


TOWN OF VIENNA

MEMORANDUM

TO: Michael Gallagher, Director of Public Works

FROM: Craig Schlemmer, Vehicle Maintenance Superintendent 

CC: Dave Donahue; Deputy Director Public Works; Jonathan Wooden,
Operations Superintendent Gina Gilpin, Purchasing Agent; Katrina
Pruitt, Public Works Assistant

DATE: July 24, 2019

SUBJECT: Vehicle Replacement #52, Street Sweeper

Due for replacement according to the Vehicle Replacement Program (VRP) is vehicle #52 under the Department of Public Works, Street Maintenance Division on page 8. Atlantic Machinery has been awarded Sourcewell Contract #122017-AMI for Street Sweeping Equipment.

I recommend we purchase a Ravo 5-iSeries Compact Sweeper with the options listed on the attached contract quotation.

The cost is \$239,792.79. The VRP estimated cost is \$262,500.00.



07/19/2019

SOURCEWELL CONTRACT 122017-AMI
RAVO COMPACT STREET SWEEPER

Customer: TOWN OF VIENNA

Delivery: VIRGINIA

Description	
Ravo 5-iSeries Compact Sweeper with all standard equipment	\$213,573.00
Tier IV engine	\$0.00
PM10 Standard	\$0.00
Stainless steel hopper, 6.5 cubic yard ground dump	\$0.00
LED Work light package (brushes, cabin, container)	\$0.00
LED Beacon light, front and back	\$0.00
Suction nozzle camera with second monitor	\$0.00
Central doorlock, doors lockable from inside	\$0.00
Rearview camera	\$0.00
Heated and electrically adjustable mirrors	\$0.00
Paint cabin white	\$0.00
Gutter brush angle adjustment left and right side	\$803.91
Third brush, weed cutter complete including double angle adjustment	\$13,969.31
Third brush quick release system	\$2,085.49
High pressure water pump with spray gun mounted right hand side	\$3,621.07
Wander hose 8" through container roof and mounted on rear door including mounting rack	\$4,180.31
Air suspended driver seat	\$1,391.11
Toolbox, mounted in front of the passengers seat	\$209.71
Air deflection plate	\$824.88
2 Year or 2000 Engine Hour Warranty	\$0.00
Rear mounted LED Arrow stick, 24volt	\$1,750.00
Local dealer pre delivery inspection	\$1,500.00
Training at customer facility	\$1,250.00
Delivery to customer facility	\$4,634.00
Additional discount offered by dealer	(\$10,000.00)
TOTAL PRICE OFFERED TO SOURCEWELL MEMBER	\$239,792.79

SOURCEWELL CONTRACT NO 122017-AMI

Vendor: Atlantic Machinery, Inc. (Purchase Order to be made out to) 2628 Garfield Ave. Silver Spring, MD 20910

Contact: MJ DuBois Phone: 410-924-1004 Email: mjdubois@ducollc.com

Department of Public Works

Street Maintenance															
Vehicle #	Description	Age	Useful Life	Mileage	Cost Per Mile	FYE 2020	FYE 2021	FYE 2022	FYE 2023	FYE 2024	FYE 2025	FYE 2026	FYE 2027	FYE 2028	FYE 2029
28	2 Ton	13	12 years	36,082	1.3604		158,792								
29	2 Ton	2	12 years	2,414	1.5087										
32	Pickup	10	10 years	37,673	0.4262	27,977									
37	Platform Truck	7	12 years	13,027	1.0175						34,059				
38	Tandem	11	15 years	78,265	1.3286						195,654				
39	2 Ton	7	12 years	11,403	2.1023						187,663				
41	2 Ton	3	12 years	7,998	0.7823										230,970
52	Sweeper	12	10 years	16,005	4.3402	262,500									
53	2 Ton	3	12 years	7,412	1.0047										230,970
57	1 Ton	7	15 years	23,415	0.7696									65,192	
60	Pickup	5	10 years	17,117	0.3796						31,208				
65	Tandem	11	15 years	71,050	1.5086				181,679						
72	Pickup	3	10 years	51,139	0.1320								36,492		
73	Sweeper		12 years												
85	Tandem	2	12 years	17,838	0.6407										
88*	2 Ton	14	12 years	49,945	1.1427										
101	Zipper	3	10 years	105**	36.2739								153,390		
102	Air Comp.	15	20 years	353**	14.7627						33,539				
111	Tack Distributor	13	12 years			10,751									
116	Paver	1	10 years	85**	15.8158									233,233	
122	Trailer	13	20 years										44,080		
140	Skid Steer		12 years												
143	Spreader	12	12 years			19,196									
144	Skid Steer	3	12 years	602**	12.9335										98,418
156	Spreader	10	12 years				20,110								
157	Brine Spreader	3	12 years												47,725
160	Spreader	8	12 years												27,423
161	Spreader	8	12 years												27,423
163	Loader	2	15 years	420**	10.3358										
164	Backhoe	5	15 years	476**	10.0672										
165	Spreader	9	12 years								23,767				
169	Spreader	2	12 years												
171	Leaf Loader	10	15 years	1314**	9.6892						42,618				

* Replacement is on order

** Hours

Form C**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**Company Name: ATLANTIC MACHINERY, INC.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
		NO EXCEPTIONS TAKEN	

Proposer's Signature: Date: 12/17/17**NJPA's clarification on exceptions listed above:**Review and Approved: 

NJPA Legal Department

2/6/18

SEWER VACUUM, HYDRO-EXCAVATION, AND STREET SWEEPER EQUIPMENT, WITH RELATED
ACCESSORIES AND SUPPLIES

In compliance with the Request for Proposal (RFP) for SEWER VACUUM, HYDRO-EXCAVATION, AND STREET SWEEPER EQUIPMENT, WITH RELATED ACCESSORIES AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: ATLANTIC MACHINERY, INC Date: 12/17/17

Company Address: 2628 GARFIELD AVE.

City: SILVER SPRING State: MD Zip: 20910

CAGE Code/Duns & Bradstreet Number: 0S034 DUNS# 05-7367484

Contact Person: MJ DUBOIS Title: CONTRACTS ADMINISTRATOR

Authorized Signature:  M. J. Dubois
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

NJPA Contract #: 122017-AMI

Proposer's full legal name: Atlantic Machinery, Inc.

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.


The effective date of the Contract will be February 20, 2018 and will expire on February 20, 2022 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:



NJPA DIRECTOR OF COOPERATIVE CONTRACTS
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)



NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on February 19, 2018

NJPA Contract # 122017-AMI

Vendor Authorized Signatures:

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

Vendor Name Atlantic Machinery, Inc.

Authorized Signatory's Title Contract Administrator



VENDOR AUTHORIZED SIGNATURE

M J DuBois
(NAME PRINTED OR TYPED)

Executed on February 21, 2018

NJPA Contract # 122017-AMI

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

Company Name: ATLANTIC MACHINERY, INC.

Address: 2628 GARFIELD AVE.

City/State/Zip: SILVER SPRING, MD 20910

Telephone Number: 301-585-0800

E-mail Address: MJDUBOIS@ATLANTIC MACHINERYINC.COM

Authorized Signature: Mary Julia Dubois

Authorized Name (printed): MJ DUBOIS

Title: CONTRACTS ADMINISTRATOR

Date: 12/15/2017

Notarized

Subscribed and sworn to before me this 14th day of December, 20 17

Notary Public in and for the County of Dorchester State of MD

My commission expires: 06/06/2021

Signature: Jane Ruder



PROPOSER QUESTIONNAIRE

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

Proposer Name: ATLANTIC MACHINERY, INC.

Questionnaire completed by: MJ DUBOIS

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)? **Terms for all items are Net 30. The Certificate of Origin for truck mounted equipment will be transferred to the customer after receipt of payment in full.**
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?
We do have municipal and non-profit leasing available thru a third party vendor if there is Member interest. We are not quoting rates or terms for leasing, however it should be known to Members that we have this service available to them. We will also work with any leasing agency of Member's choice.
- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders. **The customer or dealer will contact Atlantic Machinery, M.J. DuBois, for initial information, contract questions, and ordering item/s. Atlantic Machinery, Inc. will provide the customer/dealer with a quotation meeting the NJPA Contract requirements, receive the customer Purchase Order, order the unit/s from the manufacturer, fill the order, ship the order to the local dealer for pre-delivery inspection and test, the local dealer will then deliver the unit, train on the unit and Atlantic Machinery will invoice for the item/s to the customer. The local dealer will receive the proceeds of a sale in their prospective territory; this encourages contract participation. Atlantic Machinery will be the single source for the NJPA Contract sale and reporting sales to NJPA.**
- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process? **We do not accept the P-card procurement for the purchase of items proposed in this contract.**

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.
 - Do your warranties cover all products, parts, and labor?
Please see attached Warranty Certificates from the proposed manufacturers. Warranty covers all products, parts and labor against manufacturer defect.
 - Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
Yes, warranties are limited to restrictions of time and usage. All warranties meet or exceed industry norm. Members, if required, must return defective parts and/or materials and will be directed individually. Limitations exist for normal wear and tear parts, vandalism, misuse, and lack of required maintenance. See Warranty Certificates for further details.
 - Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?
Warranty coverage does not include travel time. The customer is responsible to bring in the equipment to a local dealer. The local dealer will then provide the parts and labor for warranty repair. If there is no local dealer available for repair or distance to the dealer is too great, the manufacturers will typically pay the current warranty

hourly rate to the customer for doing an “in-house” repair. This type of repair must be authorized by the manufacturer or local dealer prior to approval. Parts will be provided directly to the customer in these circumstances and will be evaluated on a case by case basis.

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?
Most all of the United States and Canada are covered by local dealerships. We do not expect that there will be any geographic limitations to our coverages. If one does occur and there is no local dealer available for warranty repair, the manufacturer will typically pay the current warranty rate directly to the customer to do an “in-house” repair. If the customer is unable to do the warranty repair, the manufacturer will send out a technician to the customer location to complete the repair. This will be evaluated on a case-by-case basis.
- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?
All the manufacturers represented in this response will represent their own product warranties. The proposed manufactures will “quarterback” with the sub-contracted vendors to work thru warranty items to assist the NJPA Member.
- What are your proposed exchange and return programs and policies?
Because the products that we are offering in this proposal are “Built to Order”, there is no return or exchange policy. If we have not built a product to customer specification, we will replace or rebuild the item as required to make the product as specified. We strive for customer satisfaction upon delivery. We are willing to negotiate any issues or problems that exist on a case by case basis.
- Describe any service contract options for the items included in your proposal.
NJPA Members can contact their local dealer for service contracts for their equipment. We are not offering any service type contracts at this time.

Pricing, Delivery, Audits, and Administrative Fee

- 6) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Atlantic Machinery, Inc. is a dealership offering only products within the sewer and street cleaning industry. The manufacturer’s products we wish to represent on this contract are Vac-Con, Inc., Vector Technologies, LTC and Ravo. The entire product lines for each manufacturer are being proposed. Please find the listing of products available by each manufacturer listed below.

VAC-CON, INC.

- **Truck mounted Combination Jet/Vacuum Sewer Cleaners**
This machine shall be capable of removing stones, grit, grease, sludge and other debris from sanitary sewer and/or storm drain lines by the flushing action of high-pressure water. The high-pressure sewer cleaner is operated independent of the vacuum system. This machine shall include an air conveying vacuum system to provide for the simultaneous removal of the debris flushed to the manhole by the high-pressure water system or for the removal of debris from sewers, sumps, catch basins, digesters, wet wells, etc.
- **Truck mounted Catch Basin Cleaners:**
This machine is used for removing sand, grit, grease, sludge, stones and other material from catch basins, pumping stations and other facilities. This machine shall have a self-contained water supply. This machine shall include an air conveying system capable of removing debris from catch basins, sumps, digesters, and wet wells and include a sealed body for storage and removal of the collect debris.
- **Truck mounted High Pressure Jet Rodders:**
This machine is capable of removing stones, grit, grease, sludge and other debris from sanitary sewer and/or storm drain lines by flushing action of high-pressure water. This machine will be equipped with a self-contained, non-corrosive, non-metallic water tank supply as the water source for the high pressure pump.
- **Truck mounted Hydro-Excavators:**
This machine shall be capable of excavating with high pressure water and/or air and removing all material with a powerful vacuum from depths of up to 60'. This machine shall include a high pressure water pump and water supply tank, a heating system for the water supply tank (if required), and all necessary digging lances. A compressed air system is also available for digging when required. All material excavated shall be loaded into the truck thru a large suction hose and hydraulic support boom. The debris is offloaded by a fully dumping debris tank.

- **Truck mounted Industrial Vacuum Loaders:**

This machine shall be capable of removing industrial waste from great distances (450'-500'). This machine utilizes an extremely powerful vacuum system and has a very efficient filtration system. Lime, fly ash, and all manner of granular materials are frequently moved by these machines.

- **Vacuum Pumper trucks:**

Vacuum pumper's are used for cleaning septic systems, portable toilets and grease traps and utilize 3-4" diameter vacuum hose. This type unit consists of a pressurized tank utilizing a rotary vane vacuum pump and typically offload by pressure.

VECTOR

- **Trailer mounted Combination Jet/Vacuum Sewer Cleaners**

This machine shall be capable of removing stones, grit, grease, sludge and other debris from sanitary sewer and/or storm drain lines by the flushing action of high-pressure water. The high-pressure sewer cleaner is operated independent of the vacuum system. This machine shall include an air conveying vacuum system to provide for the simultaneous removal of the debris flushed to the manhole by the high-pressure water system or for the removal of debris from sewers, sumps, catch basins, digesters, wet wells, etc.

- **Trailer mounted High Pressure Jet Rodders:**

This machine is capable of removing stones, grit, grease, sludge and other debris from sanitary sewer and/or storm drain lines by flushing action of high-pressure water. This machine will be equipped with a self-contained, non-corrosive, non-metallic water tank supply as the water source for the high pressure pump.

- **Trailer mounted Hydro-Excavators:**

This machine shall be capable of excavating with high pressure water and/or air and removing all material with a powerful vacuum from depths of up to 60'. This machine shall include a high pressure water pump and water supply tank, a heating system for the water supply tank (if required), and all necessary digging lances. A compressed air system is also available for digging when required. All material excavated shall be loaded into the truck thru a large suction hose and hydraulic support boom. The debris is offloaded by a fully dumping debris tank.

- **Trailer mounted Industrial Vacuum Loaders:**

This machine shall be capable of removing industrial waste from great distances (450'-500'). This machine utilizes an extremely powerful vacuum system and has a very efficient filtration system. Lime, fly ash, and all manner of granular materials are frequently moved by these machines.

RAVO

- **Compact Sweepers**

Purpose built compact vacuum sweeper, easy to maintain, economical in fuel consumption with the same capacities as a truck mounted sweeper. These sweepers are high on innovation and low on dust.

- 7) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

It is our intent to offer a percentage discount from the manufacturer list price to the NJPA on all of the items being proposed in this offer. Each manufacturer's discount will be based on a percentage off of the profit making portion of this award.

It is our intent to model this discount structure based on our previous NJPA Contract. It is a simple off the list price percentage calculation. We are representing Vac-Con, Vector, Ravo as body manufacturers. These manufacturers mount their products on commercial truck chassis (Except for Ravo). In order to provide the customer with convenience and the best pricing available, we will provide the truck chassis with no profit associated, Pass-Thru Price. This gives the NJPA customers the ability to utilize quantity discounts that are offered by the chassis manufacturers to the body manufacturers. All proposed manufacturers purchase directly from the chassis manufacturer with substantial quantity discounts. We will also allow the customer to supply their own chassis in order for us to mount the body at no additional cost.

- 8) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

DISCOUNT RANGE FROM 5% TO 10% FROM MSRP

VAC-CON: We are proposing to provide NJPA a 10% discount from the manufacturer's base model list price for the Dual Engine Combo, Single Engine Combo, Industrial Vacuum Unit, and Hydro Excavation Units. We are proposing to provide NJPA with a 5% discount from the manufacturer's base model list price for the Hotshot High Pressure Jets, 3-Yard Combination units and Vacuum Pumper Units.

VECTOR: We are proposing to provide NJPA a 5% discount from Vector's base model list price for all of their products.

RAVO: We are proposing to provide NJPA a 5% discount from Ravo's base model list price.

9) The pricing offered in this proposal is

- ☐ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- ☐ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ☒ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ☐ d. other than what the Proposer typically offers (please describe).

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

Our entire bid response is based on quantity and volume discounts. We have enjoyed the ability to sell to your Members for the last eight years. We individually price each Member Quote based on option content and quantity.

We will offer additional discounts for volume purchases. We will offer an additional 3% discount off the base unit discounted price for a single Purchase Order and single delivery location for 3 or more units.

11) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

It is our intention to cover all items available from each manufacturer on our price lists. We do realize from time to time there may be individual requirements that will not be listed. We will provide any items "specific" to NJPA Members needs that we are able to. The pricing for such items will be discounted based on the same structure that is presented in our profit making products. Prior to accepting an order with Open Market items from an NJPA Member, we will discuss the availability of a specific request and price the item. Any documentation of cost that we can provide for these items will be presented on an individual basis.

12) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

There are several costs not included in the pricing submitted in this proposal. These costs are listed below:

Freight and Delivery: Freight costs will be pre-paid and added to the Members invoice. Small items will be, in most cases, delivered by UPS. Other freight carriers may be utilized in shipments, i.e. Federal Express, DHL and common carrier for truck freight. The actual cost of shipment will be passed thru to the customer. We will not mark up this item for profit. Minimal handling fees may be added where special packaging is required. The Member will be notified of these charges if applicable prior to order placement.

Federal Excise Tax: We are required by law to collect Federal Excise Tax on any truck mounted unit rated above 33,000 GVW. This tax will be added to the customer invoice as a separate line item. We will pay this tax directly to the Internal Revenue Service. The rate of tax is calculated at 12%. Most municipal and non-profit entities are exempt from this tax. If we are provided a Federal Excise Tax Exemption Certificate, we will not be required to collect this tax.

Mounting Fee: This fee is charged to the customer when ordering a truck mounted unit. Mounting fees cover the cost of the mounting of the body on the desired truck chassis.

Federally Mandated Items: The cost of any federally mandated items will be passed on to the Member. Our pricing includes any federally mandated items that are mandated at the time of this proposal. Should there be a Federal Mandate after the date of this proposal, any cost incurred to meet the requirements of this mandate will be passed on to the member. Any costs applicable will be provided to the Member prior to any Purchase Order being issued. This fee would

typically be charged to meet any future EFP standards that may arise. An example of such costs would be in meeting Federal Emission Standards.

Local Dealer Pre-Delivery Inspection: This cost is charged by local dealers to inspect, test and in service the unit prior to delivery. This cost is a pass thru cost to the member.

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

All freight charges are pre-paid and added to the Member quotation for convenience. Members always have the choice of picking up the units at the factory or retain a 3rd party of their choice to deliver the equipment. The freight charges we impose are at a pass thru price. The manufacturers represented have negotiated quantity discounted shipping rates and will pass those discounts on to the Members. Most offered items are custom built to customer specification. Anticipated delivery of items ordered on a stock chassis or customer supplied chassis is expect to be 45-90 days after receipt of order or customer chassis. Anticipated delivery of an item ordered on a "special order" chassis is expected to be 120-180 days after receipt of order; however, this time can vary greatly depending upon chassis manufacturer back log.

Small shipments will be delivered by UPS. Other freight carriers may be utilized as well. The actual cost of the freight will be passed thru to the Member. Minimal handling fees may be added where special packaging is required.

Delivery of truck mounted units will be pre-paid and added to Member invoice. Both "Drive-A-Way" service and common carrier service will be used. At this time the negotiated rate for drive-away service is \$2.50 to \$3.50 per mile. The actual cost of the service will be passed thru to the customer.

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

The shipping and delivery charges for Canada, Alaska and Hawaii and any other off shore location are the same as the previously stated delivery programs for the contiguous US. The shipping charges to the port location will be calculated in the same manner. If the customer wishes us to deliver via ocean transport, we will pass on the negotiated shipping rates that we will pay to the ocean transport carrier to the Member. It has been our experience that the customers in these locations usually have their own negotiated rates with shipping carriers. If this is the case, we will provide the customer shipping to their desired port and provide the customer with the appropriate documentation required. We strive to provide the equipment as customer specified and to their satisfaction upon delivery.

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

As stated above, we do pass on negotiated, competitively bid freight pricing to our customers.

- 16) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Due to the unique nature of our proposed contract representation, we build in an automatic audit process. Atlantic Machinery being the proposed Contract Administrator and single source for receipt of Member Purchase Orders, allows for this self-audit process. Atlantic Machinery will not have to rely on multiple reports from individual dealerships for an accurate accounting of sales. As in the previous NJPA Contract Award, we will have the ability to account for every sale at time of order. There is no after the fact gathering of information. Atlantic Machinery prepares the quotation for the Member under the Contract guideline. Every NJPA Member quotation delineates the NJPA Contract Number. When a Purchase Order is received, we also require the Purchase Order to reference the contract. This process make it clear for all personnel to recognize that it is an NJPA contract sale. The sale, when received, is booked and accounted for on our NJPA sales list. This makes the end of quarter reporting complete at the actual end of quarter.

As a secondary check, when Atlantic Machinery receives a payment for a unit, we verify the contract used in its purchase. This ensures the correct accounting for the sale on a second level.

- 17) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

We propose an administrative fee of 1% due to the unique nature and makeup of the products that we intend to represent in this proposed NJPA contract. The components of the proposed products consist of items that are not added for profit

Vac-con market differentiators:

- 1) The only manufacturer offering a two engine design so that vacuum and jetting each have a separate and independent power source. This also means that a smaller more fuel efficient truck chassis engine (gas and diesel options offered) may be used.
- 2) The only manufacturer providing standard fully hydrostatic powering of both vacuum and jetting systems allowing the truck chassis to remain in neutral while in operation.
- 3) Vac-Con's new Aeroboost™ vacuum compressor creates more vacuum at a reduced speed saving fuel and reducing noise emissions. Newly designed air flow creates better material separation in the tank.

Vector market differentiators:

- 1) All fully welded rectangular tube steel trailer frame and highest quality components such as John Deere and Kubota engines and Roots positive displacement blowers and gates hydraulic components
- 2) The service provided thru our direct employees and Vac-Con's dealer network.
- 3) Superior customer application: engineering expertise allowing custom design and build for customer's particular application.

RAVO market differentiators:

- 1) High capacity (6.5 cu. Yds.) in a small compact package that is not truck mounted.
- 2) All sweeping done in front of the front wheels so material is swept and vacuumed before it is driven over.
- 3) High visibility and maneuverability

19) Identify how your products, services and supplies address the scope of this RFP.

All of our represented manufacturer's products, services and supplies are of the highest valued solutions which exceed current and future needs/requirements of your Members. This is demonstrated by their continuous process and product improvement. These manufacturers are the leaders in their industry with "green initiatives" and with constant product development to provide your Members with solutions to their Sewer and Street Cleaning needs today and in the future.

This response offers a wide range of products to your Members environmental equipment needs and will provide solutions for every Member's application within the scope of this Contract.

Signature: _____

Date: _____

12/13/17