

Authorized Dealer Agreement

RE: Elgin Sweeper Company Authorized Dealer Participation

The purpose of this memorandum is to provide clarification to authorized Elgin Dealers regarding their use of the City of Rochester Hills, Street Sweepers, Parts and Related Services contract.

The City of Rochester Hills, MI partnered with National IPA to create a Master Agreement for the purchase of Street Sweepers, Parts and Related Services. The intent of the proposal was to first and foremost meet the needs of the participating entities identified within the solicitation and then offer the contract to agencies on a national basis. As the Principal Procurement Agency for the contract, the City of Rochester Hills, MI, in partnership with National IPA, makes the contract for Street Sweepers, Parts and Related Services available as a Master Agreement to Public Agencies nationwide using Elgin Sweeper Company authorized Dealers, at the dealer's sole discretion.

Dealers wanting to utilize the contract will be required to complete an Authorized Dealer Administration Agreement. Upon receipt of signatures from both the Elgin Sweeper Company Authorized Dealer and Bell Equipment Company, the contract can be provided to any entity registered with National IPA and wishing to purchase the identified services through their Local Authorized Elgin Dealer.

Please contact Kelly Burnett, Contract Analyst at kelly.burnett@nationalipa.org to request a copy of the Authorized Dealer Administration Agreement.

October 17, 2016

Ms. Lisa Cummins, CPPB
Purchasing Manager
City of Rochester Hills
1000 Rochester Hills Drive
Rochester Hills, MI 48309

Re: **RFP-RH-16-045**

Dear Ms. Cummins,

Per the terms of the Elgin Sweeper Company Distributor Sales and Service Agreement, Bell Equipment Company of Lake Orion, Michigan is the exclusive dealer for the Elgin Sweeper Company for the entire State of Michigan. These responsibilities include new equipment sales, rentals, training, warranty and non-warranty repairs and parts sales throughout the entire State.

Bell Equipment Company is submitting a Request for Proposal on behalf of the Elgin Sweeper Company for consideration by the City of Rochester Hills, MI and the National IPA. Should Bell Equipment be favored with the award of this contract, its offer is limited to municipal agencies within the State of Michigan.

Should other municipal agencies outside of the State of Michigan contemplate a purchase as a result of this award to Bell Equipment via the National IPA contract, it would be at the exclusive agreement by the Elgin Sweeper Company dealer in that specific geography. The terms and conditions by that Elgin dealer may or may not coincide with that as proposed by Bell Equipment Company herein.

If you have any questions, please don't hesitate to contact me.

Sincerely,



Dan Federico
Director of Sales and Dealer Development
Environmental Solutions Group - Elgin and Vactor
E - dfederico@federalsignal.com
P - (813) 713-1455