and Hydraulic Tanks, Drain Moisture	0.5					
				Lug Nuts, Wheel, Torque	0.1					
				Air Filter, Primary, Service	0.1					
				Engine RPM, Inspect/Check	0.1					
				Fuel Filter(s), Replace	0.3	110-9049 FILTER-SPIN ON	14.59	1	14.59	14.59
				Fuel Lines & Connections, Inspect/Check	0.1					

September 04, 2012



Count on it.

Customer

City of Tucson

Tucson, AZ

Work Phone:
Cell Phone:
Email:

Every 800 hours	3.3	0	0.00	Bearings, Wheel (rear), Grease Filter, Hydraulic, Replace	0.7	Grease Units	Misc	0.75	1	0.75	0.00
				Fuel Tank, Drain/Flush	0.7	86-3010	FILTER-OIL	11.75	1	11.75	0.00
				Hydraulic Fluid, Replace	0.7	94-2621	ELEMENT-FILTER	40.65	1	40.65	0.00
				Toe-in, Wheel (Rear), Inspect/Check	0.2	No Fluid Qty Available		0.00	0	0.00	0.00
				Torque head, Adjust Valves and Inspect engine RPM	0.7						
Every 2 years	3.8	0	0.00	Coolant System, Flush/Replace Fluid	1.3	No Fluid Qty Available		0.00	0	0.00	0.00
				Hydraulic Tank, Drain/Flush	1						
				Inspect/Check All Hyd Hoses (Replace As Needed)	1.5						
	10		7.6								

Labor: \$874.00
Travel: \$0.00

Parts Pricing: \$43.16
Shop Supplies: \$0.00

Labor sub Total: \$874.00
Tax: \$0.00 0.00%

Parts sub Total: \$43.16
Tax: \$0.00 0.00%

Labor sub Total: \$874.00

Parts Total: \$43.16

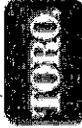
Quote Total:

\$917.16

The Toro Company
8111 Lyndale Ave South
Bloomington, MN 55420

Work Phone: 888-552-5153
Cell Phone:
Email: info@toro.com

September 04, 2012



Count on it.

Customer

City of Tucson

Work Phone:
Cell Phone:
Email:

Tucson, AZ

Every 800 hours	3.3	6	19.80	Bearings, Wheel (rear), Grease Filter, Hydraulic, Replace	0.7	Grease Units	Misc	0.75	1	0.75	1	4.50
					0.3	86-3010 FILTER-OIL		11.75	1	11.75	1	70.50
					0.7	94-2621 ELEMENT-FILTER		40.55	1	40.55	1	243.90
				Fuel Tank, Drain/Flush	0.7	No Fluid Qty Available		0.00	0	0.00	0	0.00
				Hydraulic Fluid, Replace	0.7	No Fluid Qty Available		0.00	0	0.00	0	0.00
				Toe-in, Wheel (Rear), Inspect/Check	0.2							
				Torque head, Adjust Valves and Inspect engine RPM	0.7							
Every 2 years	3.8	5	19.00	Coolant System, Flush/Replace Fluid	1.3	No Fluid Qty Available		0.00	0	0.00	0	0.00
				Hydraulic Tank, Drain/Flush	1							
				Inspect/Check All Hyd Hoses (Replace As Needed)	1.5							
					255							176.1

Labor: \$0.00
Travel: \$0.00

Parts Pricing: \$792.70
Shop Supplies: \$0.00

Labor sub Total: \$0.00
Tax: \$0.00 0.00%

Parts sub Total: \$792.70
Tax: \$0.00 0.00%

Labor sub Total: \$0.00

Parts Total: \$792.70

Quote Total: **\$792.70**

The Toro Company
8111 Lyndale Ave South
Bloomington, MN 55420

Work Phone: 888-552-5153
Cell Phone:
Email: info@toro.com

September 04, 2012



Count on it.

Customer

City of Tucson
Tucson, AZ

Work Phone:
Cell Phone:
Email:

Quote Number	Model	Serial	Year
1000	03690	312000012	2012

Contract Length: 36 months
Est Hours/Year: 500
Est Hours @ Start: 0
Est Hours @ End: 1,500
Total Contract Hours: 1,500

Service Interval	Intvl Hr(s)	# of Intvs	Intvl Hr(s)	Maintenance Procedure	Intvl Hr(s)	Part / Fluid Description	Price	Qty	Sub Tot	Total
After first hour	0.1	1	0.10	Lug Nuts, Wheel, Torque	0.1					
After first 8 hours	0.1	1	0.10	Belt, Alternator Inspect/Adjust Tension	0.1					
After first 10 hours	0.1	1	0.10	Lug Nuts, Wheel, Torque	0.1					
After first 50 hours	0.4	1	0.40	Engine Oil Filter, Replace	0.1	108-3841 FILTER-OIL	6.58	1	6.58	6.58
				Engine Oil, Replace	0.2	No Fluid Qty Available	0.00	0	0.00	0.00
Every 150 hours	1.3	10	13.00	Engine RPM, Inspect/Check	0.1					
				Battery Cable Connections, Inspect/Check	0.1					
				Bearings and Bushings, Grease	0.7	Grease Units	0.75	1	0.75	7.50
				Belt, Alternator Inspect/Adjust Tension	0.1					
				Cooling System Hoses and Seals, Inspect /Check	0.1					
Every 400 hours	1.8	3	5.40	Engine Oil Filter, Replace	0.1	108-3841 FILTER-OIL	6.58	1	6.58	65.80
				Engine Oil, Replace	0.2	No Fluid Qty Available	0.00	0	0.00	0.00
				Bearing, Reel Preload, Inspect/Adjust	0.6					
				Fuel and Hydraulic Tanks, Drain Moisture	0.5					
				Lug Nuts, Wheel, Torque	0.1					
				Air Filter, Primary, Service	0.1					
				Engine RPM, Inspect/Check	0.1					
				Fuel Filter(s), Replace	0.3	110-9049 FILTER-SPIN ON	14.59	1	14.59	43.77
				Fuel Lines & Connections, Inspect/Check	0.1					

September 04, 2012



Customer

City of Tucson

Work Phone:

Cell Phone:

Email:

Tucson, AZ

Every 800 hours	3.3	1	3.30	0.7	Grease Units	Misc	0.75	1	0.75	0.75
Bearings, Wheel (rear), Grease Filter, Hydraulic, Replace				0.3	86-3010 FILTER-OIL ELEMENT-FILTER		11.75	1	11.75	11.75
Fuel Tank, Drain/Flush Hydraulic Fluid, Replace				0.7	94-2621		40.65	1	40.65	40.65
Toe-in, Wheel (Rear), Inspect/Check				0.7	No Fluid Qty Available	Qt	0.00	0	0.00	0.00
Torque head, Adjust Valves and Inspect engine RPM				0.7						
Coolant System, Flush/Replace Fluid				1.3	No Fluid Qty Available	Qt	0.00	0	0.00	0.00
Hydraulic Tank, Drain/Flush				1						
Inspect/Check All Hyd Hoses (Replace As Needed)				1.5						

19 26.2

Labor: \$3,013.00
Travel: \$0.00

Parts Pricing: \$176.80
Shop Supplies: \$0.00

Labor sub Total: \$3,013.00
Tax: \$0.00 0.00%

Parts sub Total: \$176.80
Tax: \$0.00 0.00%

Labor sub Total: \$3,013.00

Parts Total: \$176.80

Quote Total: **\$3,189.80**

The Toro Company
8111 Lyndale Ave South
Bloomington, MN 55420

Work Phone: 888-552-5153
Cell Phone:
Email: info@toro.com

CITY OF TUCSON

REQUEST FOR PROPOSAL

REQUEST FOR PROPOSAL NUMBER: 120535
PROPOSAL DUE DATE: JUNE 12, 2012 AT 4:00 P.M. LOCAL AZ TIME
PROPOSAL SUBMITTAL LOCATION: Department of Procurement
255 W. Alameda, 6th Floor, Tucson, AZ 85701

MATERIAL OR SERVICE: Sports Fields, Parks and Golf Course
Groundskeeping Maintenance Equipment

PRE-PROPOSAL CONFERENCE DATE: MAY 22, 2012
TIME: 1:00 P.M., LOCAL ARIZONA TIME
LOCATION: CITY HALL, ATTORNEY'S CONFERENCE ROOM
255 W. ALAMEDA, 7TH FLOOR, TUCSON, AZ 85701

CONTRACT OFFICER: LLOYD B. WINDLE, II, C.P.M.
TELEPHONE NUMBER: (520) 837-4105
Lloyd.windle@tucsonaz.gov

A copy of this solicitation and possible future amendments may be obtained from our Internet site at: <http://www.tucsonprocurement.com/> by selecting the Bid Opportunities link and the associated solicitation number. The City does not mail out Notices of available solicitations via the U.S. Postal Service. Email notifications are sent to those interested offerors who are registered with us and who have selected email as their preferred delivery method. To register, please visit www.tucsonprocurement.com, click on Vendors, then click on Vendor Registration. To update an existing record, click on Vendors, click on What's New?, and read the section titled "Notice of Solicitations." You may also call (520) 791-4217 if you have questions.

Competitive sealed proposals for the specified material or service shall be received by the Department of Procurement, 255 W. Alameda, 6th Floor, Tucson, Arizona 85701, until the date and time cited.

Proposals must be in the actual possession of the Department of Procurement at the location indicated, on or prior to the exact date and time indicated above. Late proposals shall not be considered. The prevailing clock shall be the City Department of Procurement clock.

Proposals must be submitted in a sealed envelope. The Request for Proposal number and the offeror's name and address should be clearly indicated **on the outside** of the envelope. All proposals must be completed in ink or typewritten. Questions must be addressed to the Contract Officer listed above.

******ALERT******

Effective April 9, 2012, the Tucson Modern Streetcar project will begin the downtown streetcar construction and eastbound Congress Street will be closed from Toole Avenue to Church Street until further notice. Please plan your route accordingly. For further information, please visit the Tucson Modern Streetcar website at <http://www.tucsonstreetcar.com/> or call 520-624-5656.

3W/swb

PUBLISH DATE: MAY 4, 2012

A. Method of Approach

1. National Program

- a. Provide a response to the national program. Include a detailed response to Attachment I, Exhibit A, National IPA Response for National Cooperative Contract and provide any proposed exceptions to Attachment A, Exhibit B, National IPA Administration Agreement, Example.

See Attachment I, Exhibit A

2. Distribution Network

- a. Describe how your firm proposes to distribute the equipment, accessories, parts and provide services nationwide.

Toro has distributors nationally that handle product fulfillment to customers. These are in the form of distributors that work primarily with our Commercial Division equipment (golf and grounds) with exclusive territories and dealers that sell our Landscape Contractor and Siteworks Systems products. Most of the distributors cover several states and have multiple offices. For instance; Simpson Norton Corporation, that services the City of Tucson, has offices in Goodyear, AZ; North Las Vegas, NV; and Albuquerque, NM.

Toro Commercial products are manufactured in Tomah, Wisconsin and aggregated at our new distribution center, also in Tomah, for shipment to distribution. All of our distributors keep an inventory of products in local stock but can expect new shipments from Tomah within 6 - 30 days. The distributors then conduct any set up and checkout of the products prior to shipment. Each distributor has exclusive and protected territory to sell Toro Commercial products to end users. Please refer to the Toro Distributor Listing attached for a listing of distributors and contacts.

- b. Identify all other companies/distributors/dealers or wholly owned subsidiaries that will be involved in processing, handling or shipping the products/services to Participating Public Agencies.

Our distributors and dealers handle the sales, order processing, fulfillment, billing, and all service work associated with Toro products.

See Distributor tab

- c. Provide the number, size and location of your firm's manufacturing, distribution facilities, warehouses, service facilities and retail networks as applicable. State the estimated dollar value of your inventory.

All of Toro's Commercial products are shipped from our warehouse in Tomah, Wisconsin to distribution. Distributors' facilities range in size depending on the services offered at the facility such as sales, service, parts etc. Toro has over 100 offices nationally ranging in size from 10,000 square feet to 150,000 square feet.

- d. Describe your delivery commitment. What are your standard delivery days? Identify and describe any exceptions.

Typically, equipment is setup and delivered to customer's designated delivery location 2 – 30 days after receipt of purchase order. Delivery times vary based on the type of equipment. Any delivery dates noted on the customer's PO are honored. If for some reason a deadline cannot be met, the salesperson will work closely with the customer to find a mutual solution. A Certificate of Delivery accompanies each piece of new Toro equipment. (see copy attached). The customer retains a copy along with a binder including operator and parts manuals along with any other documentation pertaining to that specific piece of equipment. Updates for delivery dates are communicated by the salesperson.

- e. Identify the supplier(s) and their business location(s) that will service the City of Tucson's account.

Simpson Norton Corporation, that services the City of Tucson, has offices in Goodyear, AZ; North Las Vegas, NV; and Albuquerque, NM.

- f. Describe your dealer network and their role in providing products, services, etc. under the contract.

Toro has twelve global manufacturing locations, seven of which are located in the United States; Minnesota, Wisconsin, Texas, Nebraska, Florida & California. Our products are shipped to our 23 distributors through which products and services are provided for customers. See Distributor List for locations.

3. General Requirements

- a. Provide a detailed written response illustrating how your offer will meet the general requirements of this solicitation for the City of Tucson and the national program.

Product

Toro offers a full line of mowing equipment from 21" rotary mowers to rotary mowers with a 16' width of cut, reel mowers, aeration equipment, debris removal equipment, material handling, greens rollers, zero turn mowers, four wheel steer mowers, snow removal attachments, compact utility loaders, and utility vehicles to meet the needs of any golf course, park, sports field and general grounds maintenance. See attached brochures.

Service

Our distributors provide coast-to-coast coverage for sales and service. This includes product experts to help customers choose the right product for their needs. They will also service the account after the sale. This includes providing parts, service, technical support, warrantee work, troubleshooting, operator and technical training.

- b. Submit any and all information that will aid the City in evaluating your proposal.

Toro Used Equipment:

Used Toro equipment will be made available to you from your local Toro Distributor. The City of Tucson will be able to purchase good quality used equipment "as-is".

Used Equipment Pricing:

This equipment is not owned by Toro so we cannot guarantee the pricing.

Equipment Availability:

Our off lease equipment can be found by either contacting our Toro distributor network directly or by accessing www.toroused.com. Toro will work with you to assure that you can find quality used equipment that can meet your particular needs.

Trade-ins

Our distributors will typically offer a value for trade-in's when purchasing new equipment. The value of the equipment is based on hours of usage, condition and market values.

Financing

Toro has partnership agreements with four different finance companies to provide competitive financing to both the public and private sector. These companies are familiar with Non-appropriation clauses that public entities require and that language is included in their documents.

Parts Program

For participating distributors, the Parts Program will consist of offering discounts on high usage parts such as belts, filters, tires, etc. The discount on these 'Performance Parts' varies by product group but ranges up to 50% off retail. Additionally, Participating Agency's will receive FREE FREIGHT on parts orders \$500.00 and greater. Parts sold to Participating Agencies will not be reported to National IPA.

4. Product Requirements

- a. Provide a detailed written response illustrating how the equipment, accessories, parts, supplies and related services offered will meet the requirements of this solicitation for the City of Tucson and the national program. Offerors shall identify and describe the proposed product lines that meet the specifications contained in the Product Requirements section of this solicitation.

Toro offers a full line of mowing equipment from 21" rotary mowers, rotary mowers with up to 16' width of cut, reel mowers, aeration equipment, debris removal equipment, material handling, greens rollers, zero turn mowers, four wheel steer mowers, snow removal attachments, compact utility loaders, and utility vehicles to meet the needs of any golf course, park, sports field and general grounds maintenance. See attached brochures.

- b. Specify locations and availability of replacement parts, and state the maximum time required to provide and install replacement parts. Also state the estimated dollar value of your parts inventory.

Simpson Norton Corporation, that services the City of Tucson, has offices in Goodyear, AZ; North Las Vegas, NV; and Albuquerque, NM.

We have a 98% average parts fulfillment rate nationally.

- c. Detail any warranty and extended warranty programs available for both equipment and parts. If warranty agreements are required, please submit them, subject to negotiation by the City.

Toro's standard Commercial Products Warranty states that "Your Toro Commercial product will be free from defects in materials or workmanship for two years or 1500 operational hours whichever occurs first. Where a warrantable condition exists, we will repair the Product at no cost to you including diagnosis, labor, parts and transportation." Our standard Commercial Parts Warranty states "your Toro Commercial Part to be free from defects in material or workmanship for ninety days, 1 year for complete engines."

You can also purchase additional protection for your products through Toro Protection Plus (TPP). These are optional programs designed to provide you with budget protection and security after the initial 2 year warranty period. You can elect the Drive Train Protection or the Comprehensive Protection.,

Drive Train Protection: This program covers the engine, transmission/transaxle including; hydrostatic pumps, valves and motors; drive axles/drive assemblies including; all parts contained in the drive axle, PTO housing, 4-wheel drive assemblies, hydraulic drive pumps, valves, steel lines and motors within the frame.

Comprehensive Protection: This program covers all operational parts and assemblies for your mower, vehicle or other machinery against mechanical breakdown. The items not covered are; normal maintenance items, tune-ups, tires, batteries, blades, belts and hoses.

Used Equipment

Qualified used equipment can be covered with Toro Protection Plus Pre-owned.

- d. Describe in your offering if you currently have or are in the process of developing Hybrid and/or all Electric equipment.

Toro is a good corporate steward of the environment. We have introduced many products that will reduce emissions, noise and fossil fuel usage. These include our Workman MDE electric utility vehicle, our propane powered zero turn mowers, our Hybrid Triplex greensmowers and our latest is a Lithium Ion walking greensmower. This mower will mow nine average greens on one charge! No competitor has anything like it.

EnergySmart™ - Toro Innovation & Environmental Responsibility

The EnergySmart concept is about efficiency with an eye on environmental sustainability, economic viability and social responsibility. It represents customer-valued innovation with a "green" twist.

Investment in product innovation must balance efficiency and sustainability. Reducing or eliminating key resource inputs like fuel and/or labor, by developing new equipment solutions, is fundamentally sound – but no longer enough to satisfy customers or our communities. We must do more. We must be attentive to both your ongoing financial and environmental needs.

Greensmaster® TriFlex™ Hybrid riding mowers and Greensmaster® eFlex™ walk mowers are the first products from The Toro Company to display the EnergySmart label. Numerous innovations come together to justify this mark. The energy source, itself, is not always the most significant source for generating related value.

The new Greensmaster® TriFlex™ Hybrid riding greensmowers, have:

- *Custom designed, highly efficient, energy-saving components*
- *Productivity features that reduce the time to operate, maintain, or perform repairs*
- *The ability to easily utilize the same traction unit for multiple applications*
- *Features that enhance turf health – to reduce the likelihood of rework*

The EnergySmart™ label is Toro's way to communicate a meaningful combination of innovative features that yield resource savings and sustainability improvements for your golf courses, parks and sports fields. Moreover, it is a symbol to your community of your commitment to a more sustainable environment.

- e. Indicate if any of the equipment you are offering has received any awards or nominations for excellence.

American Society of Agricultural and Biological Engineers Awards

2012: GM360 & MP5800

2009: GM5900

2007: GM7200

- f. Describe how the innovation and technology of your equipment differs from other equipment in the industry.

GM3500: Sidewinder® patented feature

The Sidewinder cutting units shift left and right a total of 24 inches (61 cm). This increases the cutting unit overhang for precise trimming. The tire tracks can also be shifted within the mowing path to reduce wear on the turf.

GM5900, GM4000, GM4100, GM4500, GM4700: SmartCool™ System



SmartCool The hydraulically driven cooling fan automatically reverses to blow off chaff buildup on the top and rear air intake screens. The reversal is triggered by rising coolant temperature, hydraulic oil temperature, or air intake temperature. Toro.com/5900

GM360: QuadSteer™

Unique Quad-Steer all-wheel steering means you can turn on a dime without tearing turf

GM5910, GM4010, GM4110:

Factory installed safety cab, competitors have cabs installed by distributor. The factory-installed cab unit includes an integrated four post ROPS, and provides an exceptionally quiet and comfortable environment for the operator. The low profile air conditioning and heating unit is built into the headliner of the cab for increased clearance under trees and storage areas.

The front and rear windows open to allow fresh air to the interior of the cab and a front wiper and washer keeps the windshield clean.

GM7200: Polar Trac system, only ZRT that converts to a winter tracked machine

- 1. Converts the Groundsmaster® 7200 into a snow removal machine complete with two rubber tracks and a climate control cab*
- 2. Track tread is designed for slick ground such as an ice rink*
- 3. Switch between snow attachments in minutes*
- 4. POLAR TRAC™ attachments: snow blower, rotary broom, angled snow blade, and v-plow*

GM5900: InfoCenter™

The onboard InfoCenter monitors and displays machine functions to help keep diagnostic time down, and operating hours UP.

GM5900, GM4000, Bi-directional impact absorption on wing decks up to 5 mph.

GM4300 and GM360 -4WD : Cross Trax all-wheel drive system

ProCore 648

Rear Wheel Placement

The unique design places the wheels in front of the aeration head so adjacent passes can be made without running over cores or freshly aerated turf. This prevents damage to

the turf and the fresh holes. Eliminating crushed cores makes cleanup easier, which in turn leads to a more efficient aeration process.

Series/Parallel 3WD

Patented system that improves traction by maintaining power to the wheels. This leads to improved performance on undulating turf and more consistent hole spacing.

TrueCore™ Ground Following System

System enables consistent hole depths of up to 4 inches to be achieved. It automatically adjusts the aeration head to maintain the desired tine depth on undulating turf.

This leads to a consistent aeration result and uniform turf conditions.

RotaLink™ Tine Guide Mechanism

Ensures tines remain vertical as they enter and exit the ground. This produces



consistently clean holes for better looking turf and easier top dressing fill.

Precision Balanced Drive System

Drive system is modeled after a 6-cylinder engine with precision balancing. This configuration eliminates hopping, rocking and uncomfortable vibration. This leads to less operator fatigue and discomfort, while providing a more productive aeration experience.

ProCore 864/1298

RotaLink™ Tine Guide Mechanism

Ensures tines remain vertical as they enter and exit the ground. This produce consistently clean holes for better looking turf and easier top dressing fill.

Precision Balanced Drive System

Toro's precision balanced coring heads provide exceptionally smooth operation allowing the operator to run the unit in the up position. This simplifies operator interface and improves efficiency.

Articulating Coring Heads (1298)

The ProCore 1298 features two independent coring heads that articulate for exceptional ground following.

ProCore SR Series (deep tine)

Hydraulic depth control

Allows operator to easily and quickly adjust aeration depth on the fly from the tractor's seat

Intelligently Engineered

Unique geometry of the aerator maintains tine-to-turf engagement angle as depth is adjusted. This provides consistent aeration across the depth spectrum without additional adjustments

GreensPro 1200

Overlapping smoothing rollers

The overlapping smoothing rollers deliver uniform roll across the entire machine. Competitive models do not have feature resulting in a strip of unrolled turf between rolling heads

Integrated Trailer

The GreensPro features an integrated trailer allowing for simple and fast transport. Many competitive models require a separate trailer which makes transport slower and often requires flat ground for the roller to be dismounted

Familiar Steering

The GreensPro 1200 is controlled by a steering wheel which is familiar to most operators. Other rollers have a variety of steering techniques providing a steeper learning curve and can be challenging and less safe for new operators.

ProStripe 560

Simple Height of Cut Adjustment

The cutting height on the ProStripe 560 can be adjusted via a single lever. Competitive models feature three points to adjust cutting height which is more complicated and more likely for error

Split Rear Roller

The ProStripe 560 features a split differential allowing each half of the roller to move independently. This feature provides two key benefits: (1) It helps protect turf from scuffing in sharp turns; (2) It provides the needed flexibility for the ProStripe to mow a wider variety of locations competitive models cannot easily operate.

MP 5800

- *Exclusive 6 Diaphragm Pump provides not just the pressure but also the proper volume needed to maintain proper application rate.*
- *Elliptical chemical tank with side agitation nozzles – together with the 6 Diaphragm pump creates a rolling agitation action in the tank for a homogenous mix and also has the benefit of exceptional chemical mixing capabilities.*
- *Tri Truss booms with impact breakaway feature protects nozzle turrets and nozzles from damage.*
- *Exclusive Ultra Sonic Boom accessory kit that automatically maintains the proper 20" boom height, maintaining proper application rate.*
- *Available chemical loading Educator kit that lowers down to waist height for safe and easy loading of chemicals.*
- *Exclusive available chemical tank Triple Rinse kit that automatically triple rinses the inside of the tank. The system can be operated while the machine is being driven.*

MD Series

SRQ™ - Superior Ride Quality

SRQ™ combines a coil-over shock absorber suspension design with the Active In-Frame™ twister joint. Front suspension is Independent A-Frame design with coil-over shock absorbers. Rear suspension is Swing Arm design with coil-over shock absorbers. Benefits include operator comfort, safety, reduced operator fatigue, and productivity and efficiency gains.

Active In-Frame™ Twister Joint

The innovative Active In-Frame™ Twister Joint allows each axle to react independently to the terrain. The result is the smoothest ride over the most undulating surfaces. All four wheels maintain constant contact with the ground for better traction, stability and less potential turf damage.

Operator/Passenger Platform

Extended front frame for additional legroom to enhance SRQ™ benefits of operator and passenger comfort.

Payload Capacity

The Workman® MD Series utility vehicles have the highest total payload capacities in their class for maximum productivity. Get more jobs done in less time. MDX/MDX-D - 1,650 lbs. (748 kg); MD - 1,250 lbs. (567 kg); MDE - 1,200 lbs. (544 kg)

Rugged Body Styling

New rugged injection-molded body styling. Latch opened hood design for ease of access for technicians.

Durable Plastic Cargo Bed

Double-walled composite bed can withstand the elements and heavy loads, and won't rust or dent.

HD Series

Tough Frames

The Workman® front space frame design is multi-dimensional or truss like, providing superior strength and torsional rigidity in rough terrain. The rear frame uses a C-channel design to provide superior strength in hauling heavy loads.

On Demand 4-wheel Drive

The Workman is available with an on-demand four-wheel drive system that delivers surefooted traction in forward and reverse, without damaging your turf.

Front Impact Bumper

A specially designed composite bumper with seven (7) energy absorbing crush zone cones protects the Workman to withstand impacts up to 3 mph (4.8 km/h) under full load with no permanent deformation.

DeDion Rear Axle

The DeDion rear axle design is an automotive technology which isolates the engine, transmission and main frame from all load forces, eliminating stress to these main components. The I-beam design provides superior ability to handle vertical loading, exactly the reason I-beams are used extensively in the construction industry.

Ride Quality

Independent front suspension consisting of two double A-frames with opposing dual coil springs and dual shock absorbers provides 5.75 in. (14.6 cm) of front suspension travel. Rear suspension design consists of a DeDion rear axle and dual independent leaf springs and shock absorbers to provide 3 in. (7.6 cm) of rear travel. Benefits include operator comfort, safety, reduced operator fatigue, productivity and efficiency gains.

Disc Brakes

4 wheel hydraulic disc brakes provide greater stopping power and easier servicing than traditional drum brakes.

Payload Capacity

The Workman® HD vehicle provides the highest industry total payload capacity up to 3,002 lbs. (1,364 kg).

Turbo Force Blower

Wireless Remote Control

Start or stop the engine of the blower for complete operational control. Adjust engine throttle up and down for high to low RPM range of operation. Rotate the nozzle 360 degrees in either direction.

Efficient Turbine-type Fan Assembly Design

Greater air flow to move debris further and finish the job faster.

Durable Nozzle

Single piece rotomolded plastic nozzle is more resistant to damage and is more durable for lower repair costs and less downtime.

Electronic Governor

Coupled with functionality of wireless remote control, the Kohler® electronic governor allows the operator to have precise engine speed control.

Fully Enclosed Exhaust System

Muffler enclosed in protective cage for increased operator safety.

Heavy-Duty Trailer & Tow Hitch

Height and length of tow hitch are adjustable to accommodate different towing utility vehicles. DOT approved trailer also available.

Rugged Construction

Rugged construction, including 1/4" (6 mm) steel frame, provides years of trouble-free service.

- g. All equipment offered must meet the current minimum Tier 3 EPA requirement. Describe how your firm is anticipating and ensuring compliance with the Environmental Protection Agency (EPA) emission changes. Include in your discussion, the release date for Tier 4 equipment. Discuss your inventory of Tier 3 equipment that is available to bridge the time line gap until Tier 4 equipment is available.

Compliance with EPA Tier 4, or any other Federal/State regulatory requirements, is not optional. All manufacturers must comply if they wish to continue to sell diesel

powered products in this horsepower/performance range in the future.

While Tier 4 may seem "new" to many in our business, The Toro Company has been working with our engine suppliers over the past decade to successfully comply with each Tier of the emission regulations. Since the compliant engines to meet progressively higher emission standards were more easily interchangeable in the past, much of the burden to implement the required changes fell on engine manufacturers. Going forward, however, the incorporation of new Tier 4 compliant diesel engines into Turf equipment requires significant equipment redesign because the level of emission reductions mandated in this stage will require more sophisticated fuel injection/combustion systems and exhaust after treatment systems.

Each of the new diesel engine/exhaust systems:

- 1. require more sophisticated electronics [to monitor and control emissions]*
- 2. are physically larger in size, and*
- 3. have new and more expensive components [particularly in the exhaust after treatment area]*

The above changes to integrate Tier 4 compliant diesel engines into current turf equipment models necessitate significant redesign of existing equipment/models. Examples include: retooled engine compartment housings, modifications to chassis frames, and re-engineered cooling systems to manage higher temperature exhaust, to name a few. It is estimated that over a third of the parts for a given model may need to be reworked, replaced or otherwise re-engineered! As such, existing models were simply not "retrofit" capable. Toro, alone, produces over twenty diesel powered models in the 25 to 74 horsepower range that will need to be addressed.

The Toro Company will be well positioned to continue business as usual throughout this transition and does not anticipate any gaps in product availability.

- h. Describe how your firm will notify customers of new equipment, used equipment and services.

The Toro Company proactively markets new product and equipment services when new releases enter the marketplace. This is done by using a variety of communication mediums including microsites/website, national advertising, videos, authoring industry articles, and featuring the new products and/or services at the various industry trade shows. In addition to the exposure Toro directly provides, its Distributors also invest in communicating the new product and/or services by supplying its customer base with Newsletters and supporting demos and/or field days.

For used equipment, Toro has a website at www.toroused.com for you to peruse your used equipment needs. Through this website, you can request notification when the product you are looking for is available.

- i. Submit all information that will aid the City in evaluating your proposal.

We are also invested in alternative fuel sources such as hydrogen fuel cell and biodiesel technologies. All of our diesel products are B20 ready and we have working prototypes with Hydrogen fuel cell technology.

5. Services

- a. Provide a detailed written response illustrating how your firm or the authorized dealers will provide services to meet the requirements of this solicitation. Offerors should provide the proposed services that will meet the Service Requirements section of the Scope Work outlined in this solicitation. For each proposed category

describe and/or provide details explaining your capabilities. In your response include information such as:

- b. Provide detailed information explaining your service capabilities.

The Toro Company provides technical assistance and support to our distributor operations teams. This includes troubleshooting equipment issues, providing updates to equipment, issuing service bulletins, working through warranty issues, implementing performance standards and measurements, providing on-site support when needed for product quality concerns and developing action plans for improvement.

- c. Provided detailed information explaining the service capabilities of your authorized dealers.

Our distributor operations teams provide all product set-up support for new equipment, have responsibility for all warranty work, and offer preventive maintenance and repair for all Toro equipment. They stock the parts needed to provide these services.

- d. Describe the maintenance programs offered. If a maintenance program is selected by the City, will your firm provide a loaner or rental machine if the machine is down for more than 24 hours?

Toro Distributor Service offers Planned Maintenance programs that will perform all required scheduled maintenance. The scheduled maintenance can be performed at your location with mobile service vehicles or transported to the local service facility. The maintenance programs are designed and priced based on estimated hours of use per year.

Program details will vary based on maintenance requirements and level of participation. The local Toro Distributor can provide program and pricing details.

- e. Describe your training programs. The proposed training program shall include but not be limited to:

1. How will equipment training be conducted?

The Toro Company offers in-depth factory training at a reasonable cost to the end user. This training takes place at Toro's headquarters in Bloomington, MN. The dates vary year by year. Simpson Norton's salesperson can discuss these offerings as they are made available by The Toro Company. Local training is offered by Simpson Norton and the educational content varies depending on the end user's needs. Group training is offered by Simpson Norton each year. Dates and cost of training vary from year to year. Simpson Norton offers training Monday-Friday during normal business hours (excludes holidays). Certificates of completion are issued to each attendee after completion of training classes.

2. Describe the training curriculum for the equipment operators.

All new and used equipment delivered to the customer includes one-on-one or group training provided by the salesperson and service staff. Operator manuals, repair manuals, etc. are provided with each new piece of equipment.

3. Describe the training curriculum for the service technicians.

The Toro Company offers factory training at a reasonable cost to the end user. Dates vary year by year. Simpson Norton's salesperson can discuss these offerings as they are made available by The Toro Company. Local training is offered by Simpson Norton and the educational content varies depending on the end user's needs

4. How will you accommodate various work shifts?

Simpson Norton offers training Monday-Friday during normal business hours (excludes holidays). Additional arrangements can be accommodated upon request.

5. What type of documentation is provided with the proposed training?

Operator manuals, repair manuals, etc. are provided with each new piece of equipment. Certificates of completion are issued to each attendee after completion of training classes.

6. Is a "train the trainer" program available? Is this training different than the regular initial training? Can training sessions be recorded for future use by the agency?

Arrangements can be made to accommodate this training upon request.

f. Submit all information that will aid the City in evaluating your proposal.

A unique offering that Toro has is MyTurf maintenance tracking system.

MyTurf is a web based system designed to allow you to track the Cost of Operating your fleet of turf equipment. You load product information into the system and then when you have a maintenance task against that product you can track costs. This is a great tool to make business decisions as to whether to repair or replace a product. For your Toro products, the system gives you dynamic real time service bulletins, operator manuals parts catalogs, ordering availability and product schematics. MyTurf also allows you to use our Wireless Hour Meter that automatically update the system with the hours of operation of each piece of equipment. When the hours of operation reach a point where a maintenance procedure needs to be performed you will receive a notification. This helps assure that regular maintenance is not overlooked and extends the life of your equipment.

Also see attachments for samples of invoices from Simpson Norton

6. **Ordering and Invoices**

- a. Describe your ordering capacity (telephone, fax, internet, etc). Provide details of the capabilities of your E Commerce website including ability to display contract pricing, on-line ordering, order tracking, search options, order history, technical assistance, lists, technical data and documentation, identification of alternate green products, etc.

Orders can be called in, faxed, mailed and emailed to our distributors. Office hours vary by distributor. Toro.com can be utilized to look up parts, parts breakdowns, technical data and documentation (most at no charge). Requests for tracking orders and order history can be completed by the distributor as requested. The sales team can help identify alternate green products, etc.

- b. Describe the equipment delivery process and your delivery commitment. What are standard equipment delivery timeframes? Are there cut off dates and how are these dates communicated to customers?

Typically, equipment is setup and delivered to customer's designated delivery location 2 – 30 days after receipt of purchase order. Delivery times vary based on the type of equipment. Any delivery dates noted on the customer's PO are honored. If for some reason a deadline cannot be met, the salesperson will work closely with the customer to find a mutual solution. A Certificate of Delivery accompanies each piece of new Toro equipment. (see copy attached). The customer retains a copy along with a binder including operator and parts manuals along with any other documentation pertaining to that specific piece of equipment. Updates for delivery dates are communicated by the salesperson. There really are no cut off dates unless a customer is trying to order before a price increase. Again, the salesperson would communicate this information to the customer.

- c. Describe your invoicing process. Is electronic invoicing available? Is summary invoicing available? Are there other options on how an agency receives an invoice? Submit sample invoices.

Invoicing procedures vary somewhat by distributor, but a typical process is that invoicing is conducted daily for all deliveries made that day. Invoices can be emailed if requested but are normally mailed the following business day. Electronic

invoicing is not available at this time. Statements for each customer are mailed the first of each month. (see attached sample invoices).

7. Other

- a. Describe any government rebate programs that are offered.

State and local governments may develop programs to incent their constituents to purchase alternative fuel products. Texas has had a program in the past to incent the purchase of propane powered vehicles and equipment. Each agency would need to inquire with their state or local government agency to determine any current program.

B. Price Proposal

1. Provide a Price Proposal. Submit the Price Proposal as a separate and clearly identified document. The Price Proposal shall minimally include the following:

Offerors shall submit pricing based on the product and service requirements categories identified in the Scope of Services of this solicitation. Offerors should offer a fixed percentage discount from the index or indices that is applicable to the products and services in this industry. Include a listing of categories proposed as the offeror's balance of line and the proposed discount off list price for these categories. Include a completed Price Page, contained herein.

2. Describe in detail the proposed business pricing model(s). Include all pertinent details (formulas, definitions, data, audit criteria, etc.) to explain the benefits of the proposed model. Discuss how a participating agency will be able to verify (audit) that the net pricing received conforms to the model.

We have three Business Units represented in this proposal.

- *The Toro Commercial Division pricing will be 21.8% off current MSRP of all wholegoods, attachments and accessories.*
 - *For participating distributors, the Parts Program will consist of offering discounts on high usage parts such as belts, filters, tires, etc. The discount on these 'Performance Parts' varies by product group but ranges up to 50% off retail. Additionally, Participating Agency's will receive FREE FREIGHT on parts orders \$500.00 and greater. Parts sold to Participating Agencies will not be reported to National IPA.*
- *The Toro RLC Division pricing will be 27% off current MSRP for their landscape contractor wholegoods, attachments and accessories.*
- *The Toro Siteworks Systems Division pricing will be 17% off wholegoods, attachments and accessories.*

Included in this proposal is a hard copy of Toro's current MSRP. Electronic copies will also be provided. Any product, attachments and accessory that is on these spreadsheet is available for the stated discounts.

This price model provides an aggressive discount to end users and is easy to calculate.

Toro will provide a copy of our current MSRP for each of the three Divisions to the City of Tucson and the National IPA for pricing verification.

3. The City's expectation is that the proposed pricing shall include delivery to Tucson and Participating Public Agencies. Based on your distribution network, explain the impact of such pricing to the City, Participating Public Agencies residing in large metropolitan areas and Participating Public Agencies residing in rural areas. Propose an optimal solution(s) that would provide Participating Public Agencies with the best pricing including freight costs.

The pricing to the City of Tucson includes set-up and delivery of product. It will be a determination of each of our distributors if they want to charge set-up and delivery fees for orders from other Participating Public Agencies.

4. The discount structure provided by the supplier is intended to remain constant throughout the term of the Contract. Discuss how often price lists are updated and provide a listing of price list changes that have taken place over the last 3 years. Discuss any known future price list changes or industry changes that will effect pricing over the next 5 years.

Toro typically has changes to our MSRP lists once per year. On occasion, we have to veer from this plan as economic forces cause our costs to change more dramatically than anticipated. We do provide at least a 30-day notice to our distributors that these changes are occurring. Over the past 3 years we have been able to hold to our plan of once per year price change. We anticipate a price change toward the end of 2012.

The federal government mandated changes to emissions, know as Tier 4, will significantly impact pricing on our diesel, non-road, 25 – 74 horsepower products in 2013. We anticipate these price increases will range from 10 – 20% based on historical data from other industries, such as over-the-road diesel trucks, that have already experienced the transition to Tier 4.

5. State if pricing is most favorable offered to government agencies. Describe how your firm will ensure this contract will continually offer the best pricing available to Participating Public Agencies.

Pricing is most favorable offered for contracts of this scope. We are continuously provided with feedback from field sales representatives concerning the price/value paradigm versus our competition. We evaluate this balance and make changes to pricing as needed to remain competitive. Toro also strongly believes in reducing cost through our processes and utilize Six Sigma Continuous Improvement Tools such as Kaizens, Lean Manufacturing, Process Mapping and D.M.A.I.C.(Define, Measure, Analyze, Implement, Control). Every year Toro establishes dollar values goals to Continuous Improvement and tracks and reports our progress against these goals. These procedures allow us to control costs which means controlling price increases to our customers.

6. Provide details of and propose additional discounts for volume orders, special manufacturer's offers, minimum order quantity, free goods program, total annual spend, etc.

As an added incentive for volume purchases (single purchase order), Toro distributors may provide the following Smart Value Program. This program provides the customer with a level of dollars available to be used to purchase additional whole goods, accessories, attachments, parts or extended warrantee based on the volume of purchase according to the following scale.

<u>Purchases at Retail</u>	<u>Available Dollars</u>
\$150,000 - \$199,999	\$4,500
\$200,000 - \$249,999	\$6,000
\$250,000 - \$299,999	\$10,000
\$300,000 - \$349,999	\$12,000
\$350,000 - \$399,999	\$14,000
\$400,000 - \$449,999	\$16,000
\$450,000 - \$499,999	\$18,000
\$500,000 - \$549,999	\$20,000
\$550,000 - \$599,999	\$22,000
\$600,000 - \$649,999	\$24,000
\$650,000 - \$699,999	\$26,000
\$700,000 - \$749,999	\$28,000
\$750,000 - \$799,999	\$30,000
\$800,000 - \$849,999	\$32,000
\$850,000 - \$899,999	\$34,000

\$900,000 +

\$36,000

7. Provide information on any ordering methods – such as electronic ordering or payment via pCard or EFT – or other criteria which entitle the using agency to additional discounts off of a manufacturer's price list. If so, please provide the percentage discount.

Orders can be faxed, mailed or emailed. pCards and EFT can be accepted. All pricing is at users net.

8. Provide your payment terms. These payment terms shall apply to all purchases and to all payment methods.

Payment terms are 0% 30 days for cash/check payments and EFT payments only.

9. Indicate if payment will be accepted via credit card. If so, may credit card payment(s) be made online. Also state the Convenience Fee, if allowable, per Section 5.2.E of the Visa Operating Regulations.

It is up to the local distributor to determine if credit card payments or online credit card payments are accepted. If credit card payments are accepted, there may be a convenience fee for use.

For the City of Tucson, Simpson Norton does accept credit cards and has a convenience fee as follows:

Transactions totaling \$5099 or less are not charged a convenience fee

Transactions totaling \$5100 or more will be charged \$2 / per \$100 for amounts over \$5100. (i.e. invoice totaling \$5,500 will be assessed a convenience fee of \$8).

PRICE PAGE

This Price Page lists Sample Equipment that will likely be purchased under the contract. This list is not all-inclusive. Offerors shall use the discounts provided in their Price Proposal to determine the price for the items below.

<u>ITEM#</u>	<u>DESCRIPTION</u>	<u>UNIT PRICE</u>
1.	Bunker Rake, as per specifications <u>Toro Sand Pro 5040, model 08705</u> MANUFACTURER AND MODEL NUMBER	<u>\$ 14,490.46</u>
2.	Heavy Duty Utility Vehicle, as per specifications <u>Toro HDX-D, model 07368</u> MANUFACTURER AND MODEL NUMBER	<u>\$ 20,465.72</u>
3.	Surrounds Mower, as per specifications <u>Toro RM3100-D, model 03170 & 03181 reels</u> MANUFACTURER AND MODEL NUMBER	<u>\$ 26,372.45</u>
4.	Triplex Greens Mower, as per specifications <u>Toro GR3150, model 04358, 04619,04626,93-4264</u> MANUFACTURER AND MODEL NUMBER	<u>\$ 26,270.83</u>
5.	Wide Area Rotary Mower, as per specifications <u>Toro GM4100-D, model 30449</u> MANUFACTURER AND MODEL NUMBER	<u>\$ 50,830.78</u>

(A) EQUIPMENT TOTAL FOR ITEMS 1-5 \$ 138,430.24

DISCOUNT OFF LIST PRICE

For each of the product categories, provide a listing of product lines and the proposed discount off list price. Offeror's may insert additional lines as needed.

<u>LIST</u>	<u>CATEGORY</u>	<u>DISCOUNT OFF</u>
A.	SPORTS FIELDS AND GROUNDS EQUIPMENT	_____ %
	<u>Commercial Equipment</u>	<u>21.8</u> %
	<u>LANDSCAPE CONTRACTOR</u>	<u>27.0</u> %
	<u>Siteworks Systems</u>	<u>17.0</u> %
B.	GOLF COURSE MAINTENANCE EQUIPMENT	_____ %
	<u>Commercial Equipment</u>	<u>21.8</u> %
	<u>LANDSCAPE CONTRACTOR</u>	<u>27.0</u> %
	<u>Siteworks Systems</u>	<u>17.0</u> %
C.	RELATED EQUIPMENT PARTS	_____ %
	<u>Commercial 'Performance PARTS'</u>	<u>upto 50</u> %
	_____	_____ %
	_____	_____ %
D.	USED EQUIPMENT	_____ %
	_____	<u>N/A</u> %
	_____	_____ %
	_____	_____ %
E.	BALANCE OF LINE	_____ %
	<u>Commercial Equipment</u>	<u>21.8</u> %
	<u>LANDSCAPE CONTRACTOR</u>	<u>27.0</u> %
	<u>Siteworks Systems</u>	<u>17.0</u> %

PRICE PAGE
(REPLACEMENT PARTS FOR SAMPLE EQUIPMENT)

<u>ITEM#</u>	<u>DESCRIPTION</u>	<u>QTY</u>	<u>UNIT PRICE</u>	<u>EXTENDED PRICE</u>
1.	Equipment: Bunker Rake Replacement Parts/Accessories:			
	Professional Infield Finisher 08754 PART/ITEM NUMBER	3 EA	\$ 1,975.53	\$ 5,926.59
	Wheel Motor 108-2947 PART/ITEM NUMBER	5 EA	\$ 1,022.66	\$ 5,113.30
2.	Equipment: Heavy Duty Utility Vehicle Replacement Parts/Accessories:			
	Master Brake Cylinder 104-6782 PART/ITEM NUMBER	5 EA	\$ 123.03	\$ 615.15
	Clutch Cable Assembly 115-2284 PART/ITEM NUMBER	5 EA	\$ 73.52	\$ 367.60
3.	Equipment: Surrounds Mower Replacement Parts/Accessories:			
	Air Filter 108-3811 PART/ITEM NUMBER	5 EA	\$ 14.34	\$ 71.70
	Oil Filter 108-3841 PART/ITEM NUMBER	5 EA	\$ 6.58	\$ 32.90
	Fuel Filter 110-9049 PART/ITEM NUMBER	5 EA	\$ 14.59	\$ 72.95
	Cutting Blades 114-9388 PART/ITEM NUMBER	2 SETS	\$ 45.62	\$ 273.72
	Blade Bearing Kit 93-2489 PART/ITEM NUMBER	2 EA	\$ 16.85	\$ 33.70
	Cutting Belts Not applicable (hydraulic) PART/ITEM NUMBER	5 EA	\$ n/a	\$

PRICE PAGE

(REPLACEMENT PARTS FOR SAMPLE EQUIPMENT - Cont.)

<u>ITEM#</u>	<u>DESCRIPTION</u>	<u>QTY</u>	<u>UNIT PRICE</u>	<u>EXTENDED PRICE</u>
3. (con't)	Tires <u>117-5125</u> PART/ITEM NUMBER	4 EA	\$ <u>60.85</u>	\$ <u>243.40</u>
	Starter <u>98-9705</u> PART/ITEM NUMBER	1 EA	\$ <u>385.70</u>	\$ <u>385.70</u>
4.	Equipment: Triplex Greens Mower Replacement Parts/Accessories:			
	Air Filter <u>92-0527</u> PART/ITEM NUMBER	5 EA	\$ <u>13.98</u>	\$ <u>69.90</u>
	Oil Filter <u>107-7817</u> PART/ITEM NUMBER	5 EA	\$ <u>6.14</u>	\$ <u>30.70</u>
	Fuel Filter <u>94-2690</u> PART/ITEM NUMBER	5 EA	\$ <u>2.79</u>	\$ <u>13.95</u>
	Cutting Blades <u>93-4263</u> PART/ITEM NUMBER	2 SETS	\$ <u>39.43</u>	\$ <u>236.58</u>
	Blade Bearing Kit <u>115-3296</u> PART/ITEM NUMBER	2 EA	\$ <u>30.40</u>	\$ <u>60.80</u>
	Cutting Belts <u>Not applicable (hydraulics)</u> PART/ITEM NUMBER	5 EA	\$ <u>n/a</u>	\$ <u></u>
	Tires <u>28-3680</u> PART/ITEM NUMBER	4 EA	\$ <u>58.36</u>	\$ <u>233.44</u>
	Starter <u>Briggs and Stratton (not available from Toro)</u> PART/ITEM NUMBER	1 EA	\$ <u></u>	\$ <u></u>
5.	Equipment: Wide Area Mower Replacement Parts/Accessories:			
	Air Filter <u>108-3816</u>	5 EA	\$ <u>16.94</u>	\$ <u>84.70</u>

PRICE PAGE
(REPLACEMENT PARTS FOR SAMPLE EQUIPMENT - Cont.)

<u>ITEM#</u>	<u>DESCRIPTION</u>	<u>QTY</u>	<u>UNIT PRICE</u>	<u>EXTENDED PRICE</u>
5. (Con't)	PART/ITEM NUMBER			
	Oil Filter 104-5169	5 EA	\$ 5.58	\$ 27.90
	PART/ITEM NUMBER			
	Fuel Filter 110-9049	5 EA	\$ 14.59	\$ 72.95
	PART/ITEM NUMBER			
	Cutting Blades 92-5608-03	2 SETS	\$ 19.13	\$ 267.82
	PART/ITEM NUMBER			
	Blade Bearing Kit 110-8297	2 EA	\$ 33.14	\$ 66.28
	PART/ITEM NUMBER			
	Cutting Belts 55-7660	5 EA	\$ 20.40	\$ 102.00
	PART/ITEM NUMBER			
	Tires 94-5236	4 EA	\$ 85.16	\$ 340.64
	PART/ITEM NUMBER			
	Starter 115-8603	1 EA	\$ 785.42	\$ 785.42
	PART/ITEM NUMBER			

(B) TOTAL EXTENDED PRICE FOR REPLACEMENT PARTS FOR ITEMS 1-5 \$ 15,529.79

(A) EQUIPMENT TOTAL FOR ITEMS 1-5 \$ 138,430.24

(B) TOTAL EXTENDED PRICE FOR REPLACEMENT PARTS FOR ITEMS 1-5 \$ 15,529.79

GRAND TOTAL (A + B) \$ 153,960.03

Submit with your offer the recommended preventative maintenance program (PMP) for each sample equipment specified below. Identify all parts/materials/supplies (provide part numbers) necessary to complete the PMP as well as the unit pricing of each. Provide the expected useful life and salvage value for each piece of equipment. Provide a list and per unit price of typical repair parts replaced during a piece of equipment's useful life.

The RFP Amendment No. 1 states that the life cycle costing information should be based on 2,000 annual hours of service. Our experience shows that the typical usage for mowing equipment in the southwest is about 800 hours per year. Usage of equipment such as utility vehicles, and bunker rakes is much less than that.

We have attached our Preventive Maintenance intervals for the specified equipment with a Quick Reference Application Guide with pricing of these maintenance items. As far as useful life, salvage value and repair parts there are so many variables that go into each of these that it is difficult to put a number on it. It really is dependent on how you operate your equipment, the conditions that you operate them in, the attention to maintenance and timely repairs to the equipment. If the City of Tucson is concerned with budgeting ongoing repair costs for these products, Toro does offer extended coverage to allow you to more closely budget the ongoing repair costs.

BUNKER RAKE SPECIFICATIONS		
Item 1		
ITEM/MINIMUM REQUIREMENT	COMPLY?	VENDOR EXCEPTION/ALTERNATIVE
ENGINE		
V-Twin cylinder, 4-cycle, OHV.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
18 hp (13.4 kW) @ 3600 rpm.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Displacement: 34.8 cu. in. (570 cc)	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Oil capacity: 1.75 quart (1.8 liter)	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Cooling: Air (high flow blower)	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Air cleaner system: Remote mounted 3-phase Donaldson® air cleaner	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
TRACTION		
Drive: Direct driven hydrostatic variable speed displacement piston pump to 3 hydraulic motors for 3WD, hydraulic traction system.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Brakes: Dynamic braking through the hydrostatic transmission, hand actuated brake lever.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Hydraulic oil: 5.0 gallon (18.9 liter). 10 micron replaceable cartridge.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Main frame: Welded rectangular tubular steel frame construction.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Controls: Hand operated choke, throttle, and hydraulic control for raising/lowering with float.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
GROUND SPEED		
Infinitely variable 0-10 mph (16 km/h) forward; 4.3 mph (6.9 km/h) reverse.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
ELECTRICAL		

Battery: 12 volt, 15 amp., 300 CCA @ 0 F	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
Starter: 12 volt electric	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
STEERING			
Hydraulic Power Steering	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
OTHER CHARACTERISTICS			
Ground Clearance: 6.0"	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

**HEAVY DUTY UTILITY VEHICLE
SPECIFICATIONS**

Item 2

**VENDOR
EXCEPTION/ALTERNATIVE**

ITEM/MINIMUM REQUIREMENT	COMPLY?	
ENGINE		
Engine - diesel, 3-cylinder, 4-cycle, liquid-cooled	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Horsepower – Approx. 24 HP (17.9 kW)	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Torque – 49 ft-lbs (67.0 N-m)	Y <input checked="" type="checkbox"/> N	44 Ft. Lbs.
Displacement – 69 cu. in. (1,131 cc)	Y <input checked="" type="checkbox"/> N	58.0 Cu. In.
Oil Capacity – 3-4 qts. (3.5 L)	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Governor type – Mechanical centrifugal	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Lube Oil Filter – Full flow with spin-on oil filter	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Lubrication – Full-pressure lubrication	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Starting System – 12-volt starter	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Fuel Filter – Pre-filter, water separator, final filter	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
PAYLOAD CAPACITY		
Rated Capacity – approx. 2,400 lbs	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
DRIVETRAIN		
Transmission (Manual) – 3-speed truck manual transmission with low-low (creeper) first gear; synchronized in all forward gears. High low range	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
ELECTRICAL SYSTEM		
Lights – Two seated high/low-beam headlights; stoplight/taillight	Y <input checked="" type="checkbox"/> N	No high/low beams. Twin halogen headlights
Preheat Diesel Model – Automatic glow-plug activation before ignition; instrument panel light indicates when glow plugs are heating the combustion chambers	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Hydraulic System – 6.8 gal. (25.7) capacity; 25-micron, full-flow filtration; biodegradable fluid; oil cooler standard	Y <input checked="" type="checkbox"/> N	8 quart capacity
STEERING		
Automotive power steering	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
BRAKES		
Hydraulic disc brakes, self-adjusting on all wheels, mechanical cable actuated caliper parking brake on rear wheels	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	

**SURROUNDS MOWER
SPECIFICATIONS**

Item 3

ITEM / MINIMUM REQUIREMENT	COMPLY?	VENDOR EXCEPTION/ALTERNATIVE
ENGINE		
Fuel = Diesel	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Size = Approx. 52 Cubic Inches	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Power = Approx. (Gross) 19 Hp	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Air Cleaner = Dual-Stage With Restriction Indicator	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Cooling = Liquid	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Oil Filter = Full Flow Filter	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Cylinders = 3	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Displacement = 52.1 Cubic Inches	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
CAPACITIES		
FUEL = 7 Gal	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
ENGINE OIL = 3 Qt	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
HYDRAULIC OIL = 5 Gal	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
DRIVE SYSTEM		
Traction Drive = Full time 3 Wheel Drive Reduce Slip System (RSS), 2-pedal foot controlled; or equivalent	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
BRAKES		
2-wheel Disc	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	2 -wheel drum
Hand controlled Park Brake	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Closed loop traction system.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
OTHER STANDARD EQUIPMENT		
Drive Wheels=Hydraulic, Standard 3 Wd	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Traction Drive = Three-Wheel Drive Reduce Slip System, 2-Pedal Controlled	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
CUTTING UNITS		
Number = 3 Reel Cutting Units	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
SIZE = Approx. 26"	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Number Of Blades = 8	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Backlapping = Standard	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
CLIP FREQUENCY = 0.126-In/Mph	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Front Rollers = Grooved	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Reel Diameter = 7"	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
BEDKNIFE ADJUSTMENT = Reel-To-Bedknife	Y <input type="checkbox"/> N	Bed knife to reel
Rear Rollers = Solid	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	

**SURROUNDS MOWER
SPECIFICATIONS**

Item 3 (Cont.)

ITEM / MINIMUM REQUIREMENT	COMPLY?	VENDOR EXCEPTION/ALTERNATIVE
ELECTRICAL AND SAFETY INTERLOCKS		
DIAGNOSTICS = On board Diagnostics with the White Box Controller and (SOS) Sit on Sit Diagnostics; or equivalent	<input type="checkbox"/> Y <input type="checkbox"/> N	
Neutral start switch	<input type="checkbox"/> Y <input type="checkbox"/> N	
Operator presence switch (in seat)	<input type="checkbox"/> Y <input type="checkbox"/> N	
Mow / Transport switch	<input type="checkbox"/> Y <input type="checkbox"/> N	
Park brake set switch.	<input type="checkbox"/> Y <input type="checkbox"/> N	

**TRIPLEX GREENS MOWER
SPECIFICATIONS**

Item 4

ITEM / MINIMUM REQUIREMENT	COMPLY ?	VENDOR EXCEPTIONAL/ALTERNATIVE
ENGINE		
Power = 18 HP	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Type = Gas (Unleaded) powered	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
CAPACITIES		
Fuel Capacity = 7.0 gal	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Hydraulic Oil = 7.5 gal primary, and 1.0 gal auxiliary tank	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
DRIVE SYSTEM		
Traction Drive = Hydrostatic piston pump closed loop system. Foot pedal forward and reverse; infinitely variable	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
IMPLEMENT DRIVE		
Hydraulic drive, individual pump and valve sections operating three reels	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
CUTTING UNITS		
Number = 3	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Type = 11 Blade	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
BEDKNIVES = Lo-Cut, 1/8"	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Height Of Cut Range = 0.125" – 0.750"	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Reel Frame	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Reel Diameter = 5"	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Blades Shall Be High Carbon Steel	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
OTHER STANDARD EQUIPMENT		
STEERING		
Power	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
Adjustable steering wheel tilt and a 5 position steering arm tilt	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
CONTROLS		
Raise / lower mow lever (joystick)	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	

**WIDE AREA ROTARY MOWER
SPECIFICATIONS**

Item 5

ITEM/MINIMUM REQUIREMENT	COMPLY ?	VENDOR EXCEPTION/ALTERNATIVE
ENGINE AND CAPACITIES		
ENGINE		
60 HP, Liquid Cooled Turbo Charged Diesel	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
AIR CLEANER		
Dry, replaceable primary and safety elements	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
RADIATOR		
Rear-mount cross-flow, 7-row, 5-fins per inch, 13 quart (10.4 liter) capacity	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
FUEL CAPACITY		
Approx. 19 gallon (72 liter) diesel fuel/biodiesel B-20	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
DRIVE SYSTEM		
TRACTION DRIVE		
Full time bi-directional hydrostatic, closed-loop, 4wd transmission, variable displacement piston pump with servo controls powers fixed displacement piston motors which drive single action reduction planetary gear assemblies at each front wheel. Parallel hydraulic flow powers fixed displacement piston motor, which drives mechanical axle in rear. 2wd in forward (transport) range.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
HYDRAULICS/COOLING		
8 gallon capacity 2 micron remote spin-on filter. 19 row, single pass cooler with tilt out for cleaning	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
OTHER CHARACTERISTICS		
DIAGNOSTICS		
Diagnostics pressure test ports: forward and reverse traction, left, center, and right decks. Reverse 4WD, lift, and steering. Charge and deck counterbalance circuits.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	
INTERLOCKS		
Prevents engines from starting unless traction pedal is in neutral and deck is disengaged. If operator leaves seat with deck engaged, engine stops. Mowing only permitted in low range. Engine stops if parking brake engaged and traction pedal not in neutral. Deck transport latches.	<input checked="" type="checkbox"/> Y <input type="checkbox"/> N	

**WIDE AREA ROTARY MOWER
SPECIFICATIONS**

Item 5 (Cont.)

ITEM/MINIMUM REQUIREMENT	COMPLY ?	VENDOR EXCEPTION/ALTERNATIVE
CUTTING UNITS		
WIDTH OF CUT		
Overall approx. 124" . Center deck 54". Two 37" Wings all upfront	<input checked="" type="checkbox"/> Y N	
MOWING RATES		
Mows up to 9.9 acres/hr at 8 Mph assuming no overlaps or stops	<input checked="" type="checkbox"/> Y N	

Groundsmaster 4100

Model 30449

Maintenance

Note: Determine the left and right sides of the machine from the normal operating position.

Recommended Maintenance Schedule(s)

Maintenance Service Interval	Maintenance Procedure
After the first 10 hours	<ul style="list-style-type: none">• Torque the wheel lug nuts.• Check the fan belt tension.• Check the blade drive belt tension.
After the first 50 hours	<ul style="list-style-type: none">• Change the engine oil and filter.• Check the engine speed (at idle and full throttle).
After the first 200 hours	<ul style="list-style-type: none">• Change the front planetary gear oil.• Change the rear axle oil.• Change the hydraulic oil.• Change the hydraulic oil filters.
Before each use or daily	<ul style="list-style-type: none">• Check the engine oil level.• Check the coolant level.• Check the hydraulic fluid level.• Check the tire pressure.• Check the air cleaner indicator.• Check the interlock switch operation
Every 50 hours	<ul style="list-style-type: none">• Lubricate all grease fittings.• Check the blade drive belt tension.• Check the battery level and cable connections.• Clean the underside of the mower housing and under the belt covers.
Every 100 hours	<ul style="list-style-type: none">• Inspect the cooling system hoses and clamps.• Check the fan belt tension.
Every 150 hours	<ul style="list-style-type: none">• Change the engine oil and filter.
Every 200 hours	<ul style="list-style-type: none">• Torque the wheel lug nuts.• Service the spark arrestor muffler
Every 250 hours	<ul style="list-style-type: none">• Clean the cab air filters. (Replace them if they are torn or excessively dirty.)
Every 400 hours	<ul style="list-style-type: none">• Check the planetary gear drive oil.• Check the rear axle lubricant.• Check the rear axle gear box lubricant.• Service the air filter (if the indicator shows red).• Inspect the fuel lines and connections.• Replace the fuel filter canister.• Check the engine speed (at idle and full throttle).
Every 800 hours	<ul style="list-style-type: none">• Drain and clean the fuel tank.• Change the front planetary gear oil.• Change the rear axle oil.• Check the rear wheel toe-in.• Inspect the blade drive belts.• Change the hydraulic oil.• Change the hydraulic oil filters.• Inspect the cutting unit castor wheel assemblies.• Check and adjust the valve clearance.
Every 2 years	<ul style="list-style-type: none">• Flush the cooling system and replace fluid.• Replace moving hoses.

Greensmaster 3150

Model 04358

Maintenance

Note: Determine the left and right sides of the machine from the normal operating position.

Important: Refer to your engine *Operator's Manual* for additional maintenance procedures.

⚠ CAUTION

If you leave the key in the ignition switch, someone could accidentally start the engine and seriously injure you or other bystanders.

Remove the key from the ignition and disconnect the wire from the spark plug before you do any maintenance. Set the wire aside so that it does not accidentally contact the spark plug.

Recommended Maintenance Schedule(s)

Maintenance Service Interval	Maintenance Procedure
After the first hour	<ul style="list-style-type: none">• Check the torque of the wheel nuts.
After the first 10 hours	<ul style="list-style-type: none">• Check the torque of the wheel nuts.
After the first 25 hours	<ul style="list-style-type: none">• Change the engine oil and filter.
After the first 50 hours	<ul style="list-style-type: none">• Change the hydraulic filter.• Check the engine RPM (at idle and full throttle).
Before each use or daily	<ul style="list-style-type: none">• Check the engine oil.• Check the hydraulic fluid level.• Check the safety interlock system.• Inspect and cleanup after mowing.• Check the hydraulic lines and hoses.
Every 50 hours	<ul style="list-style-type: none">• Grease the machine (immediately after every washing).• Service the air cleaner foam pre-cleaner (more frequently when operating conditions are dusty or dirty).• Check the battery electrolyte level.• Check the battery cable connections.
Every 100 hours	<ul style="list-style-type: none">• Service the air cleaner cartridge (more frequently when operating conditions are dusty or dirty).• Change the engine oil and filter.
Every 200 hours	<ul style="list-style-type: none">• Check the torque of the wheel nuts.• Check the reel bearing preload adjustment.
Every 800 hours	<ul style="list-style-type: none">• Replace the spark plugs.• Replace the fuel filter.• Change the hydraulic oil.• Change the hydraulic filter.• Check the engine RPM (at idle and full throttle).• Check the valve clearance.
Every 2 years	<ul style="list-style-type: none">• Check the fuel lines and connections.• Replace moving hoses.

Reelmaster 3100

Model 03170

Maintenance

Note: Determine the left and right sides of the machine from the normal operating position.

Recommended Maintenance Schedule(s)

Maintenance Service Interval	Maintenance Procedure
After the first hour	<ul style="list-style-type: none">• Torque the wheel nuts.
After the first 10 hours	<ul style="list-style-type: none">• Torque the wheel nuts.• Check the condition and tension of all belts.• Change the hydraulic filter.
After the first 50 hours	<ul style="list-style-type: none">• Change the oil and oil filter.
Before each use or daily	<ul style="list-style-type: none">• Check the engine oil level.• Check the engine coolant level.• Check the hydraulic fluid level.• Check the tire pressure.• Check the reel-to-bedknife contact.• Check the interlock system.• Drain the water separator.• Clean the radiator and oil cooler.• Check the hydraulic lines and hoses.
Every 25 hours	<ul style="list-style-type: none">• Check the electrolyte level. (If machine is in storage, check every 30 days.)
Every 50 hours	<ul style="list-style-type: none">• Lubricate all bearings and bushings. (Lubricate all bearings and bushings daily when conditions are dusty and dirty.)
Every 100 hours	<ul style="list-style-type: none">• Check the condition and tension of all belts.
Every 150 hours	<ul style="list-style-type: none">• Change the oil and oil filter.
Every 200 hours	<ul style="list-style-type: none">• Torque the wheel nuts.• Service the air cleaner (More frequently in extreme dusty or dirty conditions)• Check the parking brake adjustment.• Change the hydraulic filter.
Every 400 hours	<ul style="list-style-type: none">• Check the fuel lines and connections.• Replace the fuel filter canister.• Change the hydraulic fluid.
Every 500 hours	<ul style="list-style-type: none">• Grease the bearings in the rear axle.
Every 2 years	<ul style="list-style-type: none">• Drain and clean the fuel tank.• Drain and flush the coolant system (Take to an authorized Toro dealer or refer to the Service Manual).

▲ CAUTION

If you leave the key in the ignition switch, someone could accidentally start the engine and seriously injure you or other bystanders.

Remove the key from the ignition before you do any maintenance.

SandPro 5040

Model 08705

Maintenance

Note: Determine the left and right sides of the machine from the normal operating position.

▲ CAUTION

If you leave the key in the ignition switch, someone could accidentally start the engine and seriously injure you or other bystanders.

Remove the key from the ignition before you do any maintenance.

Recommended Maintenance Schedule(s)

Maintenance Service Interval	Maintenance Procedure
After the first 8 hours	<ul style="list-style-type: none">• Torque the wheel lug nuts.• Change the hydraulic filter.
After the first 25 hours	<ul style="list-style-type: none">• Change the engine oil and filter.
Before each use or daily	<ul style="list-style-type: none">• Check the engine oil level.• Check the hydraulic fluid level.• Check the tire pressure.• Check the condition of the hydraulic lines and hoses.• Inspect and clean the machine.• Check the safety interlock operation
Every 25 hours	<ul style="list-style-type: none">• Check the battery fluid level and the cable connections.
Every 100 hours	<ul style="list-style-type: none">• Torque the wheel lug nuts.• Grease the machine.• Change the engine oil and filter.
Every 200 hours	<ul style="list-style-type: none">• Replace the air filter.
Every 400 hours	<ul style="list-style-type: none">• Change the hydraulic system oil and filter.
Every 800 hours	<ul style="list-style-type: none">• Replace the spark plugs.• Replace the fuel filter.• Decarbon the combustion chamber.• Adjust the valves and torque head.• Check the engine RPM (at idle and full throttle).• Drain and clean the fuel tank.
Every 1,500 hours	<ul style="list-style-type: none">• Replace moving hoses.• Replace the neutral and seat interlock switches.

Important: Refer to your *Engine Operator's Manual* for additional maintenance procedures.

Workman HDX-D

Model 07368

Maintenance

Recommended Maintenance Schedule(s)

Maintenance Service Interval	Maintenance Procedure
After the first 2 hours	<ul style="list-style-type: none">• Torque the front and rear wheel nuts.
After the first 8 hours	<ul style="list-style-type: none">• Check condition and tension of the alternator belt.
After the first 10 hours	<ul style="list-style-type: none">• Torque the front and rear wheel nuts.• Check the adjustment of the shift cables.• Check the adjustment of the parking brake.• Replace the hydraulic filter.• Change the high flow hydraulic oil filter (TC Models only).
After the first 50 hours	<ul style="list-style-type: none">• Change engine oil and filter.• Adjust the engine valve clearance.
Before each use or daily	<ul style="list-style-type: none">• Check engine oil level.• Check the level of coolant.• Check the transaxle/hydraulic fluid level.• Check the high flow hydraulic fluid level (TC models only).• Check the tire pressure.• Check the brake fluid level.• Check the operation of the interlock system.• Drain water or other contaminants from the water separator.• Remove debris from the engine area and radiator. (Clean more frequently in dirty conditions.)
Every 50 hours	<ul style="list-style-type: none">• Check the battery fluid level. (Every 30 days if in storage)• Check the battery cable connections.
Every 100 hours	<ul style="list-style-type: none">• Check the level of front differential oil (four wheel drive models only).• Grease all bearings and bushings. (Lubricate more frequently in heavy duty applications)• Check the condition of the tires.
Every 150 hours	<ul style="list-style-type: none">• Change engine oil and filter.
Every 200 hours	<ul style="list-style-type: none">• Torque the front and rear wheel nuts• Change the air cleaner filter. (more frequently in dusty or dirty conditions)• Inspect the constant velocity boot for cracks, holes, or a loose clamp.• Check the adjustment of the shift cables.• Check the adjustment of the high-low cable.• Check the adjustment of the differential lock cable.• Check the adjustment of the parking brake.• Check the adjustment of the brake pedal.• Check condition and tension of the alternator belt.• Check the adjustment of the clutch pedal.• Inspect the service and parking brakes.
Every 400 hours	<ul style="list-style-type: none">• Check the fuel lines and connections.• Replace the fuel filter canister.• Check the front wheel alignment.• Visually inspect the brakes for worn brake shoes.
Every 600 hours	<ul style="list-style-type: none">• Adjust the engine valve clearance.

C. Qualifications and Experience

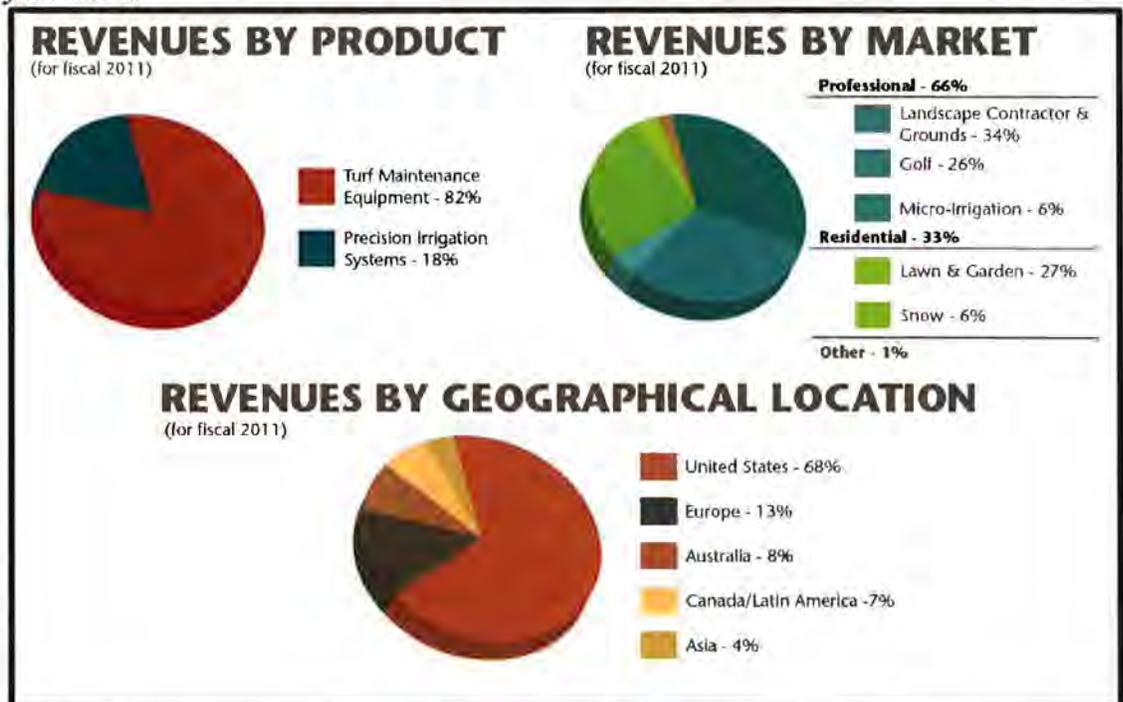
1. Provide a brief history and description of your company. Describe your market position in the state and local government, educational and medical market spaces. State the amount of your firm's state and local government sales for 2011.

The Toro Company is proud of its legacy of quality and innovation. Founded in 1914 to build tractor engines for The Bull Tractor Company, the company survived the tumultuous years of World War I by building steam steering engines for merchant ships to support the war effort. In 1920, Toro entered the turf industry when it mounted five reel mowers to the front of a Toro tractor to cut the fairways at The Minikahda Club in Minneapolis.

We take pride in our responsibility to employees, customers, shareholders and the environment. Since 1914, we have cultivated our reputation around trusted relationships and constant innovation to help anticipate the future needs of our customers. At the same time, we are building on a tradition of excellence around a number of strong brands to help customers care for golf courses, sports fields, public green spaces, commercial and residential properties, and agricultural fields. Over the years, we have strengthened our position as a leading worldwide provider of turf and landscape maintenance equipment, and precision irrigation solutions due in large part to a strong network of distributors, dealers and retailers in nearly 80 countries around the world.

2. Provide a statement of your annual sales for the past 3 years.

We cannot divulge sales information but can share this following chart for Toro's fiscal year 2011:



3. In order to evaluate the financial aspects of your company, submit your Dunn and Bradstreet Comprehensive Insight Plus Report. 71 of 85

See Dunn & Bradstreet attachment

4. Provide the total number and location of sales persons employed by your firm.

The Toro Company employs 12 Regional and District Sales Managers that call directly on customers and Distributors. These resources are located in Minnesota, Indiana, Connecticut, North Carolina, Florida and California.

Most customer activity will be with our distributors' sales force of approximately 200 sales representatives. The resources are located in every state except Alaska.

5. Provide the total number and location of support centers (if applicable)

All of Toro's Commercial products are shipped from our warehouse in Tomah, Wisconsin to distribution. Distributors' facilities range in size depending on the services offered at the facility such as sales, service, parts etc. Toro has over 100 offices nationally ranging in size from 10,000 square feet to 150,000 square feet.

6. Describe the qualifications of your sales personnel and technicians.

We require our Service Technicians to maintain and increase their skills by studying and passing courses and exams through the International Golf Course Equipment Manager's Association (IGCEMA). Skill set development is targeted in gasoline and diesel engines, hydraulic and drivetrains, electrical systems, sprayer calibration and turf equipment specialized technology. We have 195 technicians or 74% currently systems certified. Once systems certification is achieved technicians can achieve product specific certification. We have 96 technicians with product certifications.

Our Service Directors are 100% Certified Service Managers (CSM) through the National Association of Service Managers (NASM)

7. Provide a listing of key personnel who may be assigned to the City's contract. Include their title within your organization and the description of the type of work they may perform. Please identify an executive corporate sponsor who will be responsible for the overall management of the awarded Master Agreement.

Toro

Pete Whitacre, District Sales Manager, will manage the City of Tucson contract for Toro. He holds a Certified Sales Executive designation from Sales & Marketing Executives International. He has 25 years experience selling to the government market and understands the buying and selling process that is specific to government. Pete holds a Government Contractor Certificate (GCC) through the National Institute for Government Purchasing (NIGP) showing his commitment to this market. He also sits on the NIGP National Business Council as an advisor to the NIGP Board.

Paula Sliefert, Senior Marketing Manager, will be responsible for the marketing of this contract nationwide. She is the signing agent for Toro's GSA contract and is presently the Chairperson of the NIGP National Business Council, a seat which she will hold until August 2013. She has successfully marketed this contract the past four and one-

half years; relentlessly bringing exposure through various mediums of marketing including both print and digital. She has also continuously incorporated this contract into the agendas of many of the National Training events Toro hosts.

Pete and Paula have the backing and resources of Toro to successfully implement this contract. This includes our senior management, sales teams, training teams, technical support teams, marketing, information systems and engineering.

Simpson Norton

Shelly Lucas – Sports Fields and Grounds Manager for Simpson Norton Corporation. Shelly will be the main contact person for the City of Tucson. Shelly is responsible for all contracts offered by the Simpson Norton Corporation. She processes all orders and purchase orders.

Mike Mastromarino – Territory Manager is the salesman for the Tucson market. Mike will provide the City of Tucson with equipment recommendations, quotes and training on new equipment.

Jake Pennington – In-Field service technician for the Tucson market. Jake will be the tech assigned to any service inquiries or repairs, warranty or non-warranty.

8. Summarize your experience in providing product and services similar to that outlined in the

Scope of Work. Provide a minimum of three references for which you have provided similar products and services. References from other public agencies, particularly municipal governments, are preferred. Please include company name, address, phone, email, and contact person.

For the past four and one-half years we have provided this service to the City of Tucson and hundreds of other municipalities across the country that have made the decision to use the City of Tucson contract to purchase Toro turf equipment. Each month we have reported to National IPA the customers that have used the contract to purchase Toro equipment.

*The City of Tucson
900 S. Randolph Way
Tucson, AZ 85716
520-631-3629
fbaraja1@tucson.az.us
Frank Barajas*

*The City of Phoenix
251 W. Washington St.
Phoenix, AZ 85003
602-686-4494
Bob.lytle@phoenix.gov
Bob Lytle*

*City of Scottsdale
9191 E. San Salvador
Scottsdale, AZ 85258
480-312-5574
rlagno@scottsdaleaz.gov
Rick Lagno*

9. Please submit any additional information that you feel is applicable to your qualifications and experience.

We monitor the service level performance of our distributors through a third party Customer Satisfaction organization- (customerSat.com) that conducts repair service surveys on a daily basis. On a scale of 1-10 with 10 being the highest satisfaction level, we maintain an average score of 9+ nationally. Toro also monitors the purchasing process at specific intervals through the same third party customer satisfaction organization. Toro can provide these metrics by distributor at your request.

Toro Commercial Equipment Domestic Distributors

Distributor Name	Last	First	Work Email	Work / Distributor Address	WorkCity	WorkST	WorkZip
Century Equipment	Mowat	John	jmowat@centuryequip.com	4199 Leap Road	Hilliard	OH	43026
E. H. Griffith, Inc.	Guesman	James	jimg@ehgriffith.com	2250 Palmer Street	Pittsburgh	PA	15218
Grassland Equipment	Lind	Roger	rlind@grasslandcorp.com	315 Commerce Blvd.	Liverpool	NY	13088
Hawthorne Pacific	Vena	Greg	gvena@hawthornecat.com	94-025 Farrington Hwy	Waipahu	HI	96797
Hector Turf	Limberg	Joe	jlimberg@hectorturf.com	1301 N.W. 3rd Street	Deerfield Beach	FL	33442
Jerry Pate Turf & Irrigation	Kurpuis	Chris	ckurpuis@jerrypate.com	301 Schubert Drive	Pensacola	FL	32504-6958
Kenney Machinery Corp.	Gamble	Dan	dan.gamble@kmcturf.com	8420 Zionsville Road	Indianapolis	IN	46268
L. L. Johnson Distributing	Melchior	Dan	dmelchior@lljohnson.com	4701 Ivy St.	Denver	CO	80216-6400
Midland Implement Company	Pates	Randy	rpates@midlandimplement.com	402 Daniels Street	Billings	MT	59101
Midwest Turf & Irrigation	Deines	Jerry	jdeines@midwestturf.net	14201 Chalco Valley Parkway	Omaha	NE	68138
MTI Distributing	Andrews	Shane	shane.andrews@mtidistributing.com	4830 Azelia Ave. N. Ste. 100	Brooklyn Center	MN	55429
Professional Turf Products	McCue	Mike	mccuem@proturf.com	1010 No. Industrial Blvd.	Eules	TX	76039
Professional Turf Products	Mock	Adam	mocka@proturf.com	3621 South 73rd East Ave.	Tulsa	OK	74145
Professional Turf Products	Swain	Chris	swainc@proturf.com	1010 No. Industrial Blvd.	Eules	TX	76039
Professional Turf Products	Watson	Chuck	watsonc@proturf.com	5026 Service Center Drive	San Antonio	TX	78218
Reinders	Jensen	John	jjensen@reinders.com	W227 N6225 Sussex Road	Sussex	WI	53089
Reinders	Murphy	Michael	mmurphy@reinders.com	3816 Carnation St.	Franklin Park	IL	60131
Simpson Norton Corporation	Lucas	Shelly	shelly.lucas@simpsonnorton.com	4144 S. Bullard Ave.	Goodyear	AZ	85338-3613
Smith Turf & Irrigation	Bell	Bob	bob.bell@smithturf.com	4355 Golf Acres Drive	Charlotte	NC	28208
Smith Turf & Irrigation	Blackburn	Bill	bill.blackburn@smithturf.com	525 Fairground Court	Nashville	TN	37211-2008
Smith Turf & Irrigation	McGrory	Dan	dan.mcgrory@smithturf.com	2201 Dabney Road	Richmond	VA	23230-0327
Spartan Distributors	Early	Kris	kris.early@spartandist.com	1050 Opdyke Road	Auburn Hills	MI	48326
Spartan Distributors	Ross	Gabe	gabe.ross@spartandist.com	487 W. Division Street	Sparta	MI	49345
Storr Tractor Company	Indyk	Kenneth	kindyk@storrtractor.com	3191 U.S. Hwy 22 East	Branchburg	NJ	08876-3481
Turf Equipment & Irrigation	Ridinger	Nathan	nate.ridinger@turfequip.com	1630 South Gladiola Street	Salt Lake City	UT	84104
Turf Equipment & Supply	Pardoe	Brian	brianpardoe@turf-equipment.com	8015 Dorsey Run Road	Jessup	MD	20794
Turf Products	Ferry	John	jferry@turfproductscorp.com	157 Moody Road	Enfield	CT	06082
Turf Star, Inc.	Dahl	Doug	dougd@turfstar.com	2110 La Mirada Dr., Ste. 100	Vista	CA	92081
Turf Star, Inc.	Talley	Chuck	chuck.talley@turfstar.com	11373 Sunrise Gold Circle	Rancho Cordova	CA	95742-6533
Wesco Turf	DiCicco	Ron	ron.dicicco@wescoturf.com	2101 Cantu Court	Sarasota	FL	34232-6242
Western Equipment	Wills	Norm	norm.wills@western-equip.com	20224 - 80th Avenue South	Kent	WA	98032-1288

OFFER AND ACCEPTANCE

OFFER

TO THE CITY OF TUCSON:

The Undersigned hereby offers and shall furnish the material or service in compliance with all terms, scope of work, conditions, specifications, and amendments in the Request for Proposal which is incorporated by reference as if fully set forth herein.

For clarification of this offer, contact:

THE TORO COMPANY

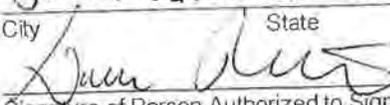
Company Name

8111 LYNDALE AV. S.

Address

BLOOMINGTON MIN 55420

City State Zip



Signature of Person Authorized to Sign

DARREN REDETZKE

Printed Name

VICE PRESIDENT

Title

Name: _____

Title: _____

Phone: _____

Fax: _____

E-mail: _____

ACCEPTANCE OF OFFER

The Offer is hereby accepted. The Contractor is now bound to sell the materials or services specified in the Contract. This Contract shall be referred to as Contract No. _____

Approved as to form this _____ day of _____, 2012

CITY OF TUCSON, a municipal corporation

Awarded this _____ day of _____, 2012.

As Tucson City Attorney and not personally

Mark A. Neihart, C.P.M., CPPB, A.P.P., CPM
As Director of Procurement and not personally

REQUEST FOR PROPOSAL AMENDMENT

CITY OF TUCSON
DEPARTMENT OF PROCUREMENT
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701
P.O. BOX 27210, TUCSON, AZ 85726
ISSUE DATE: MAY 29, 2012

REQUEST FOR PROPOSAL NO. 120535
RFP AMENDMENT NO. 1
PAGE NO. 1 OF 1
RFP DUE DATE: JUNE 12, 2012
RESPONSIBLE CONTRACT OFFICER: LLOYD B. WINDLE II, C.P.M.

A SIGNED COPY OF THIS AMENDMENT MUST BE SUBMITTED WITH YOUR SEALED PROPOSAL.
THIS REQUEST FOR PROPOSAL IS AMENDED AS FOLLOWS:

GROUNDSKEEPING, GOLF AND SPORTS FIELD MAINTENANCE EQUIPMENT

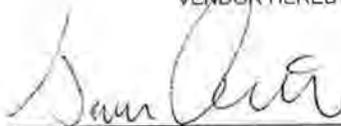
The following clarification is the result questions discussed at the pre-proposal meeting.

1. The Due Date **REMAINS** June 12, 2012 at 4:00 PM.
2. Pages 4-11, B. Product Requirements, 7. Sample Equipment Specifications: The intent of the sample equipment specifications is to establish a baseline to compare equipment of similar commercial quality, function and purpose as well as provide a comparison of pricing offered. Equipment offered under this section will not be rejected for non-compliance with the specifications, but will be used to assist the evaluation committee in assessing comparable equipment offered for this solicitation.

As mentioned in the pre-proposal meeting, the sample equipment listed is representative of the possible equipment the City foresees replacing during the life of the contract. As such, submit pricing as requested on the Price Page. In addition, submit life cycle costing information based on 2,000 annual hours of service as defined on Page 5 of the solicitation. Submit this information in a separate labeled, tabbed section of your offer.

3. Page 14, Instructions to Offerors, 9. Proposal/Submittal Format: Replace the 1st sentence with "An original and 6 copies (7 total) of each proposal should be submitted on the forms and in the format specified in the RFP".

ALL OTHER PROVISIONS OF THE REQUEST FOR PROPOSAL SHALL REMAIN IN THEIR ENTIRETY.
VENDOR HEREBY ACKNOWLEDGES RECEIPT AND UNDERSTANDING OF THE ABOVE AMENDMENT.

 5/30/2012
Signature Date
DARREN REITZKE VICE PRESIDENT
Typed Name and Title

THE TORO CO
Company Name
8111 LYNDALE AV S.
Address
BLOOMINGTON ILL 61820
City State Zip

revised 2/99

Toro Company Pricing

The award provides discount off Toro Commercial current year MSRP on the following Toro equipment:

- Products purchased with a traction unit: **21.8% off** current year MSRP
- Landscape Contract Equipment (LCE) available at **27% off** Toro Landscape Contractor current year MSRP
- Compact Utility Equipment (Dingo) available at **17% off** Toro Site Works current year MSRP

Smart Value Program:

In addition to the discount off of Toro's Commercial list price, this agreement offers the Smart Value Program, a volume incentive program. Agencies will receive their choice of Toro Commercial Division goods. This may allow for Toro® Protection Plus, additional attachments, or even a complete unit.

For additional information, contact your local Toro Commercial distributor. To find your local distributor, [click here](#).



Quotation for City of Sacramento

Date: April 7, 2015

Quote No:596078-00

Prepared For: Ernesto Martinez	Quote No: 596078-00
City of Sacramento	iQuote No: 1880031
Dept of General Services	Sales Person: Don Kittilsen
5730 24th Street Building #1	don.kittilsen@turfstar.com
Sacramento, CA 95822	(916) 861-7901

*National IPA Pricing: Contract 120535, IPA Membership required.
City of Sacramento NIPA participant # NIPA0096
Units 10124 & 9101*

Summary

Configuration Name	Qty	Unit Price	Sub Total	Sales Tax	Total
010-Groundsmaster 4000-D T4 Compliant Diesel 54HP	3	\$65,330.50	\$180,637.32	\$15,354.17	\$195,991.49
Totals:					\$195,991.49



Quotation for City of Sacramento

Date: April 7, 2015

Quote No:596078-00

Configuration Product Details
010-Groundsmaster 4000-D T4 Compliant Diesel 54HP

Model	Product Description	Qty	Unit Price	Extended	Sales Tax	Total
30609	Groundsmaster 4000-D T4 Compliant Diesel 54HP	3	\$58,954.20	\$176,862.60	\$15,033.32	\$191,895.92
108-1450	BLADE SERVICE PACK, 21.7 5 IN (107-0214)	6	\$151.02	\$906.12	\$77.02	\$983.14
30408	MVP KIT-GM4XXX, 800 HR Y ANMAR T4F	3	\$261.60	\$784.80	\$66.70	\$851.50
CTFC	Cool Top Fan & Canopy	3	\$694.60	\$2,083.80	\$177.13	\$2,260.93
30420	Recycler Kit GM4000	3	\$0.00	\$0.00	\$0.00	\$0.00
120-5179	COVER-SEAT,LARGE	3	\$0.00	\$0.00	\$0.00	\$0.00
Totals:						\$195,991.49



Quotation for City of Sacramento

Date: April 7, 2015

Quote No:596078-00

Standard Terms and Conditions

Prices, including all finance options, are valid for 30 days from date of quotation. Open Account Terms are N30, subject to credit approval. Used and demo equipment is in high demand and availability is subject to change. Delivery is FOB Destination, unless otherwise stated



Count on it.

Groundsmaster® 4000-D/4010-D

F E A T U R E S

- 55 hp (41 kW) Yanmar® engine, Tier 4 Final compliant, turbo-diesel engine
- Smart Power™ - optimized mowing in all conditions
- Foldable ROPS
- 11' (3.4 m) width of cut
- Full-time 4WD forward and reverse
- All-time traction assist assures full-time 4WD
- 0" uncut circle in turns
- SmartCool™ auto-reversing cooling fan
- HybridDrive™ cutting deck system delivers unmatched reliability
- 4-way adjustable seat and Air Ride Suspension
- InfoCenter™ displays simple operating info while monitoring machine health
- Integrated ControlHub™ with fingertip electronic controls
- Top and rear air intake for increased cooling
- Climate-controlled safety cab with air conditioning and heater (4010-D)
- Isolated operator platform for greater comfort and smoother ride

Operator-friendly and smart by design.

With the new Smart Power™ technology, high engine torque and patented, HybridDrive™ cutting deck system, the Groundsmaster 4000-D and 4010-D deliver power where you need it most – to cut grass, no matter how tough the conditions. With their excellent trimming capability, you'll maneuver around obstacles with ease. Both mowers can mow a 0" uncut circle, allowing you to mow back and forth patterns without leaving any uncut grass. The patented, parallel hydraulic traction system maintains consistent hydraulic flow between the front and rear wheels to assure full time 4-wheel drive. This allows you to mow with confidence, even on hills and wet grass.



Groundsmaster® 4010-D
(30607)

Groundsmaster® 4000-D
(30609)



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8111 Lyndale Ave. S.
Bloomington, MN 55420-1196
Printed in the U.S.A.
Rev. 7/13

Groundsmaster® 4000-D/4010-D Specifications*



4 TIER		GROUNDMASTER 4000-D, TIER 4 DIESEL, MODEL 30609 / GROUNDMASTER 4010-D, TIER 4 DIESEL MODEL 30607				
ENGINE	Yanmar® 4-cylinder, liquid-cooled, turbo-charged diesel. 127 cu. in. (2.1 liter) displacement. Engine rated at 55 hp (41 kW) net and 125 ft.-lbs. (169 Nm) torque at 2,000 rpm. 8 quart (7.6 liter) oil capacity. EPA Tier IV Final Compliant					
AIR CLEANER	Dry, replaceable primary and safety elements.					
RADIATOR	Rear-mount, cross-flow, 7-row, 6.3 fins per inch, 9 quart (8.5 liter) capacity.					
FUEL CAPACITY	21 gallons (79.5 liters) diesel fuel.					
TRACTION DRIVE	Parallel hydrostatic, closed loop system with full-time 4WD. Forward/reverse in low (mow) and high (transport) range with full-time, automatic traction assist (forward only) standard on Groundsmaster 4000-D models. Variable displacement piston pump with electronic servo control powers dual speed displacement piston motor drive into double reduction planetary in front, and mechanical axle in rear. SmartPower™ feature controls traction speed to maintain optimal cutting blade speed.					
HYDRAULICS/COOLING	8.75 gallon (33.1 liter) capacity with 10 micron remote spin-on filter. 9 row, single pass cooler, 6.3 fins per inch, that tilts out for cleaning. Variable speed radiator cooling fan with automatic (based on coolant and oil temps) and manual reversing capabilities.					
DIAGNOSTICS	Diagnostic pressure test ports: forward and reverse traction, left, center and right decks, reverse 4WD, lift, steering, charge and deck counterbalance circuits.					
GROUND SPEED	Transport: 0-16.2 mph (0-26.1 km/h) forward, 0-8.1 mph (0-13 km/h) reverse. Mow: 0-8.3 mph (0-13.4 km/h) forward, 0-4 mph (0-6.4 km/h) reverse.					
TIRES	Front: 26 x 12-12, 6-ply tubeless Multi-Trac. Rear: 20 x 10-10, 6-ply tubeless Multi-Trac.					
MAIN FRAME	All welded formed-steel frame with integral tie-down anchors.					
BRAKES	Mechanically actuated, internal wet disc brakes on input to each planetary drive. Individual foot-operated steering brake control of left and right wheel. Lock pedals together and latch to engage parking brake.					
SEAT	4-way adjustable, right armrest travels with seat and suspension.					
STEERING	Power steering with dedicated power source. Steering wheel tilts to desired operator position. Uncut circle: 0" diameter.					
INSTRUMENTATION	InfoCenter™ : Onboard LCD display shows gauges, alerts/faults, service reminders, electrical system diagnostics. Indicates fuel level, coolant temp, intake temperature, low oil pressure, alternator, engine hours, engine rpm, hydraulic oil temperature, voltage					
CONTROLS	Tilt steering, ignition switch, throttle switch, foot-operated traction pedal, lockable individual brake pedals, parking brake lock, mow/transport speed selector switch, 3-two position switches for individual deck lift/lower, counterbalance adjustment, tow valves, cup holder, toolbox, radio holder, fan switch and 12-volt power outlet.					
ELECTRICAL	12-volt, 690 cold cranking amps battery, 40 amp alternator (4000-D), 80 amp alternator (4010-D). Overload protection with automotive type fuses.					
INTERLOCKS	Prevents engine from starting unless traction pedal is in neutral and deck is disengaged. If operator leaves seat with deck engaged, engine stops. Mowing only permitted in low range. Engine stops if parking brake engaged and traction pedal not in neutral. Deck transport latches.					
GROUND CLEARANCE	6.5" (16.5 cm)					
OVERALL DIMENSIONS	Height 85" (216 cm) w/ROPS up	Length 135" (343 cm) w/decks down	Width 136" (346 cm) w/decks down	Transport Width 71" (180 cm) @ 2" (5 cm) HOC	Wheelbase 55.5" (140 cm)	
WEIGHT	4,172 lbs. (1892 kg) w/ full fluids (GM4000). 4,460 lbs. (2023 kg) w/ full fluids (GM4010).					
SAFETY CAB (4010)	Factory installed, ROPS certified, climate controls (AC & heating), opening rear window, front wiper/washer, interior mirror, exterior side mirrors.					
SAFETY	Complies with American National Standards Institute (ANSI B71.4-2012) and applicable CE (machine directive 89/392, 91/368, 93/44, 84/538, 89/336) requirements; Optional lights. Meets ANSI/ASAE 5279.12 (Lighting and Marking of Agricultural Equipment on Highways). Foldable ROPS, ISO 21299 certified.					
WARRANTY	Two-year limited warranty. Refer to Operator's Manual for further details.					
ACCESSORIES	Work light kit (model 30414 for 4000-D only): Consists of dual taillights, dual headlights, slow moving vehicle sign, turn signal, flasher and lights. Sunshade (model 30349). Accessory Wiring Kit (model 30666).					
CUTTING DECKS						
WIDTH OF CUT	Overall: 132" (335 cm), Front: 62" (157.5 cm), Wings: 42" (106.7 cm), Overlap: 7" (12.8 cm).					
MOWING RATE	Mows up to 10.6 acres/h (4.3 hectares/h) at 8 mph (12.4 km/h) (assumes no overlap or stops).					
CONSTRUCTION	Welded .100" (25 mm) steel with 7 and 10-gauge steel channel and plate reinforcements, bullnose bumpers.					
DECK DRIVE	Direct mounted hydraulic motor into spindle. Remaining spindle(s) driven by individual B section kevlar belt. Quick release belt covers.					
HEIGHT-OF-CUT	1"-5" (25-127 mm) in .5" (13 mm) increments.					
SPINDLES	1.25" (3.17 cm) diameter spindle shafts, 9" (22.9 cm) diameter conical ductile iron housing, and 2 greaseable tapered roller bearings.					
BLADES	21.75" (55.2 cm) long, 2.5" (6.4 cm) wide, .25" (.64 cm) thick.					
CASTER WHEELS	8 x 3.50-4, 4-ply, smooth, pneumatic, sealed precision ball bearings.					
GROUND FOLLOWING	6" anti-scalp cups on each blade, adjustable skids on each deck, 4 anti-scalp rollers on front deck and 1 on each wing.					
WING PROTECTION	Bi-directional, impact absorption device on each wing deck handles 5 mph (8 kmh) impacts.					
RECYCLER® KIT	Model 30420 will convert decks into Guardian® Recycler® decks.					
MULCHING KIT	Model 30422.					
SKIDS	Reversible polymeric.					

*Specifications and design subject to change without notice. Products depicted in this literature are for demonstration purposes only. Actual products offered for sale may vary in use, design, required attachments and safety features. See distributor for details on all warranties.

Groundsmaster® 4000-D/4010-D Accessories*



	ROTARY BROOM, MB MODEL HCT**
TYPE	Windrow type, front mounted hydraulic broom with dual motors. Electric/hydraulic angling, 30° left and right.
BROOM SIZE	32" (81 cm) diameter x 60" (153 cm) wide.
BRUSH	Sectional brush with combination polypropylene/wire radial segments.
WEIGHT	460 lbs. (209 kg)
OPTIONS	Dirt Deflector, Storage Stands.



	SNOWTHROWER ERSKINE MODEL 2000***
STAGE	2
WIDTH OF CUT	61" (155 cm)
CUTTING HEIGHT	29" (74 cm)
CUTTING EDGE	3/8" x 3" (9.5 mm x 7.6 cm) bolt-on
SKID SHOES	Adjustable
AUGER DIAMETER	16" (41 cm) open flight
FAN DIAMETER	20" (51 cm) 4-blade
CHUTE ROTATION	Hydraulic 270°
SHEAR PROTECTION	Pressure relief
CASTING DISTANCE	Up to 30' (9.14 m)
APPROXIMATE SHIPPING WEIGHT	850 lbs. (386 kg)
HOSES	Included



	SUNSHADE
UNIVERSAL MOUNT	Model 30349

*Specifications and design subject to change without notice.

** Manufactured by M-B Companies Inc.

*** Manufactured by Erskine Attachments.

Note: The Toro Company does not manufacture or sell the snowthrower or rotary broom, nor does Toro guarantee these accessories in any manner whatsoever.

[1. Choose Category](#)

[2. Select Model](#)

Set Pricing and Quantity

Traction Unit Quantity

3

Choose a Program *

National IPA

Trade In

No

Apply Performance Parts Pricing

No

Groundsmaster 4000-D (Tier 4 Final Compliant) (30609 / 30609A)

Qty	Description	Product ID	Ext MSRP
3	Groundsmaster 4000-D (Tier 4 Final Compliant) (30609 / 30609A)	30609	\$226,167.00
Optional Accessories			
3	Guardian Recycler Conversion Kit	30420	\$4,302.00
Other Accessories			
6	BLADE SERVICE PACK, 21.75 IN (107-0214)	108-1450	\$1,158.72
3	COVER-SEAT,LARGE	120-5179	\$104.22
3	MVP KIT-GM4XXX, 800 HR YANMAR T4F	30408	\$1,003.59
SUBTOTALS			\$232,735.53

Toro Protection Plus

3 None

TOTALS

\$232,735.53

Chuck Talley **CSE**
 Northern California Regional Sales Manager
 Direct: 916-861-7928
 Fax: 800-241-1997
chuckt@turfstar.com