

## PRICE LIST A

## SOURCEWELL QUOTE SHEET

1-Jan-2021

2/3/21

Bill To:	Town of Munster Public Works, 1005 Ridge Rd, Munster, IN 46321, 219-838-6970, Sourcewell # 2815		
Ship to:	Town of Munster Public Works, 1005 Ridge Rd, Munster, IN 46321, 219-838-6970, Sourcewell # 2815		
End User:	Town of Munster Public Works		
End User Contact:	Russ Kozyra	PO#	
Quote#	Dave B / Scott L Sourcewell 1-22-2021	Order Date:	
Dealer Contact:	Pat Fabish	Quote Date:	01 21 2021
DLR Phone / Fax:	219-204-9007	Requested ship date:	
Dealer Email:	pfabish@castrac.com	State contract order	Sourcewell # 052417-TGR
Shipping Instruction:		Quote valid for 30 days	

## BENGAL SERIES



Please direct questions to:

Ph: 800-843-6849 EXT 3  
 email all quotes in excel format  
 to: orders@tigermowers.com

(Boom Reach from 17.5' to 26.3')

HOW TO ORDER: You must select one item from Sections 1, 2, 3 &amp; 4 for a complete Boom Mower.

Qty	Order Code	Description	Approx. (lbs)	List Price	Disc	DLR Net
<b>Add tractor on next line when required</b>						
1	6105E Standard	Cab MFWD 12F x 12R Power Reverser, Wet Clutch	9575	\$ 85,955	20%	\$ 68,764.00
<b>SECTION 1 - Choose a Base Unit</b>						
1	BB-18	Mid-mount Boom Mower (1300 lb wheel weight)	3950	\$ 27,311	20%	\$
	BB-22	Mid-mount Boom Mower (1700 lb wheel weight)	4110	\$ 33,042	20%	\$ 26,433.60
	BB-24	Mid-mount Boom Mower (1700 lb wheel weight)	4250	\$ 37,139	20%	\$
<b>INCLUDES:</b> Boom Arms, Mounting system, Wheel Weights, Mower Hydraulic Drive System Operator Safety Screen/Polys						
<b>SECTION 2 - Choose a Cutter Head Stow System</b>						
Refer to Tractor Adaptability List. All Stows do NOT work with all Tractors. Current Tractor Adaptability list located in first tab below and at						
	SS-88	SIDE STOW (SS) transport system & Travel Safety Lock - BB22 Side Stow	45	Inc. in Base	\$	
	3PS-88	Mowers on Tier 4 tractors will have stow height of 13'11", BB24 will have a 3 POINT STOW (3PS) transport system & Travel Safety Lock	130	\$ 3,575	20%	\$
	1OS-88	SINGLE POINT OPEN STOW (1OS) transport system & Travel Safety	160	\$ 4,182	20%	\$
1	3OS-88	3 POINT OPEN STOW (3OS) transport system & Travel Safety Lock	550	\$ 5,272	20%	\$ 4,217.60
	3OS-BB-EXT	0	22	\$ 491	20%	\$
<b>SECTION 3 - Choose a Cutter Head</b>						
<b>ROTARY</b>						
	RT50D	50" Rotary head with Disk/Brush Knives & Hydraulic Door	815	\$ 14,139	20%	\$
	RT50B	50" Rotary Head with Blade Bar/Brush Knives & Hydraulic Door	740	\$ 13,993	20%	\$
	RT50G	50" Rotary head with Disk/Grass Knives & Hydraulic Door	815	\$ 14,100	20%	\$
	RT50D-SW	50" Rotary Swivel Head, Disk/Brush Knives & Hydraulic Door	950	\$ 14,581	20%	\$
	RT50B-SW	50" Rotary Swivel Head, Blade Bar/Brush Knives & Hyd Door	950	\$ 14,433	20%	\$
	RT60B	60" Rotary Head with Blade Bar/Brush Knives & Hydraulic Door	840	\$ 16,427	20%	\$
	RT60B-SW	60" Rotary Swivel Head, Blade Bar/Brush Knives & Hyd Door (BB-22 & BB-24 ONLY)	950	\$ 16,866	20%	\$
	RT60DG	60" Rotary Head with Disk/Grass Knives & Hydraulic Door	915	\$ 16,581	20%	\$
<b>FLAIL</b>						
	FL50LHG	50" Flail Head with Light Brush/Grass Knives (LBG)	800	\$ 16,129	20%	\$
1	FL50MBG	50" Flail Head with Medium Brush/Grass Knives (MBG)	808	\$ 16,978	20%	\$ 13,582.40
	FL50HDB	50" Flail Head with Heavy Duty Brush Knives (HDB)	815	\$ 17,018	20%	\$
	FL63G	63" Flail Head with Grass Knives	855	\$ 18,581	20%	\$
<b>MULCHER</b>						
	ML36-BNGCHN	36" Mulcher Head with Quad Cut Teeth - Rear Chain	925	\$ 21,815	20%	\$
	ML36-BNGRUB	36" Mulcher Head with Quad Cut Teeth - Rear Rubber Flap	925	\$ 21,582	20%	\$
<b>SECTION 4 - Choose a Hydraulic Controls Options</b>						
	CBL	Cable Controls and Lift Valve Kit	78	\$ 5,988	20%	\$
1	JSTK	Joystick, Electro-hydraulic and Valve Kit	80	\$ 15,058	20%	\$ 12,046.40
<b>SECTION 5 - Installation Charge</b>						
1	Factory Mnt	Installation of complete boom mower system		\$ 7,159	20%	\$ 5,727.20
	Field Mnt	Installation of complete boom mower system		\$ 7,159	20%	\$
<b>SECTION 6 - BOOM MOWER OPTIONS</b>						
		Wheel Weight - up charge from 1300 to 1700 lbs of counter balance.	400	\$ 1,210	20%	\$
		Wheel Weight - upcharge from 1700 to 2550 lbs of counter balance.	850	\$ 2,331	20%	\$
		Electronic Boom Positioning System	12	\$ 1,375	20%	\$
1	BPS-BNGL	Dogleg Kit, Flail Heads	13	\$ 521	20%	\$ 416.80
	06100615	Dogleg Kit, Rotary & Mulcher Heads	13	\$ 521	20%	\$
	06770108	Kit, Deck Extension, RT50 Rotary - 1.0" (extensions, rear flap, hardware)	22	\$ 615	20%	\$
	06770115	Kit, Deck Extension, RT50 Rotary - 2.0" (extensions, rear flap, hardware)	26	\$ 835	20%	\$
	06770114	Kit, Deck Extension, RT60 Rotary - 1.0" (extensions, rear flap, hardware)	22	\$ 815	20%	\$
	06770115	Kit, Deck Extension, RT60 Rotary - 2.0" (extensions, rear flap, hardware)	26	\$ 835	20%	\$
	06200609	50" Blade Bar Kit (bar, knives, bolts, nuts)	75	\$ 940	20%	\$
	06200870	60" Blade Bar Kit (bar, knives, bolts, nuts)	85	\$ 1,025	20%	\$
	06744050	50" Rotary Disk Kit (knives, bolts, nuts, filter, grease) BRUSH	36	\$ 318	20%	\$
	06744051	50" Rotary Disk Kit (knives, bolts, nuts, filter, grease) GRASS	39	\$ 323	20%	\$

06744040	50/60" Rotary Blade Bar Kit (knives,bolts,nuts,filter,grease) BRUSH
06744001	60" Rotary Disk Kit (knives,bolts,nuts,filter,grease) GRASS
06744005	50" Flail Parts Kit (knives,bolts,nuts,filter,clevis,belts) LBG FLAIL
06744043	50" Flail Parts Kit (knives,bolts,nuts,filter,clevis,belts) MBG FLAIL
06744044	50" Flail Parts Kit (knives,bolts,nuts,filter,clevis,belts) HDB FLAIL
06744006	63" Flail Parts Kit (knives,bolts,nuts,filter,clevis,belts) GRASS
06744086	Mulcher Knife Kit (knives,bolts - set of 30)
06700250	Mulcher - Rear Chain Guard Kit
06700252	Mulcher - Rear Rubber Flap Guard Kit
06200210	Paint, non-standard

**ADDITIONAL OPTIONS FROM PRICE LIST**

36	\$	275	20%	\$
39	\$	212	20%	\$
32	\$	705	20%	\$
58	\$	1,620	20%	\$
55	\$	1,580	20%	\$
44	\$	488	20%	\$
30	\$	758	20%	\$
42	\$	461	20%	\$
28	\$	430	20%	\$
	\$	1,581	20%	\$

1	Dealer Installed Options		\$		
1	Radio, AM/FM Stereo, Castongia Supplied and Installed	\$	386	20%	\$ 308.80
1	Radio Harness, Castongia Supplied and Installed	\$	50	20%	\$ 40.00
1	Trade in is a 1999 John Deere 6210 - LO6210H241159	\$	(13,500)		\$ (13,500.00)
1	Discount by Castongia Tractor	\$	(6,179)		\$ (6,179.20)

Freight is an estimate only, may change at time of shipment

<b>Totals</b>		<b>\$ 111,857.60</b>	
<b>TRACTOR INFORMATION REQUIRED:</b>		Transmission	12F x 12R
Make/Model	JD 6105E	Cab Type	Cab
Tire size		2WD or MFWD	MFWD
	Front		
	Rear		

All prices are FOB Destination.  
Prices are subject to change without notice.

QUOTE



## Bengal Features

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**Engineered Design:** Boom mower can handle material up to 6" diameter with the 50" rotary cutter head and up to 4" material with a hedge knife on the flail head.

**Transport:** Four different transport styles place the cutter head along the side or to the rear of the tractor for optimum operator visibility.

**Operator Safety:** Polycarbonate window replaces standard cab door glass.

**Hydraulic System:** The self-contained hydraulic circuit for cutter head provides maximum hydraulic flow and pressure to the cutter head.

**Tractor Requirement:** Utility tractors with an engine HP of 85 to 130

**Warranty:** One-year parts and labor. Only genuine Tiger OEM parts may be used for warranty replacement.



## National Joint Powers Alliance®

### REQUEST FOR PROPOSAL

for the procurement of

### ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES

#### RFP Opening

MAY 25, 2017

8:30 a.m. Central Time

At the offices of the

National Joint Powers Alliance®

202 12<sup>th</sup> Street Northeast, Staples, MN 56479

#### **RFP #052417**

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #052417 ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES. Details of this RFP are available beginning April 6, 2017. Details may be obtained by letter of request to Chris Robinson, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until May 24, 2017 at 4:30 p.m. Central Time at the above address and opened May 25, 2017 at 8:30 a.m. Central Time.

#### RFP Timeline

April 6, 2017

**Publication of RFP** in the print and online version of *USA Today*, in the print and online version of the *Salt Lake News* within the State of Utah, in the print and online version of the *Daily Journal of Commerce* within the State of Oregon (note: OR entities this pertains to:

<http://www.njpacoop.org/oregon-advertising>), in the print and online version of *The State* within the State of South Carolina, the NJPA website, MERX, Noticetobidders.com, PublicPurchase.com, Biddingo, and Onvia.

April 27, 2017  
10:00 a.m. CT

**Pre-Proposal Conference** (the webcast/conference call). The connection information will be sent to all inquirers two business days before the conference.

May 17, 2017  
May 24, 2017  
4:30 p.m. CT  
May 25, 2017  
8:30 a.m. CT

**Deadline for RFP questions.**

**Deadline for Submission of Proposals.** Late responses will be returned unopened.

**Public Opening of Proposals.**

Direct questions regarding this RFP to: Chris Robinson at [chris.robinson@njpacoop.org](mailto:chris.robinson@njpacoop.org) or (218) 895-4168.

[www.njpacoop.org](http://www.njpacoop.org)



Proposal Opening Record

Date of opening: May 25, 2017

The public opening of all responses received to the Request For Proposal #052417 for the procurement of ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES was witnessed by the following individuals:

Chris Robinson, NJPA  
Ginger Line, NJPA  
Sheila Christoffersen, NJAP  
Gregg Meierhofer, NJPA  
Kelly McAllister, NJPA  
Mike Domin, NJPA  
Jed Klein, NJPA  
Dave Duhn, NJPA

Responses were received from the following:

**Airplaco – received 5/22/17 at 11:34:36 AM**  
Proposer deemed responsive  
**Alamo Group (TX) Inc – received 5/22/17 at 11:34:49 AM**  
Proposer deemed responsive  
**ATMAX Equipment Co – received 5/23/17 at 10:07:08 AM**  
Proposer deemed responsive  
**Bergkamp Inc – received 5/22/17 at 11:25:00 AM**  
Proposer deemed responsive  
**BOMAG Americas, Inc – received 5/24/17 at 12:30:38 PM**  
Proposer deemed responsive  
**Bonnell Industries Inc. – received 5/24/17 at 12:30:26 PM**  
Proposer deemed responsive  
Form C – not provided  
**Carlson Paving Products, Inc – received 5/22/17 at 10:37:20 AM**  
Proposer deemed responsive  
**Cemen Tech – received 5/23/17 at 02:46:55 PM**  
Proposer deemed responsive  
**Cimline, Inc. – received 5/24/17 at 4:18:53 PM**  
Proposer deemed responsive  
Certificate of Insurance – not provided  
**Crafco, Inc – received 5/23/17 at 1:16:34 PM**  
Proposer deemed responsive  
**Diamond Mowers, Inc – received 5/22/17 at 11:34:21 AM**  
Proposer deemed responsive  
**Falcon Repair Maintenance Equipment, LLC – received 5/24/17 at 12:30:32 PM**  
Proposer deemed responsive  
**FINN Corporation – received 5/18/17 at 1:36:08 PM**  
Proposer deemed responsive

[www.njpacoop.org](http://www.njpacoop.org)



**Keizer Morris International – received 5/19/17 at 11:09:48 AM**

Proposer deemed responsive

**M-B Companies, Inc. – received 5/24/17 at 11:27:26 AM**

Proposer deemed responsive

**M-B Companies, Inc. (Attachments Division) – received 5/24/17 at 11:25:37 AM**

Proposer deemed responsive

**Midland Machinery Co, Inc. – received 5/24/17 at 11:28:00 AM**

Proposer deemed responsive

Form D – not provided

Form F – not provided

Certificate of Insurance – insufficient coverage

**PB Loader Corporation – received 5/22/17 at 11:39:51 AM**

Proposer deemed responsive

**Peterson Corp – received 5/24/17 at 11:26:59 AM**

Proposer deemed responsive

**R.L. Parsons & Sons, ECI – received 5/22/17 at 12:27:38 PM**

Proposer deemed responsive

**RhinoAG, Inc – received 5/22/17 at 11:34:56 AM**

Proposer deemed responsive

**Road Widener LLC – received 5/17/17 at 1:18:40 PM**

Proposer deemed responsive

Certificate of Insurance – insufficient coverage

**RoadHog, Inc. – received 5/24/17 at 11:28:22 AM**

Proposer deemed responsive

Certificate of Insurance – insufficient coverage

**Spaulding Mfg Inc – received 5/24/17 at 12:30:44 PM**

Proposer deemed responsive

Form C – notary required

**Stepp Manufacturing – received 5/24/17 at 11:26:06 AM**

Proposer deemed responsive

**Swenson Spreader, LLC – received 5/23/17 at 1:16:17 PM**

Proposer deemed responsive

Form F – notary required

Certificate of Insurance – insufficient coverage

**Tiger Corporation – received 5/22/17 at 11:34:27 AM**

Proposer deemed responsive

**TurfMaker Corp – received 5/23/17 at 1:16:29 PM**

Proposer deemed responsive

Certificate of Insurance – insufficient coverage

**United Rotary Brush Corporation – received 5/23/17 at 1:16:10 PM**

Proposer deemed responsive

Form D – not provided

Form F – not provided

Certificate of Insurance – not provided

Electronic copy – not provided

**Vogel Traffic Services, Inc DBA EZ-Liner Industries – received 5/23/17 at 10:07:04 AM**

Proposer deemed responsive

[www.njpacoop.org](http://www.njpacoop.org)



Form D – not provided

Form F – not provided

**VT LeeBoy Inc – received 5/22/17 at 11:34:42 AM**

Proposer deemed responsive

**Waterblasting, LLC – received 5/18/17 at 11:59:54 AM**

Proposer deemed responsive

**Weiler – received 5/22/17 at 11:34:14 AM**

Proposer deemed responsive

Proposals are evaluated first on level-one responsiveness and that determination is noted above. Level-one responsiveness requires, among other things, that the response be received before the deadline for the submission and that the response include completed copies (with signatures) of the requested forms.

Proposers that are deemed level-one responsive must provide any missing documentation or remedy a noted deficiency within a reasonable time in order to remain responsive. Respondents must not provide additional substantive information when sending missing documentation.

A handwritten signature in black ink, appearing to read "Chris Robinson", is written over a horizontal line.

Chris Robinson, Procurement Manager, NJPA

A handwritten signature in black ink, appearing to read "Kim Austin", is written over a horizontal line.

Kim Austin, Procurement Analyst III, NJPA



**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #052417**  
Entitled

**ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES**

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on April 7, 2017, in South Carolina's *The State* on April 6, 2017, in Utah's *The Salt Lake Tribune* on April 6, 2017, in *USA Today* on April 6, 2017, and on the NJPA website [www.njpacoop.org](http://www.njpacoop.org), Onvia website [www.onvia.com](http://www.onvia.com), Notice to Bidders website, PublicPurchase.com, Merx, and Biddingo:

*The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #052417 ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES. Details of this RFP are available beginning April 6, 2017. Details may be obtained by letter of request to Chris Robinson, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until May 24, 2017 at 4:30 p.m. Central Time at the above address and opened May 25, 2017 at 8:30 a.m. Central Time.*

RFPs were requested by and distributed to:

A&G The Road Cleaners Ltd.	McCloskey International Ltd.
Airplaco Equipment	Midland Machinery Co., Inc.
Alamo Group (TX) Inc. - Terrain King	Multihog
Almon Equipment Ltd.	Norcia Corporation
Amaco Construction Equipment	North America Procurement Council, Inc. PBC
American Shoring	Northern Truck Equipment Corp.
Atlantic Plumbing Supply	Onvia, Inc.
ATMAX Equipment Co.	PB Loader Corporation
AWT	Penn Equipment
Bergkamp, Inc.	Peterson Corp
Bid Ocean, Inc.	Prime Vendor Inc.
BOMAG	R.L. Parsons & Son Equipment
Bonnell Industries Inc.	Ray-Tech Infrared Corp.
Brown Products	Renova Industries, LLC
Butler AG	RhinoAG
Calder Brothers Corp.	Ring-O-Matic

Carlson Paving Products, Inc.	Road Widener LLC
Cart-Away Concrete Systems	Road Widener LLC
Car-Toys, Inc.	RoadHog, Inc.
Cemen Tech	Rogers Mfg. Co., Inc.
Cimline	Royal Truck & Equipment
Consolidated Equipment Group	Rubb Buildings Inc.
Construction Industry Center	Sakai America, Inc.
Crafco, Inc.	Schulte Industries
Diamond Mowers, Inc.	Scott Supply Co.
E.D. Etnyre & Company	SeaWave
Eddie's Truck Center	Shannon Chastain Enterprises, Inc.
EZ-Liner Industries	Sound Heavy Machinery, Inc.
Fair Manufacturing Inc.	Spaulding Mfg. Inc.
Falcon Asphalt Repair Equipment	State of New Jersey - Department of Treasury
FINN Corporation	State of Rhode Island
Finning Canada	Stepp Manufacturing Company, Inc.
Fitzgerald Peterbilt	Street Smart Rental
Flex-O-Lite	Swenson Products
Flink Company	Swenson Spreader LLC
Forestry Suppliers, Inc.	TAG Truck Center
GERD Energy Inc.	TEC Equipment
Government Solutions Team, LLC	Tiger Corporation
Gyro-Trac Corporation	Time Manufacturing Company
HD Supply Waterworks	Timus Tools
Highway Equipment Company	Titan Machinery
ISqFt Planroom	Towmaster Trailers and Truck Equipment
Kaman Automation	Truck & Trailer Specialties
KCM	Turfmaker Corporation
KM International Inc.	United Rotary Brush Corporation
Koletzky Implement	VariTech Industries Inc.
Lawlor Haulage	Vogel Traffic Services, Inc. dba EZ-Liner Industries
Ledwell & Son	VRCA
LeeBoy, Inc.	Warshauer Electric Supply
Maddock Construction Equipment, LLC	Waterblasting, LLC
Marks Machinery Inc.	Weiler, Inc.
M-B Companies	Wheeler Bros., Inc.

Proposals were opened on May 25, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Airplaco Equipment Company	PB Loader Corporation
Alamo Group (TX) Inc	Peterson Corp
ATMAX Equipment Co	R.L. Parsons and Sons Equipment Inc.
Bergkamp Inc	RhinoAG, Inc
BOMAG Americas, Inc	Road Widener LLC
Bonnell Industries Inc.	RoadHog, Inc.
Carlson Paving Products, Inc	Spaulding Mfg Inc

Cemen Tech	Stepp Manufacturing
Cimline, Inc.	Swenson Spreader, LLC
Crafco, Inc	Tiger Corporation
Diamond Mowers, Inc	TurfMaker Corp
Falcon Repair Maintenance Equipment, LLC	United Rotary Brush Corporation
FINN Corporation	Vogel Traffic Services, Inc DBA EZ-Liner Industries
Keizer Morris International	VT LeeBoy Inc
M-B Companies, Inc. - Pavement Marking Division	Waterblasting, LLC
M-B Companies, Inc. - Broom Attachment Division	Weiler, Inc.
Midland Machinery Co, Inc.	

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, NJPA Procurement Manager  
Kim Austin, NJPA Procurement Analyst III  
Carol Jackson, NJPA Procurement Analyst III  
Tim Spitzley, NJPA Evaluation Committee Member  
Keith Hanson, CPA, NJPA Accounting Manager

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee used the established NJPA RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Airplaco Equipment Company manufactures a selection of grout pumps, wet-mix shotcrete machines, and dry-mix gunite machines, and also distributes parts, accessories and finishing tools. The Airplaco manufacturing, quality and management processes are ISO9001 certified. In addition, they hold Women Owned Small Business (WOSB) and Women's Business Enterprise (WBE) certifications through the Women's Business Enterprise National Council (WBENC) and qualify as a Regional WBE of the Women's Business Enterprise Alliance (WBEA). Airplaco offers a solid discount off list prices

Alamo Group (TX) Inc., offers boom, rotary and flail mowers, tree and brush cutters, ditchers, sickle bars, as well as remote controlled tool carriers for use in highway mowing and land-clearing. In addition to a large in-house sales and service force, they maintain relationships with dealers in over 300 locations across North America. Alamo Group's pricing reflects a range of significant discounts from published list prices.

Bergkamp Inc, is the manufacturer of pothole patching equipment, slurry seal and micro-surfacing equipment, and bituminous research laboratory plants. Their Pothole patchers are equipment with a cloud-based telematics system for the purpose of verifying functionality and evaluating a Member's pavement management system. Bergkamp equipment sales are handled directly by an internal sales force in the US, with dealer coverage in Canada. They offer a considerable discount from list pricing reflecting a value to Members.

Cemen Tech provides truck or trailer mounted volumetric mixers for the production and delivery of concrete, cement silos, and training services. The products are guaranteed to perform up to expectations for a period of 90 days. Cemen Tech utilizes a dedicated sales department as well as several dealers to provide sales and service at a regional or local level. Their pricing on products and services reflects a range of favorable discounts from list pricing.

Crafco, Inc., is the manufacturer of pavement preservation equipment for crack sealing, pothole patching, pavement cutting, and Seal Coat equipment, for highway and roadway maintenance. Their sales and service team includes internal representatives and a network of 44 distributors to serve Members across the US and Canada. Each purchase of a Crafco unit includes on-site operation and safety training at no additional charge. Crafco offers a range of discounts from list pricing on equipment and options.

Diamond Mowers, Inc., offers a broad line of tractor mowing equipment and attachments protected by a 30-day 100% money back guarantee. They also offer a 72-hour parts shipping guarantee. Diamond Mowers has a network of over 200 dealers supported by a strong regional sales management team. They provide pricing with a 20% discount off of list prices, reflecting a solid value for Members' right-of-way mowing equipment needs.

Falcon Repair Maintenance Equipment, LLC, manufactures asphalt hot boxes and recyclers for the heating and transport of hot and cold mix asphalt and the recycling of asphalt chunks or millings. They maintain a network of 27 dealers in the US and Canada with 120 sales representatives and over 100 service technicians. Falcon's pricing proposal includes a 10% discount off of published list prices and an additional 2% discount on orders of 9 units or more.

FINN Corporation provides a variety of hydroseeders and straw, bark and mulch blowers scalable to meet a Member's needs. Their equipment is manufactured in the US and is available at 136 sales and service locations throughout North America. Operator and maintenance training is included in the cost of FINN equipment. The Finn pricing model includes a solid discount off of MSRP pricing.

PB Loader Corporation offers pothole patchers, emulsion sprayers, front loaders, and asphalt maintenance support equipment. Their equipment comes in a variety of sizes and a selection of options and styles. PB Loader sells through a network of dealers in the US and Canada with a total of 46 dealer branch locations. The pricing proposal provides a discount off of MSRP and offers Members an additional volume discount on orders over five units.

R.L. Parsons and Sons Equipment Inc., manufactures pull-behind graders, roadside berm reclaimers and compact boom mowers, and also distributes Bomford right-of-way maintenance equipment. The equipment is available in a range of sizes and options to meet Member needs. R.L. Parsons' proposal includes a considerable discount from MSRP pricing.

RhinoAG, Inc., is the manufacturer of a line of rotary cutters, rotary flails, tractor-mounted rear blades, and related maintenance equipment. The equipment lines have notable depth and breadth to allow Members' selection of right-size solutions. RhinoAg distributes products through a network of over 1,200 dealers located in all fifty states and two Canadian provinces. Their prices reflect a range of significant discounts from list or MSRP.

RoadHog, Inc., manufactures numerous hydraulically and engine driven road maintenance attachments for skidsteers, backhoes and loaders. Their equipment is entirely made in the US and is distributed through a network of 60 dealers with 291 locations in the US and Canada. RoadHog offers a solid discount from published list pricing, with an additional quantity discount available.

Tiger Corporation offers a broad line of roadside maintenance and mowing equipment, including boom, rotary and flail type mowers, and attachments. The equipment is available in a wide variety of configurations, mountings, and sizes, to meet Member roadway vegetation and brush control needs. Tiger provides local sales and service options through authorized dealers in over 241 locations across the US and Canada. They are offering a considerable discount from MSRP and provide Members in the continental US and Canada with FOB destination freight terms.

Vogel Traffic Services, Inc, doing business as EZ-Liner Industries, is the manufacturer of a line of roadway paint striping equipment in both truck mounted and pallet mounted options. EZ-Liner's internal sales and service team provides sales

and technical support to customers across the US and Canada. Their pricing proposal includes a solid discount from MSRP and reflects a notable value to Members.

VT LeeBoy Inc., has a broad and deep lineup of asphalt pavers, distributor tanks, spray patchers, rollers, graders, brooms, water trucks, road wideners and specialty products to meet Member's road maintenance needs. In addition to an internal sales and service team, the VT LeeBoy network of 60 dealers has over 500 sales representatives and over 800 service team members to provide local support for Members across the US and Canada. VT LeeBoy offers a range of percentage discounts from list pricing.

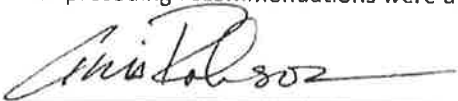
Waterblasting, LLC, produces two principal pavement maintenance solutions: paint and rubber removal systems; and, a rumble strip machine. They handle all sales and service directly, and offer live technical support and an online parts store with a same-day parts shipping rate of 98%. Waterblasting's pricing reflects a solid discount from their standard list pricing.

Weiler, Inc., manufactures commercial pavers, road wideners, windrow elevators, transfer vehicles, compactors, front-mount screeds and tack distributors. Their equipment is distributed through a relationship with Caterpillar and its dealers in over 500 locations throughout North America. Service is also available through Cat dealerships with over 600 technicians having received service training on Weiler equipment within the last five years. Weiler pricing reflects a considerable discount from MSRP and reflects a significant value to Members.

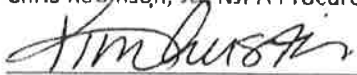
For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #052417 to:

Airplaco Equipment Company	#052417-AEC
Alamo Group (TX) Inc	#052417-AGI
Bergkamp Inc	#052417-BGK
Cemen Tech	#052417-CMT
Crafco, Inc	#052417-CFC
Diamond Mowers, Inc	#052417-DMM
Falcon Repair Maintenance Equipment, LLC	#052417-FRM
FINN Corporation	#052417-FNN
PB Loader Corporation	#052417-PBL
R.L. Parsons and Sons Equipment Inc.	#052417-RLP
RhinoAG, Inc	#052417-RHA
RoadHog, Inc.	#052417-RDH
Tiger Corporation	#052417-TGR
Vogel Traffic Services, Inc DBA EZ-Liner Industries	#052417-EZL
VT LeeBoy Inc	#052417-VTL
Waterblasting, LLC	#052417-WTB
Weiler, Inc.	#052417-WLR

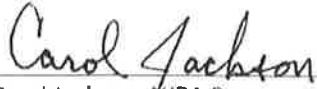
The preceding recommendations were approved on September 29, 2017.



Chris Robinson, JD, NJPA Procurement Manager



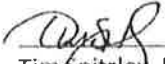
Kim Austin, NJPA Procurement Analyst III



Carol Jackson, NJPA Procurement Analyst III



Keith Hanson, CPA, Accounting Manager



Tim Spitzley, NJPA Evaluation Committee Member

[Home](#) > [List of Bids](#) > [Bid Information](#)**Bid Information**[Pending Biddingo Approval](#)**Bid Information for 052417**

<b>Bid Number</b>	<b>052417</b>	<b>Bid Name</b>	<b>ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES</b>
<b>Published By</b>	National Joint Powers Alliance	<b>Solicitation Type</b>	Open to all suppliers
<b>Contract Type</b>	RFP	<b>Procurement Name</b>	Procurement
<b>Published Date</b>	04/06/2017	<b>Closing Date</b>	05/24/2017 04:30:00 PM CT
<b>Country &amp; Province/State</b>	Ontario, Canada	<b>Region &amp; City</b>	
<b>Bid Type</b>	Goods	<b>Group</b>	
<b>Remind Notice Date</b>	Not Applicable	<b>Publish Option</b>	
<b>NIGP Code</b>		<b>Value Range</b>	Not Applicable
<b>Accept questions</b>	Not Applicable	<b>Tender Area</b>	

**Requirements**

<b>NDA Requirement</b>	Not Applicable
<b>NOI Date</b>	Not Applicable
<b>Site Meetings</b>	Not Applicable


**Bid Advertisement**

National Joint Powers Alliance

**ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES****052417****Closing Date: 05/24/2017 04:30:00 PM CT****Detail:**

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #052417 ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES. Details of this RFP are available beginning April 6, 2017. Details may be obtained by letter of request to Chris Robinson, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until May 24, 2017 at 4:30 p.m. Central Time at the above address and opened May 25, 2017 at 8:30 a.m. Central Time.

**Bid Document****No Bid Document Selected****Selected Categories (Biddingo Category)**

 <b>Automotive/ Industrial</b>	
<b>Automotive Services</b>	Repairs and maintenance of automobiles, storage of autos, towing, trucking services, leasing, rentals, car washes/cleaning, stabilization system, wheel balancing, etc.
<b>Aviation Supplies/ Services</b>	Planes, helicopters, etc., aircraft parts, aerospace engineering, pilots
<b>Heavy Equipment/ Vehicles</b>	Dump trucks, bulldozers, cranes, asphalt rollers, etc. tractors Office trailers, skid loader, earthmovers, heavy duty vehicles, excavators, caterpillar, graders, trains etc.
<b>Industrial Vehicles/ Equipment</b>	Fire trucks, Ambulances, Transport Trucks, Garbage Trucks, Buses (school and commercial), Utility Trucks, Ride-on Lawn Mowers, decontamination trailers, streetcars, ice-resurfacers, office trailers, trains etc.
<b>Passenger Vehicles</b>	Cars, Sports utility vehicles, pick-up trucks, mini vans, police cars, etc. hybrids

Recreational Vehicles and Services	ATVs, snowmobiles, RVs (motor homes, trailers), boats, jet skis, boat motors, shadoos, motorcycles, bikes, rescue boats, mobile office trailers, carts, etc.
Tools/ Supplies/ Parts	Automotive/aircraft parts/tools/etc., machine shop tools, drill/brace, parts, car wash drive through system, parking discs, signs, etc.
Construction	
Bridges/ Elevated Highways/ Tunnels/ Subways/ Railroads	Tunnels Maintenance Of Bridges, Subways, Railroads, Etc.
Building Projects/ Renovation/ Demolition Projects	Building Construction, Concrete Work, Sidewalks, Steel, Aluminum, Metal Fabrication, Mosaic Renovation, Stone Cladding, Flooring Supplies And Services, Carpentry And Wood Services, Demolition Civil Works, Earth Moving, Site Preparation, Masonry Works, Underground Storage, Fences, Pallet Racking, Millwork, Waterproofing, Parking Lots, Modular Homes, etc.
Construction Hardware	Doors, Windows, Hand-Held Tools, Lumber, Drywall, Handles, Knobs, Fence Materials, Hammers, Nails, Screws, Wires, Locks, Water Meter, Carpets, Floor Materials, Window Blinds, etc.
Construction Materials/ Equipment	Concrete Saw, Heavy Duty Drill, Concrete Mixers, Catch-Basins, Aggregates, Granular Materials, Welding Machine, Poles, Sheet Metal Scaffolding, Traffic Glass Beads, etc.
Construction/ Project Manager	Construction Management And Consulting And General Contracting, Contract Management
Electrical Supplies/ Services	Electrical Engineering, Services And Supplies, Maintenance, Repairs Of Generators, Lighting Fixtures, Fabricated Steel Crossarms (Poles), Pedestrian Lights, etc.
Heating/Plumbing/ Mechanical Supplies/ Services	Mechanical Engineering, Plumbing Fixtures, Pipe, Valves And Fittings, Pumps And Tanks, Water Coolers, Water Heaters, Leak Detection, HVAC, Refrigerant, Hydronics, Unit Heaters, Zone Systems, Evaporative Coolers, Portable Spot Coolers, Ductless Split Systems, Duct Cleaning, Instrumentation And Related Accessories, Refrigeration Systems, Elevators
Landscaping/ Grounds Maintenance/ Supplies	Landscaping/Grounds Maintenance/Supplies: Fertilizer, Seeds, Sod, Tree Planting, Lawn Mowing, Pond Planters, Bark Mulch, Soil Control, Aquarium/Aquatic Materials, real/artificial turf, vegetation management, horticulture, etc.
Painting Supplies/ Services	Painting Services, Paint, Brushes, Paint Thinner, Road Painting, traffic glass beads, etc.
Parks/ Recreational Facilities	Playgrounds Structures/Equipment, Parks And Recreational Facilities, Pools, Skate Park Systems, Arenas, Graveyards, Golf Courses, Etc. Upgrades And Maintenance, bleachers, Cemeteries and Graveyards, playground equipment, Bus Shelters, etc.
Roads/ Sewer/ Watermain	Roads/Sewer/Watermain Projects-Excavating, Ditch, Culvert, Streetscaping, Traffic Lights, Road Painting, Visors, Polycarb, Asphalt Overlay, Fire Hydrant, Guard Rails, Drainage Systems
Roofing Supplies/ Services	Roofing Projects, Shingles, Aluminum Siding
Water Treatment/ Plants	Water Treatment Plants, Purification, Monitoring/ Equipment/ Supplies, Inspection, Maintenance, Water Measuring Devices, Dams, Water Quality, Water Treatment Services/supplies, etc.
Winter Maintenance/ Supplies	Snow Removal, Hauling Of Salt And Sand, Antifreeze Etc.

Attached Bid Documents

Seq.	Name	Description	Size	Page	NDA Required	Preview Document
No File Attached						

Invited Bidders

Name / Email	Address	Phone	Fax
No Bidder Invited			

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AFFIDAVIT OF PUBLICATION

**DJC**



921 S.W. Washington St. Suite 210 / Portland, OR 97205-2810  
(503) 226-1311

STATE OF OREGON, COUNTY OF MULTNOMAH--ss.

I, **Michelle Ropp**, being first duly sworn, depose and say that I am a Principal Clerk of the Daily Journal of Commerce, a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH, and WASHINGTON as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the Goods and Services notice described as

**Case Number: NOT PROVIDED**

**Roadway Maintenance Equipment with Related Accessories, Attachments, Materials, and Supplies  
National Joint Powers Alliance; Bid Location Staples, MN, Cass County; Due 05/24/2017 at 04:30 PM**

a printed copy of which is hereto annexed, was published in the entire Issue of said newspaper for 1 time(s) in the following issues:

4/7/2017

State of Oregon  
County of Multnomah

SIGNED OR ATTESTED BEFORE ME  
ON THE 7th DAY OF April, 2017

*Michelle Ropp*

Michelle Ropp

*Selah Michele Farmer*

Notary Public-State of Oregon



**NATIONAL JOINT POWERS  
ALLIANCE (NJPA)**

**#052417 ROADWAY MAINTENANCE  
EQUIPMENT WITH RELATED  
ACCESSORIES, ATTACHMENTS,  
MATERIALS, AND SUPPLIES  
Proposal due 4:30 pm, May 24, 2017  
REQUEST FOR PROPOSAL**

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #052417 ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES. Details of this RFP are available beginning April 6, 2017. Details may be obtained by letter of request to Chris Robinson, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until May 24, 2017 at 4:30 p.m. Central Time at the above address and opened May 25, 2017 at 8:30 a.m. Central Time. Please see who this pertains to here: <http://www.njpacoop.org/oregon-advertising>.  
Published Apr. 7, 2017. 11315672

**Ginger Line**  
**National Joint Powers Alliance**  
202 12th St NE  
Staples, MN 56479-2438

Order No.: 11315672  
Client Reference No: #052417

**Form C**

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



Company Name: **Tiger Corporation**

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	

Proposer's Signature: **Shawn T. Cleary**

Date: **May 19, 2017**

**NJPA's clarification on exceptions listed above:**

Review and Approved:

 **9/27/17**  
NJPA Legal Department

Contract Award  
RFP #052417

FORM D



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

ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS,  
AND SUPPLIES

In compliance with the Request for Proposal (RFP) for ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, 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: Tiger Corporation Date: MAY 19, 2017  
Company Address: 3301 N. Louise Avenue  
City: Sioux Falls State: SD Zip: 57107  
Contact Person: Shawn Cleary Title: President  
Authorized Signature: [Signature] SHAWN T. CLEARY  
(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.)

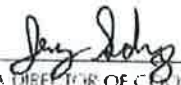
NJPA Contract #: 052417-TGR


Proposer's full legal name: Tiger Corporation

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 October 2, 2017 and will expire on October 2, 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/CEO SIGNATURE

  
\_\_\_\_\_  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on September 29, 2017

NJPA Contract # 052417-TGR

**Vendor Authorized Signatures:**

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

Vendor Name Tiger Corporation

Authorized Signatory's Title President

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

SHAWN Cleary  
(NAME PRINTED OR TYPED)

Executed on 9/29, 2017

NJPA Contract # 052417-TGR

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: Tiger Corporation

Address: 3301 N. Louise Avenue

City/State/Zip: SIOUX FALLS, SD 57107

Telephone Number: 605.731.0404

E-mail Address: scleary@tiger-mowers.com

Authorized Signature: [Signature]

Authorized Name (printed): SHAWN CLEARY

Title: President

Date: MAY 19, 2017

Notarized



Subscribed and sworn to before me this 19 day of May, 20 17

Notary Public in and for the County of Minnehaha State of South Dakota

My commission expires: 02/03/2022

Signature: [Signature]



Form G  
ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES

Possible Points	Airplace	Memo Group (78) Inc	ATMAX Equipment Co	Bergkamp Inc	BDM&G American, Inc	Bennell Industries Inc	Carlson Paving Products, Inc	Canam Tech	Cerule, Inc	Craico, Inc	Diamond Mowers, Inc
Conformance to Terms/ Conditions to Include Documentation	50	41	45	40	42	38	35	38	43	38	41
Pricing	400	307	352	354	322	270	231	276	319	320	371
Financial, Industry and Marketplace Successes	75	68	67	54	63	61	52	57	63	61	66
Bidder's Ability to Sell Service Contract Nationally	100	72	67	57	72	70	60	70	87	72	77
Bidder's Marketing Plan	50	36	45	37	43	38	38	30	42	37	44
Value Added Attributes	75	67	67	58	63	61	52	60	68	58	67
Warranty Coverages and Information	50	40	42	40	41	41	30	36	43	40	43
Selection and Variety of Products and Services Offered	200	151	170	160	160	161	140	153	183	108	132
Total Points	1,000	802	853	884	805	720	667	738	816	783	861
Rank Order		14	1	11	13.6	28	41	22	8	18.5	17

Possible Points	Faison Repair Maintenance Equipment, LLC	FRW Corporation	Keller Morris International	M-B Companies, Inc (Response #1)	M-B Companies, Inc (Response #2)	Midland Machinery Co, Inc	PB Leader Corporation	Peterson Corp	R.L. Parsons & Sons, ECI	ReinAG, Inc	Reed Wagoner LLC
Conformance to Terms/ Conditions to Include Documentation	50	42	40	41	39	40	43	42	41	43	39
Pricing	400	324	312	258	300	306	304	324	324	373	299
Financial, Industry and Marketplace Successes	75	64	62	61	62	60	61	58	60	65	50
Bidder's Ability to Sell Service Contract Nationally	100	72	61	78	60	61	78	61	76	61	70
Bidder's Marketing Plan	50	43	41	43	38	38	40	43	40	42	38
Value Added Attributes	75	68	61	62	57	54	61	64	56	64	58
Warranty Coverages and Information	50	44	43	44	40	40	38	42	41	39	30
Selection and Variety of Products and Services Offered	200	156	168	181	162	141	145	172	148	158	148
Total Points	1,000	816	804	743	738	709	708	810	783	803	779
Rank Order		8	13	23	34	37	37	5	19.5	11.5	34

Possible Points	RoadHog, Inc.	Spaulding Mfg Inc	Stegs Manufacturing	Thompson Sprinkler, LLC	Tiger Corporation	Turkmen Corp	United Rotary Brush Corporation	Vogel Tractor Service, Inc USA EZ-Liner Industries	VT Lumber Inc	Waterplating, LLC	Water
Conformance to Terms/ Conditions to Include Documentation	50	41	38	40	39	42	33	38	43	45	41
Pricing	400	320	283	284	288	323	310	323	301	313	308
Financial, Industry and Marketplace Successes	75	60	58	60	58	63	61	62	61	64	64
Bidder's Ability to Sell Service Contract Nationally	100	75	71	71	66	64	58	77	61	65	65
Bidder's Marketing Plan	50	38	34	40	35	43	23	31	41	43	42
Value Added Attributes	75	62	63	64	58	63	61	35	64	61	63
Warranty Coverages and Information	50	43	41	40	30	42	38	40	38	43	40
Selection and Variety of Products and Services Offered	200	160	163	168	113	167	140	164	164	172	168
Total Points	1,000	786	750	750	681	723	708	778	784	828	817
Rank Order		12	24	20	31	27	37	11	16	6	31

Chris Robinson, JD, NJPA

Kim Austin, NJPA

Carol Jackson, NJPA

Tim Spitzley, NJPA

Keith Hanson, CPA, NJPA

**Form P**



**PROPOSER QUESTIONNAIRE**

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

Proposer Name: **Tiger Corporation**

Questionnaire completed by: **Shawn Cleary**

**Payment Terms and Financing Options**

- 1) What are your payment terms (e.g., net 10, net 30)?  
**Tiger policy allows Net 30 day payment terms. Exceptions can be made to this for special circumstances prior of acceptance of order.**
- 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?  
**Yes. Tiger Corporation through Alamo Group Inc., has a relationship with KeyBank which offers governmental and educational institutions a capital goods leasing program.**
- 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.  
**All orders will be sent to Tiger Corporation by either the Tiger dealer or purchasing entity by email or fax. Tiger will process the order through our sales office, which is part of the Tiger Sales Team. Orders transferred from Tiger quote and order forms to our Company manufacturing processing software. Tiger assigns a contract code to orders sold on a contract. We would create a NJPA code to enter into Tiger CRM system to assure all orders are tracked accordingly and quarter reports can be processed in a timely manner for NJPA sales tracking. Once the orders are placed in the system our team is able to track and/or update the order if any changes are required along with tracking the order from entry to completion and ship date. Tiger's accounting team with direction from Tiger management will track all NJPA orders and accrue the fees accordingly. The accounting office will submit the required quarterly reports. Currently Tiger's accounting team processes many states as well as GSA orders. Per Company policy the customer cannot be billed until the competed unit is delivered and accepted by the customer. Tiger's Authorized Dealer network is educated in the delivery of contract sales and aids in the order process as well as the delivery and payment process, working directly with the customer.**
- 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?  
**Tiger currently does not accept P-cards, only because we have not had the need to do so. Tiger can certainly set-up and receive P-cards, and would not charge any additional costs to the NJPA Members. Tiger can and routinely accepts wire transfers for ease of payment.**

### 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.

**One (1) year standard warranty on all products. This covers any failure that happens under normal conditions. Customer will take products to Authorized dealer for review, and repairs are completed. Dealer will submit warranty claim through our "online" warranty claim service and determination is processed within 24 hours. The warranty start date is when the customer has received the product and places the product into service. Tiger does offer extended warranty for purchase. Warranty policy attached.**

- Do your warranties cover all products, parts, and labor?  
**Yes, as outlined in the Tiger Standard Warranty Policy (included)**
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?  
**No, there are not hour limitations.**
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?  
**Yes, as outlined in the Tiger Standard Warranty Policy.**
- 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?  
**Every region in North America will be serviced by a Tiger Authorized dealer. Service as well as warranty repair will be provided through the Tiger Authorized Dealer.**
- 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 warranties will be covered by Tiger Corporation with the exception of the tractor warranties. As a business partner with both New Holland and John Deere, their authorized dealer network will provide warranty and service for all tractor related repairs.**
- What are your proposed exchange and return programs and policies?  
**Depending upon the situation the customer will work directly with the Tiger Authorized Dealer for exchanges and return items. Tiger provides a limited number of rebuilt components and Dealers may return parts and whole goods in new and unused condition for full credit.**

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

**Tiger currently does not offer service contracts. Tiger has a large network of Tiger Authorized Dealers, which maintain contracts with both service and parts to customers in localities for the US and Canada.**

### 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.

**Tiger manufactures and sells Tractor/Mower turnkey mowing units and tractor mowing attachments as well as truck mounted mowers that are offered to municipalities and governmental entities needing equipment for vegetation management control. Tiger has a complete service department to handle all service issues, and training programs that can be modified to fit the customer's needs.**

- 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 NJPA Member will be offered a 20% discount on each line item from Tiger listed MSRP prices. Prices are FOB destination. Tiger will supply NJPA, the Tiger Authorized Dealers and Customers with an interactive work sheet to order products and a copy of Tiger/NJPA Price List. Suggested NJPA Price List included in proposal.**

- 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.

**Tiger will offer a 20% discount on MSRP. An interactive quote and order work book will be provided for easy of ordering. Suggested Price List included in proposal.**

- 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.

**Based upon order quantities of three (3) units or more on the same order, Tiger would offer an additional 2% discount.**

- 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.

**Tiger will offer cost plus 12% on material costs and any additional labor charges for any 'sourced' or 'open market' or non-standard options.**

- 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.

**All costs of acquisition are included in the price book submitted. Tiger offers a complete unit with few options to allow the customer a quality product that they do not need to "option up" to assure they have the right machine for their vegetation issues. All labor and delivery are included in the price.**

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

**All pricing is stated in FOB Destination, thus allowing customer to know total cost of acquisition. Ocean freight charges will be added to sales to Alaska and Hawaii, and determined at time of order submittal.**

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

**Tiger would quote the products FOB Sioux Falls, SD and would assist in arranging freight and documentation to Alaska, Hawaii and offshore. Tiger would honor the FOB Destination prices for shipments to Canada.**

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

**Tiger ships all its products from their facility in Sioux Falls, SD. Delivery can be made to the nearest dealer location or to the customer's location. If Tiger Dealer receives the goods, they will prep the equipment for delivery and deliver to customer location. If goods are shipped to the customer location, the Tiger Dealer will visit the location and prep the equipment for in-service. We are very flexible in our delivery abilities and can accommodate any customer requirements.**

- 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.

**As a public company, Tiger is very attune to the importance of audit and process control. All NJPA Member orders will be audited at the order process by Tiger's Sales Order team member for compliance to pricing and fit and functionality of the product ordered. After the sales order is reviewed, the Tiger accounting department will monitor until ship/invoice is complete and reconcile all payments to dealer and the NJPA fees. Reports are written by IT department to accumulate all contract sales, and NJPA contract sales would be added to this report. Submittal of fees are usually paid after invoice is paid by customer. We engage in a monthly meeting to discuss what orders were under contract and were all conditions met and abided to. Alamo Group has an internal audit team that assists Tiger with this procedure to assure validity and adherence to contract specifics are handled correctly.**

- 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.)

**Tiger Corporation would propose a 2% fee that would be paid to NJPA for facilitating, managing, education and promoting this contract.**

#### Industry-Specific Questions

- 19) Identify the required subcategory or subcategories that best describe your solutions: Subcategory A) Roadway Surface Maintenance and Repair Equipment; Subcategory B) Roadway Surface Marking Equipment and Paint; Subcategory C) Road Right-of-Way Management Equipment and Chemicals; and/or Subcategory D) Equipment and Products in Support of Roadway Maintenance and Repair.

**The subcategory that would best describe Tiger's product line would be Sub Category C) Road Right-of-Way Management Equipment and Chemicals: Our product line includes all equipment that a customer needs for vegetation and road side maintenance equipment solutions.**

- 20) Describe the features of your proposed solution(s) that address serviceability (parts availability, maintenance, repairs, support, etc.) and which you believe are "vendor differentiators."

**Tiger's Authorized Dealer network is extensive covering the entire North American Continent. Tiger's 88 Dealers with 241 locations have instant access to the local markets. Additionally Tiger's Authorized Dealer network is supported by a Tiger Customer Service Team that has over 97 years of combined experience to handle even the toughest parts and service problems a member might incur. We ship parts in an expedient manner with over a 98% average of same day shipments on our 'A' parts.**

21) Describe any manufacturing processes or material specification attributes that differentiate your offered solutions.

**Tiger has embraced the manufacturing processes of "Lean Manufacturing". Tiger's product design and manufacturing teams streamline the processes to assure speed to market and short lead-times to its customers. Our evaluation of the correct use of materials, evaluated by the engineering team, and reviewed by a Professional Engineer (PE) on staff, assures the safest, most productive equipment is being made available. What differentiates Tiger is the adherence to this Lean philosophy, the solution for the customer is what dictates the path through this whole process. When the customer's solution is foremost in the minds of the manufacturer it is a win for all internal and external customers.**

Signature: ***Shawn T. Cleary***

Date: ***May 19, 2017***



**Form P**

**SIGNATURE PAGE**

**PROPOSER QUESTIONNAIRE**

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

*Proposer Name:* **Tiger Corporation**

Questionnaire completed by: **Shawn Cleary**

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

**MAY 19, 2017**



## **Tiger Corporation**

Mowing Equipment for Tractors & Trucks

#052417-TGR

Maturity Date: 10/02/2021

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Contract Documents



## **Contract Documents**

**Roadway Maintenance Equipment with Related Accessories, Attachments, Materials, and Supplies**

Contract #052417-TGR

Effective 10/02/2017 - 10/02/2021

### **Contract Documentation**

 **Request for Proposal (RFP)** (492.79 KB)

 **Contract Forms** (4.14 MB)

 **Contract Acceptance & Award** (335.32 KB)

### **Competitive Solicitation Documentation**

-  **Affidavit of Advertisement** (1.67 MB)
-  **Proposal Opening Witness Page** (785.58 KB)
-  **Proposal Evaluation** (703.99 KB)
-  **Evaluation Committee Comment & Review** (2.15 MB)
-  **Board Minutes** (1.16 MB)

## **Become a Member**

Simply complete the online application or contact the Membership Team at [membership@sourcewell-mn.gov](mailto:membership@sourcewell-mn.gov) or 877-585-9706.

## **Search Vendors & Contracts**

General Contracts

eziQC Contracts

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[Sourcewell for Vendors](#) →



**Tiger Corporation #052417-TGR**

Pricing for contract #052417-TGR is provided at 20% off MSRP to Sourcewell participating agencies.

Based upon order quantities of three (3) units or more on the same order, Tiger would offer an additional 2% discount.



**Tiger Corporation**

Mowing Equipment for Tractors & Trucks

#052417-TGR

Maturity Date: 10/02/2021

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Contact Information 

**Contact Information**

**Vendor Contact Information**

To purchase off this contract or for questions regarding products and pricing, please contact:

**Dave Burkhart**

Phone: 605-731-0447

Email: [dburkhart@tigermowers.com](mailto:dburkhart@tigermowers.com)

**Sourcewell Contact Information**

For questions regarding contract documentation or the solicitation process, please contact:

**Clinton Strother**

Phone: 218-895-4121

Email: [clinton.strother@sourcewell-mn.gov](mailto:clinton.strother@sourcewell-mn.gov)

**Courtney Mann**

Phone: 218-541-5245

Email: [courtney.mann@sourcewell-mn.gov](mailto:courtney.mann@sourcewell-mn.gov)

## Become a Member

Simply complete the [online application](#) or contact the Membership Team at [membership@sourcewell-mn.gov](mailto:membership@sourcewell-mn.gov) or 877-585-9706.

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Stephen Gunty

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**From:** Sourcewell (formerly NJPA) <reply@email.sourcewell-mn.gov>  
**Sent:** Tuesday, December 04, 2018 3:45 PM  
**To:** Stephen Gunty  
**Subject:** NJPA is now Sourcewell

Sourcewell 



Member number: 28145

## NJPA is now Sourcewell

Stephen, six months ago we embarked on a new journey when we became Sourcewell. National Joint Powers Alliance (NJPA) served us well, but it was time to better reflect our services and commitment to our members. Thank you for choosing us as your cooperative purchasing partner.

Let us know if you have any questions

Sourcewell Membership  
Team  
877-585-9706  
[EMAIL US](#)

[www.njpacoop.org](http://www.njpacoop.org)



Stephen J. Gunty  
Director of Public Works  
Town of Munster  
508 Fisher Street  
Munster, Indiana 46321

VIA EMAIL ONLY

RE: NJPA Contract Document Availability

Dear Mr. Gunty;

I am in receipt of your inquiry regarding whether NJPA contract documentation is available for audit by the Indiana State Board of Accounts and/or the Town of Munster on request. NJPA solicits RFPs on behalf of its Members and as such, any documentation arising out of those solicitations is available to the Member. The information NJPA possesses is also subject to the Minnesota Data Practices Act, making most of the information public, unless it falls into one of the statutory exceptions.

The information needed by the Indiana State Board of Accounts and/or the Town of Munster would be made available by NJPA. If you have any further questions, please do not hesitate to contact me directly at [misty.myers@njpacoop.org](mailto:misty.myers@njpacoop.org) or (218) 895-4121.

Respectfully,

A handwritten signature in black ink, appearing to read "Misty Myers", is written over a faint, circular, light-colored stamp or watermark.

Misty Myers, J.D.  
NJPA General Counsel &  
Director of Government Relations



## Indiana Legal References

### State Agencies:

Ind. Code 4-13-1-7 (2017). Administrative and procedural rules and regulations

Sec. 7. The commissioner is empowered to adopt, amend, and promulgate reasonable administrative and procedural rules and regulations, consistent with any applicable law of this state, as the commissioner may consider necessary for the effective administration of this chapter. Any rules and regulations shall be issued and promulgated under IC 4-22-2.

25 I.A.C. 1-1-1-16 Types of contracts, prohibited contracts

Sec. 16. (a) Any type of contract not otherwise prohibited by law, except a cost plus a percentage of cost contract, may be used; however, a firm fixed price contract is preferred. Any other type of contract may be used only when the director or commissioner determines that its use is in Indiana's best interest. Any solicitation shall include notice of the contract terms and conditions.

### Local Governments:

Ind. Code § 5-22-10-5 (2017). Savings to governmental body

Sec. 5. A purchasing agent may make a special purchase when there exists a unique opportunity to obtain supplies or services at a substantial savings to the governmental body.

Ind. Code § 5-22-10-12 (2017). Governmental discount available

Sec. 12. A purchasing agent may make a special purchase when the market structure is based on price but the governmental body is able to receive a dollar or percentage discount of the established price.

Ind. Code § 5-22-10-14 (2017). Efficiency and economic advantages

Sec. 14. A purchasing agent may make a purchase from a person when the purchasing agent determines in writing that:

- (1) supplies can be purchased from the person or the person's authorized representative at prices equal to or less than the prices stipulated in current federal supply service schedules established by the federal General Services Administration; and
- (2) it is advantageous to the governmental body's interest in efficiency and economy.

### About Sourcewell:

Sourcewell is a service cooperative created by the Minnesota legislature as a local unit of government. Minn. Const. art. XII, sec. 3. As a public corporation and agency, Sourcewell is governed by local elected municipal officials and school board members. Minn. Stat. § 123A.21 Subd. 4 (2017). Under its enabling statute, Sourcewell is explicitly authorized to provide cooperative purchasing services to eligible members. *Id.* at Subd. 7(23).

Sourcewell follows the competitive contracting law process to solicit, evaluate and award cooperative purchasing contracts for goods and services. Sourcewell cooperative purchasing contracts are made available through the joint exercise of powers law to member agencies. Minn. Stat. § 471.59 (2017). Membership in Sourcewell is available for all eligible state and local governments, education, higher education and nonprofit entities across North America. § 123A.21 at Subd. 3.

The information found on the Sourcewell website is provided for educational and informational purposes only. It is not intended to constitute an offer of insurance or any other financial product. It is not intended to constitute an offer of insurance or any other financial product. It is not intended to constitute an offer of insurance or any other financial product. It is not intended to constitute an offer of insurance or any other financial product.

**Street Department Vehicle and Equipment Schedule**

Vehicle No	Make	Model	Year	Serial #	Plate	Type	Purchased Date	Purchase Price	(Years) Expected	Year	Insurance Code	Trade-In	Net Cost
<b>Street Department Large Equipment</b>													
252	Freightliner	M2	2011	1FVACXDTXBDAU1974	83673	Refuse Truck	6/22/2010	\$ 117,202.00	10	2020	5	\$ 4,200.00	\$ 113,002.00
339	JD	1585	2017	TC158VAHS040014		Tractor	12/6/2017	\$37,355.00	10	2027		\$7,500.00	\$29,855.00
340	JD	414L	2019	1T0410LXCKF361933		Loader/Backhoe	10/7/2019	\$122,700.00	10	2029		\$29,000.00	\$94,787.00
341	Case	721F	2012	NCF216198		Loader	8/27/2012	\$ 168,400.00	10	2022		\$ 94,500.00	\$ 73,900.00
342	JD	524K	2010	1DW524KZAA0631090		Loader	8/13/2010	\$ 114,750.00	10	2020		\$ 30,000.00	\$ 84,750.00
343	JD	620i	2010	M0XUVGF081233		Gator	5/5/2010	\$ 13,491.16	10	2020			
344	Mustang	2040	1996	SF96L000301	N/A	Skid Loader	1/8/1999	\$ 19,800.00	10	2009			
345	JD	6210	1999	L06210H241159	N/A	Boom Arm	8/5/1999	\$ 24,933.00	13	2012			
346	JD	Z925A	2012	1TC925ACKCT030532	N/A	Z Track Mower	5/3/2012		4	2016			
347	JD	Z930M	2017	1TC930MCVHT052179	N/A	Z Track Mower	4/12/2017	\$10,483.33	4	2021		\$2,500	\$7,983.34