


# 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 26, 2019

**SUBJECT:** Vehicle Replacement #36, Knuckle Boom

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Due for replacement according to the Vehicle Replacement Program (VRP) is vehicle #36 under the Department of Public Works, Sanitation Division on page 7. Petersen Industries, Inc., authorized dealer, Virginia Public Works, has been awarded Sourcewell Contract #041217-PII for Solid Waste and recycling Collection and Transport Equipment.

I recommend we purchase a Peterson AL1 Base Loader with the options listed on the attached contract quotation.

The cost is \$222,115.10. The VRP estimated cost is \$305,738.00.

## Quote



Quote No	Quote Date	Page
20190391	6/14/2019	1

Source Well No. 041217-PII

## Bill To

VIENNA, VA (CITY OF)  
US

## Ship to

VIRGINIA PUBLIC WORKS  
US

END USER: VIENNA, VA (CITY OF)

No Chassis Before: AUGUST

Customer No	Slspsn	Payment terms
199	5	COD

Loc	PPD/COL	Ship via	Ship Date
03		DRIVE AWAY	A.S.A.P.

Delivery Date: 90-120 DAYS

Qty Ordered	UOM	Item No	Unit price	Disc	Extended price
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1.00	EA	LOADER	70,965.00	2.00	69,545.70
AS CONFIGURED BELOW					

## Feature/Kit Components- LOADER

1.00	EA	0.AL1			
		MODEL AL1 BASE LOADER	1.00		69,661.00
1.00	EA	03.11SAI	1.00		0.00
		HEAVY DUTY SWING MOTOR			
1.00	EA	01.120RTS	1.00		0.00
		ROTATING TOP SEAT W/PILOT HYDR			
		JOYSTICKS AND FOOT PEDAL SWING			
1.00	EA	07.14 BB BUCKET	1.00		0.00
		BIG BITE BUCKET 2 CYLINDER			
1.00	EA	10.04 BUWL	1.00		0.00
		BOOM-UP WARNING LIGHT/AUDIBLE			
		ALARM			
1.00	EA	12.36 HD	1.00		0.00
		HD CONTROL BOX			
		THROTTLE ENGINE KILL & HORN			
1.00	EA	11.02 LBPIO	1.00		0.00
		LOADER SINGLE COLOR PI ORANGE			
1.00	EA	10.16 HDHI	1.00		518.00
		HDHI OUTRIGGER STROBE			
1.00	EA	12.25 GS-AM	1.00		786.00
		FRONT MOUNT STROBES AMBER			

1.00	EA	8.0 DUMP BODY	38,030.00	2.00	37,269.40
AS CONFIGURED BELOW					
DUMP BODY TO BE BOX TOP STYLE BODY.					
TWO STROBE LIGHTS IN REAR BUMPER.					

## Feature/Kit Components- 8.0 DUMP BODY

1.00	EA	8.23 2240-MHX			
		MODEL 2240-MHX HARDOX BODY	1.00		33,178.00
		3/16" ALL HARDOX			
1.00	EA	8.47 WL-BW	1.00		0.00
		WIRE LOOM FOR BODY WIRING			
1.00	EA	8.72 OPRD	1.00		1,275.00
		SINGLE PIECE REAR DOOR			
		(REPLACES STND BARN DOORS)			
1.00	EA	10.09 LED	1.00		0.00
		LED TYPE BODY LIGHTS, 15 EA.			
1.00	EA	8.77ANSI	1.00		0.00
		ANSI Z245 PACKAGE			
1.00	EA	11.02B	1.00		0.00
		BODY COLOR: BLACK			
1.00	EA	8.76 RCMTL	1.00		1,658.00
		REAR CAMERA MOUNTED IN REAR			
		MARKER LIGHT-TV-550			
1.00	ST	10.98 WLCB	1.00		373.00
		WORK LIGHTS - (SET OF 2)			

# Quote



Quote No	Quote Date	Page
20190391	6/14/2019	2

Source Well No. 041217-PII

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03		DRIVE AWAY	A.S.A.P.

Delivery Date: 90-120 DAYS

Qty Ordered	UOM	Item No	Unit price	Disc	Extended price
		(CURBSIDE UNDER BODY)			
1.00	ST	10.98 WLSB WORK LIGHTS - (SET OF 2) (STREETSIDE UNDER BODY)	1.00		373.00
1.00	EA	10.10 LED FLASH AMBER LED FLASHERS IN REAR CORNER POST	1.00		371.00
2.00	EA	10.06 SS SINGLE STROBE MOUNTED ON REAR OF BODY	2.00		401.00
1.00	EA	CHASSIS-OTHER CHASSIS, FOR NEW LOADER INTERNATIONAL 64K GVW TANDEM AXLE CHASSIS.	115,000.00	2.00	112,700.00

LUKE KAHELSKI

Signature

Date

SubTotal	219,515.10
Delivery	2,600.00
Tax	0.00
Total Quote	222,115.10

## Department of Public Works

Administration															
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
42	Sedan	8	12 years	15,322	0.1722					21,837					
40	SUV	3	10 years	9,671	0.1437								33,269		
54	Pickup	5	10 years	16,214	0.2666						34,059				
56	Sedan	8	10 years	39,514	0.1305			25,256							
62	Pickup	8	10 years	23,900	0.3854			24,828							
General 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
27	1 Ton	8	15 years	23,674	0.8412								63,155		
34	Utility Truck	2	15 years	1,558	0.8616										
45	Bucket Truck	12	12 years	21,911	1.4705				127,771						
51	Pickup	8	10 years	24,739	0.4010			26,982							
59	Pickup	9	6 years	23,969	0.3308	27,977						35,276			
70	1Ton	5	12 years	18,096	0.4358								70,776		
136	Scissor-Lift	4	20 years												
138	Message Board	2	20 years												
139	Message Board	8	20 years												
Vehicle 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
68	Mechanics Truck	14	15 years	5,221	1.3996			131,767							
81	SUV	5	10 years	40,195	0.1339						41,205				
84	Pickup	4	8 years	18,137	0.1971					32,843					
306	Car Trailer	7	20 years												
315	Forklift	3	20 years	95											
368	Welder	14	20 years									10,466			
Sanitation															
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
36	Knuckle Boom	11	10 years	59,398	2.6872	305,738									
74	Trash Truck	4	10 years	30,107	1.1318							327,105			
75	Trash Truck	9	10 years	55,946	2.0792		272,588								
76	Pickup	4	10 years	22,936	0.2453							31,479			
77	Trash Truck	6	10 years	49,509	1.3062					305,298					
78	Trash Truck	7	10 years	56,964	1.6079				294,395						
79	Trash Truck	6	10 years	47,166	1.7159					305,298					
83	Tandem	13	15 years	103,580	1.1659			174,691							

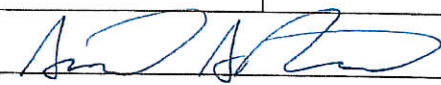
\* Replacement is on order

\*\* Hours

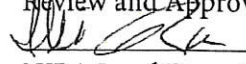
**Form C****EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**Company Name: Petersen Industries, Inc.

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
		None	

Proposer's Signature: Date: 04/07/17**NJPA's clarification on exceptions listed above:**

Review and Approved:

 6/27/17  
NJPA Legal Department

Contract Award  
RFP #041217

FORM D



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

SOLID WASTE AND RECYCLING COLLECTION AND TRANSPORT EQUIPMENT WITH RELATED  
EQUIPMENT, SUPPLIES, AND ACCESSORIES

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

Company Name: Petersen Industries Inc Date: 04/07/17

Company Address: 4000 State Road 60 West

City: Lake Wales State: FL Zip: 33859

Contact Person: Sam Petersen Title: Vice President

Authorized Signature: [Signature] Samuel S. Petersen  
(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 #: 041217-PII

Proposer's full legal name: Petersen Industries, 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 July 7, 2017 and will expire on July 7, 2021 (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 Coauette  
(NAME PRINTED OR TYPED)

Awarded on July 6, 2017

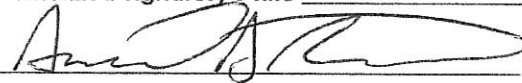
NJPA Contract # 041217-PII

**Vendor Authorized Signatures:**

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

Vendor Name Petersen Industries Inc.

Authorized Signatory's Title Vice President

  
\_\_\_\_\_  
VENDOR AUTHORIZED SIGNATURE

Samuel S. Petersen  
(NAME PRINTED OR TYPED)

Executed on 12 July, 2017

NJPA Contract # 041217-PII

**PROPOSER ASSURANCE OF COMPLIANCE**



**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

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

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to 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]**



By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Petersen Industries, Inc.

Address: 4000 State Road 60 West

City/State/Zip: Lake Wales, FL 33859

Telephone Number: 800-930-5623 x 256

E-mail Address: spetersen@petersenind.com

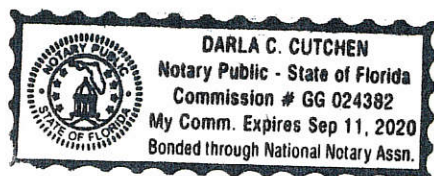
Authorized Signature: [Signature]

Authorized Name (printed): Samuel S. Petersen

Title: Vice President

Date: 04/07/17

Notarized



Subscribed and sworn to before me this 7th day of April, 2017

Notary Public in and for the County of Polk State of Fl.

My commission expires: Sept. 11, 2020

Signature: Darla C Cutchen

**Form P**



**PROPOSER QUESTIONNAIRE**

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

Proposer Name: Petersen Industries, Inc.

Questionnaire completed by: Samuel S. Petersen

**Payment Terms and Financing Options**

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

Payment terms are net 30 – after receipt of equipment, with approved credit.

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?

Extended terms are made available to local agencies on a case-by-case basis. Petersen will also utilize National Cooperative Leasing as an alternative for the agency.

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.

- Petersen will utilize a Business-to-Government order process and funds flow.
- Petersen will establish a national marketing program for the Contract
- Our dealer network is included in our response and can accept and process purchase orders on our behalf.
- The Process Flow for NJPA orders will be structured to minimize the impact to both the sales team and our customers as indicated below:

1. Customer Contacts the Local Petersen Dealer for NJPA Contract Purchase

2. Determine if local agency is NJPA member

- a. If member – proceed
- b. If not a current member – assist agency with online membership application

3. Dealer determines product specifications and delivers quote supplied by Petersen directly to requesting agency

- a. Pricing – Percentage Discount from Catalog Pricing

4. Develop Quote with:

- a. Machine Pricing
- b. Freight – Based on Zoned Freight Matrix

5. Quote Presented to Local Agency by Petersen Dealer

- a. Accepted – proceed to Order Process
- b. Denied – Dealer does not proceed

6. NJPA member places order with dealer or Petersen directly.

7. Dealer Receives Machine and Preps for Delivery to Local Agency

#### 8. Dealer Delivers Machine to Customer

- a. Perform Operator Review as needed
- b. File Warranty
- c. Petersen or dealer invoices government agency

9. If the customer bought directly from Petersen - dealer claims NJPA credit under program from Petersen. Petersen pays our dealers directly for the sale at a predetermined percentage of sale

10. Petersen Logs NJPA Sale and Compiles Sales Report Quarterly

11. Petersen Makes Payment to NJPA Quarterly

Once an order is received, it will be handled in the normal process flow. NJPA's fee will be calculated off of the total quarterly end user invoiced amount for the equipment. Freight charges will not be used in this calculation. Contract number will be displayed on all purchasing paperwork between customer, dealer, and Petersen starting with the initial quote and ending with the final invoice.

**Petersen agrees to pay NJPA a 1% contract fee.**

- 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?

Yes

#### **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.

A copy of Petersen's warranty policy is attached.

To summarize, we provide a 1-2-3- warranty. Certain components are given 1, 2, or 3 years of warranty coverage. Warranty is provided through our national dealer network.

- Do your warranties cover all products, parts, and labor?  
All materials and labor are covered as described in the attached warranty statement.
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?  
Standard warranty is described in the attached warranty statement.
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?  
The warranty repair or replacement must be made at the dealer location as described in manufacturer warranty statements.
- 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?  
Warranty repair centers are available in all geographic regions of the US and Canada.
- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?  
We will cover only Petersen installed products. Items such as the chassis, if purchased through our contract as an option, would need to follow that manufacturer's warranty process.
- What are your proposed exchange and return programs and policies?  
See attached warranty sheet.

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

None.

#### **Pricing, Delivery, Audits, and Administrative Fee**



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

Petersen is providing our entire line of municipal Lightning Loaders, related options, and chassis from all major chassis manufacturers. We would like the customer to have the ease of purchasing a turnkey unit or be able to order just a loader and body if they are providing an existing cab chassis.

Petersen is also a dealer for Kinshofer grapples and Galbreath hoists. Kinshofer grapples fit perfectly to our loaders when a customer wants a special size or application grapple. We became a Galbreath dealer because many of our loaders are designed to work in conjunction with a roll-off hoist. This way everything is installed in-house with a single point of responsibility. It is not our intention to provide a Galbreath hoist without the sale of a compatible Lightning Loader® model.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the 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.)

The pricing model is based on the standard published List Price and Discount from List, for the Petersen products being offered. A Freight Matrix, attached, broken out by Zone and Machine, for each Petersen product, is included as part of the pricing model. In order to determine total price, Petersen will utilize the Price List and Freight Matrix. By supplying both product price and freight as part of the "bid price", the member will be able to have full assurance of contracted pricing eliminating all the potential "gray area" for the Purchasing Officer.

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

Petersen will provide Percentage Discounts from List Price, catalog, or category pricing for the specific products being proposed. The attached Price List provides the machine model and part number. Customers Will receive a 2% discount from the contracted pricing.

- 10) The pricing offered in this proposal is

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

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

Petersen is providing standard pricing as reflected in the attached Price List and Freight Matrix. Petersen can discount for volume orders on a case by case basis.

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

Petersen will provide all products within our product line as requested by the NJPA member. If the NJPA member's request includes a custom solution, including sourced goods or special paint, our dealers will respond to their requirements using our standard quote and listing the "sourced goods" product as a non-contract item. These items will be supplied at cost plus a percentage.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list



costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

None

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

Shipping will be based on point of origin and 11 different state groups for Zones of Delivery. This pricing is for drive-away delivery of diesel trucks only. Any hauling or CNG drive away will be quoted on a case-by-case basis. See attached for shipping.

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

Delivery for Hawaii or any offshore customer would go to the chosen US mainland port in the lower 48 as per the above policy. The customer is responsible for arranging transport for the remainder of the trip. Alaska deliveries would either be handled as above if it falls into the same category or on a case-by-case basis for any others arrangements.

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

None

- 17) 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.

All pricing will be pulled directly from the submitted price list. At time of invoicing, we will verify that NJPA pricing was used

Petersen provides all pricing to dealers to reduce chance for confusion.

Petersen will ensure the proper sales are reported and accurate administrative fee remitted through multiple internal processes. For the contract number to appear on our purchasing documents, we are required to select an option in our ERP system which can be tracked and reports can be generated for specific timeframes.

For redundancy, we also keep an excel spreadsheet for all customer information tied to each individual serial number. When NJPA is selected in this database, all pertinent information is then pushed into a separate sheet exclusively for reporting NJPA sales and administrative fee.

Finally, each salesman is required to manually do the math and show work for how the administrative fee is calculated. This is kept with the customer file. All of this is checked by the Petersen Contract Manager (Sam Petersen) at the time of order submission and again by A/R at the time of invoicing.

- 18) 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.)

Petersen agrees to pay NJPA a 1% contract fee.

### **Industry-Specific Questions**

**(Answer all questions. If a question does not apply to the solution(s) in your proposal, state "N/A" and articulate why the question does not apply.)**

#### **For technology vendors:**

- 19) Clearly explain how your company collects, stores, and uses the customer data that is gathered through normal business practices. In your view, who owns this data: your company or your customers? What rights (if any) do you propose that your customers have to any data created by your proposed solutions?

N/A. Equipment vendor.



- 20) Describe how do you protect data that you obtain or create for your customers? Who has access to this data, and for what purposes?  
N/A. Equipment vendor.
- 21) Does your product or platform encourage increased participation in recycling and diversion programs?  
N/A. Equipment vendor.
- 22) If you are offering web-based products or services, are they available through a suitable application on mobile devices? If so, are they compatible with both iOS, Android, and other operating systems? Are they broadly and easily available?  
N/A. Equipment vendor.

**For equipment/product vendors:**

- 23) What specific market segments does your company serve? What portion of your overall revenue is derived from the governmental and educational sectors?  
Petersen supplies equipment to local municipal, county, state, and federal organizations for the collection of bulky waste. This accounts for about 90% of our business. The other 10% is made from private haulers and contractors working for the municipalities, counties, states, and federal government. This shows that our company is focused as a business and we are the very best when it comes to bulk waste solutions.
- 24) Explain in detail why and how your manufacturing process is superior to that of your competitors.  
Petersen reinvests a significant portion of revenue each year to stay on the cutting edge for manufacturing equipment. This has allowed us to make a product that is known to be the hardest working and longest lasting in the market. Also, this capital investment allows us to manufacture over 90% of what gets mounted on the truck giving us great control over quality, cost, and production time.
- 25) Explain in detail why and how your value-added attributes separate you from your competitors and why this should be considered valuable to NJPA and its members.
1. Petersen is the market share leader in our industry. Most government agencies are aware of and accept our product design as superior.
  2. Petersen has the most robust dealer network with exclusive AOR's for each. This means that each dealer is invested in the success of our product and relies on it as an important profit center in their business. This is not the case for many of our competitors who have "dealers" that compete and overlap. Petersen and our dealer network have been in this business for 60 years and we know that continuing service after the sale is what the customer needs.
  3. No other competitor offers the breadth and diversity of our product line-up. We offer nine unique models with hundreds of body and options combinations. Our next closest competitor offers three unique models.
- 26) Do you manufacture all the products offered in your proposal? If not, please list all products that are sourced using a third party or subcontractor.  
We do not manufacture truck chassis or some add-on options like lights, cameras, tool-boxes, etc.
- 27) Do your manufacturing processes qualify for any recognized compliance standards or certifications (e.g., ISO)? If so, please detail.  
No.
- 28) Describe your approach to working with new governmental, educational, or not-for-profit entities in rolling out your products/equipment for these customers or their constituents.  
From start to finish we try to provide as much help and information as possible. Whether that is in the form of references and demonstrations in the beginning to training and troubleshooting at delivery. We also rolled out a new training video this year which is available in a variety of formats.
- 29) Confirm whether or not you are both able to and agree to comply with the applicable "EPA Emission Standards for Heavy-Duty Highway Engines and Vehicles" outlined in the following link:

<https://www.epa.gov/emission-standards-reference-guide/epa-emission-standards-heavy-duty-highway-engines-and-vehicles>

Yes

Signature:



Date:

04/07/17