CITY OF TUCSON
REQUEST FOR PROPOSAL

REQUEST FOR PROPOSAL NUMBER:	**120535**
PROPOSAL DUE DATE:	**JUNE 12, 2012 AT 4:00 P.M. LOCAL AZ TIME**
PROPOSAL SUBMITTAL LOCATION:	**Department of Procurement** **255 W. Alameda, 6th Floor, Tucson, AZ 85701**
MATERIAL OR SERVICE:	**Sports Fields, Parks and Golf Course Groundskeeping Maintenance Equipment**
PRE-PROPOSAL CONFERENCE DATE:	**MAY 22, 2012**
TIME:	**1:00 P.M., LOCAL ARIZONA TIME**
LOCATION:	**CITY HALL, ATTORNEY'S CONFERENCE ROOM** **255 W. ALAMEDA, 7TH FLOOR, TUCSON, AZ 85701**
CONTRACT OFFICER:	**LLOYD B.WINDLE, II, C.P.M.**
TELEPHONE NUMBER:	**(520) 837-4105** **Lloyd.windle@tucsonaz.gov**

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

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

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

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

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

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

BW/swb

PUBLISH DATE: MAY 4, 2012

A. Method of Approach

1. National Program

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

See Attachment 1, Exhibit A

2. Distribution Network

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

Toro has distributors nationally that handle product fulfillment to customers. These are in the form of distributors that work primarily with our Commercial Division equipment (golf and grounds) with exclusive territories and dealers that sell our Landscape Contractor and Siteworks Systems products. Most of the distributors cover several states and have multiple offices. For instance; Simpson Norton Corporation, that services the City of Tucson, has offices in Goodyear, AZ; North Las Vegas, NV; and Albuquerque, NM.
Toro Commercial products are manufactured in Tomah, Wisconsin and aggregated at our new distribution center, also in Tomah, for shipment to distribution. All of our distributors keep an inventory of products in local stock but can expect new shipments from Tomah within 6 - 30 days. The distributors then conduct any set up and checkout of the products prior to shipment. Each distributor has exclusive and protected territory to sell Toro Commercial products to end users. Please refer to the Toro Distributor Listing attached for a listing of distributors and contacts.

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

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

See Distributor tab

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

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

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

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

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

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

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

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

3. General Requirements

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

Product

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

Service

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

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

Toro Used Equipment:

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

Used Equipment Pricing:
This equipment is not owned by Toro so we cannot guarantee the pricing.

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

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

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

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

4. Product Requirements

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

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

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

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

We have a 98% average parts fulfillment rate nationally.

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

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

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

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

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

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

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

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

EnergySmart™ - Toro Innovation & Environmental Responsibility

The EnergySmart concept is about efficiency with an eye on environmental sustainability, economic viability and social responsibility. It represents customer-valued innovation with a "green" twist.
Investment in product innovation must balance efficiency and sustainability. Reducing or eliminating key resource inputs like fuel and/or labor, by developing new equipment solutions, is fundamentally sound – but no longer enough to satisfy customers or our communities. We must do more. We must be attentive to both your ongoing financial and environmental needs.
Greensmaster® TriFlex™ Hybrid riding mowers and Greensmaster® eFlex™ walk mowers are the first products from The Toro Company to display the EnergySmart label. Numerous innovations come together to justify this mark. The energy source, itself, is not always the most significant source for generating related value.
The new Greensmaster® TriFlex™ Hybrid riding greensmowers, have:

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

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

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

American Society of Agricultural and Biological Engineers Awards

2012: GM360 & MP5800
2009: GM5900
2007: GM7200

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

GM3500: Sidewinder® patented feature
The Sidewinder cutting units shift left and right a total of 24 inches (61 cm). This increases the cutting unit overhang for precise trimming. The tire tracks can also be shifted within the mowing path to reduce wear on the turf.

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

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

GM360: QuadSteer™
Unique Quad-Steer all-wheel steering means you can turn on a dime without tearing turf

GM5910, GM4010, GM4110:
Factory installed safety cab, competitors have cabs installed by distributor. The factory-installed cab unit includes an integrated four post ROPS, and provides an exceptionally quiet and comfortable environment for the operator. The low profile air conditioning and heating unit is built into the headliner of the cab for increased clearance under trees and storage areas.
The front and rear windows open to allow fresh air to the interior of the cab and a front wiper and washer keeps the windshield clean.

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

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

GM5900: InfoCenter™
The onboard InfoCenter monitors and displays machine functions to help keep diagnostic time down, and operating hours UP.

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

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

ProCore 648
Rear Wheel Placement
The unique design places the wheels in front of the aeration head so adjacent passes can be made without running over cores or freshly aerated turf. This prevents damage to
the turf and the fresh holes. Eliminating crushed cores makes cleanup easier, which in turn leads to a more efficient aeration process.

Series/Parallel 3WD
Patented system that improves traction by maintaining power to the wheels. This leads to improved performance on undulating turf and more consistent hole spacing.

TrueCore™ Ground Following System
System enables consistent hole depths of up to 4 inches to be achieved. It automatically adjusts the aeration head to maintain the desired tine depth o undulating turf.
This leads to a consistent aeration result and uniform turf conditions.
RotaLink™ Tine Guide Mechanism
Ensures tines remain vertical as they enter and exit the ground. This produces

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

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

ProCore 864/1298
RotaLink™ Tine Guide Mechanism
Ensures tines remain vertical as they enter and exit the ground. This produce consistently clean holes for better looking turf and easier top dressing fill.
Precision Balanced Drive System
Toro's precision balanced coring heads provide exceptionally smooth operation allowing the operator to run the unit in the up position. This simplifies operator interface and improves efficiency.
Articulating Coring Heads (1298)
The ProCore 1298 features two independent coring heads that articulate for exceptional ground following.

ProCore SR Series (deep tine)
Hydraulic depth control
Allows operator to easily and quickly adjust aeration depth on the fly from the tractor's seat
Intelligently Engineered
Unique geometry of the aerator maintains tine-to-turf engagement angle as depth is adjusted. This provides consistent aeration across the depth spectrum without additional adjustments

GreensPro 1200
Overlapping smoothing rollers
The overlapping smoothing rollers deliver uniform roll across the entire machine. Competitive models do not have feature resulting in a strip of unrolled turf between rolling heads
Integrated Trailer
The GreensPro features an integrated trailer allowing for simple and fast transport. Many competitive models require a separate trailer which makes transport slower and often requires flat ground for the roller to be dismounted
Familiar Steering
The GreensPro 1200 is controlled by a steering wheel which is familiar to most operators. Other rollers have a variety of steering techniques providing a steeper learning curve and can challenging and less safe for new operators.

ProStripe 560
Simple Height of Cut Adjustment
The cutting height on the ProStripe 560 can be adjusted via a single lever. Competitive models feature three points to adjust cutting height which is more complicated and more likely for error
Split Rear Roller
The ProStripe 560 features a split differential allowing each half of the roller to move independently. This feature provides two key benefits: (1) It helps protect turf from scuffing in sharp turns; (2) It provides the needed flexibility for the ProStripe to mow a wider variety of locations competitive models cannot easily operate.

MP 5800

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

MD Series

SRQ™ - Superior Ride Quality

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

Active In-Frame™ Twister Joint

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

Operator/Passenger Platform

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

Payload Capacity

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

Rugged Body Styling

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

Durable Plastic Cargo Bed

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

HD Series

Tough Frames

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

On Demand 4-wheel Drive

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

Front Impact Bumper

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

DeDion Rear Axle

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

Ride Quality

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

Disc Brakes

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

Payload Capacity

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

Turbo Force Blower

Wireless Remote Control

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

Efficient Turbine-type Fan Assembly Design

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

Durable Nozzle

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

Electronic Governor

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

Fully Enclosed Exhaust System

Muffler enclosed in protective cage for increased operator safety.

Heavy-Duty Trailer & Tow Hitch

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

Rugged Construction

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

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

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

powered products in this horsepower/performance range in the future.
While Tier 4 may seem "new" to many in our business, The Toro Company ha been working with our engine suppliers over the past decade to successfully compl, with each Tier of the emission regulations. Since the compliant engines to meet progressively higher emission standards were more easily interchangeable in the past, much of the burden to implement the required changes fell on engine manufacturers. Going forward, however, the incorporation of new Tier 4 compliant diesel engines into Turf equipment requires significant equipment redesign because the level of emission reductions mandated in this stage will require more sophisticated fuel injection/combustion systems and exhaust after treatment systems.
Each of the new diesel engine/exhaust systems:
1. require more sophisticated electronics [to monitor and control emissions]
2. are physically larger in size, and
3. have new and more expensive components [particularly in the exhaust after treatment area]
The above changes to integrate Tier 4 compliant diesel engines into current turf equipment models necessitate significant redesign of existing equipment/models. Examples include: retooled engine compartment housings, modifications to chassis frames, and re-engineered cooling systems to manage higher temperature exhaust, to name a few. It is estimated that over a third of the parts for a given model may need to be reworked, replaced or otherwise re-engineered! As such, existing models were simply not "retrofit" capable. Toro, alone, produces over twenty diesel powered models in the 25 to 74 horsepower range that will need to be addressed.
The Toro Company will be well positioned to continue business as usual throughout this transition and does not anticipate any gaps in product availability.

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

The Toro Company proactively markets new product and equipment services when new releases enter the marketplace. This is done by using a variety of communication mediums including microsites/website, national advertising, videos, authoring industry articles, and featuring the new products and/or services at the various industry trade shows. In addition to the exposure Toro directly provides, its Distributors also invest in communicating the new product and/or services by supplying its customer base with Newsletters and supporting demos and/or field days.
For used equipment, Toro has a website at www.toroused.com for you to peruse your used equipment needs. Through this website, you can request notification when the product you are looking for is available.

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

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

5. Services

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

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

b. Provide detailed information explaining your service capabilities.

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

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

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

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

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

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

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

1. How will equipment training be conducted?

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

2. Describe the training curriculum for the equipment operators.

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

3. Describe the training curriculum for the service technicians.

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

4. How will you accommodate various work shifts?

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

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

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

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

Arrangements can be made to accommodate this training upon request.

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

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

Also see attachments for samples of invoices from Simpson Norton

6. **Ordering and Invoices**

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

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

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

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

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

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

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

7. **Other**

a. Describe any government rebate programs that are offered.

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

B. Price Proposal

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

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

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

   We have three Business Units represented in this proposal.

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

   - ***The Toro RLC Division pricing will be 27% off current MSRP for their landscape contractor wholegoods, attachments and accessories.***

   - ***The Toro Siteworks Systems Division pricing will be 17% off wholegoods, attachments and accessories.***

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

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

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

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

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

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

Toro typically has changes to our MSRP lists once per year. On occasion, we have to veer from this plan as economic forces cause our costs to change more dramatically than anticipated. We do provide at least a 30-day notice to our distributors that these changes are occurring. Over the past 3 years we have been able to hold to our plan of once per year price change. We anticipate a price change toward the end of 2012.
The federal government mandated changes to emissions, know as Tier 4, will significantly impact pricing on our diesel, non-road, 25 – 74 horsepower products in 2013. We anticipate these price increases will range from 10 – 20% based on historical data from other industries, such as over-the-road diesel trucks, that have already experienced the transition to Tier 4.

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

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

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

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

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

$900,000 + *$36,000*

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

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

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

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

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

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

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

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

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

PRICE PAGE

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

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

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

DISCOUNT OFF LIST PRICE

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

LIST	CATEGORY	DISCOUNT OFF
A.	SPORTS FIELDS AND GROUNDS EQUIPMENT	_____ %
	Commercial Equipment	21.8 %
	Landscape Contractor	27.0 %
	Siteworks Systems	17.0 %
B.	GOLF COURSE MAINTENANCE EQUIPMENT	_____ %
	Commercial Equipment	21.8 %
	Landscape Contractor	27.0 %
	Siteworks Systems	17.0 %
C.	RELATED EQUIPMENT PARTS	_____ %
	Commercial 'Performance Parts'	up to 50 %
		_____ %
		_____ %
D.	USED EQUIPMENT	_____ %
		N/A %
		_____ %
		_____ %
E.	BALANCE OF LINE	_____ %
	Commercial Equipment	21.8 %
	Landscape Contractor	27.0 %
	Siteworks Systems	17.0 %

PRICE PAGE
(REPLACEMENT PARTS FOR SAMPLE EQUIPMENT)

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

PRICE PAGE

(REPLACEMENT PARTS FOR SAMPLE EQUIPMENT - Cont.)

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

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

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

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

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

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

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

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

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

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

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

Battery: 12 volt, 15 amp., 300 CCA @ 0 F	Y N	
Starter: 12 volt electric	Y N	
STEERING		
Hydraulic Power Steering	Y N	
OTHER CHARACTERISTICS		
Ground Clearance: 6.0"	Y N	

HEAVY DUTY UTILITY VEHICLE
SPECIFICATIONS
Item 2

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

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

SURROUNDS MOWER SPECIFICATIONS		
Item 3 (Cont.)		
ITEM / MINIMUM REQUIREMENT	**COMPLY?**	**VENDOR EXCEPTION/ALTERNATIVE**
ELECTRICAL AND SAFETY INTERLOCKS		
DIAGNOSTICS = On board Diagnostics with the White Box Controller and (SOS) Sit on Sit Diagnostics; or equivalent	[Y] N	
Neutral start switch	[Y] N	
Operator presence switch (in seat)	[Y] N	
Mow / Transport switch	[Y] N	
Park brake set switch.	[Y] N	

TRIPLEX GREENS MOWER SPECIFICATIONS		
Item 4		
ITEM / MINIMUM REQUIREMENT	**COMPLY ?**	**VENDOR EXCEPTIONAL/ALTERNATIVE**
ENGINE		
Power = 18 HP	[Y] N	
Type = Gas (Unleaded) powered	[Y] N	
CAPACITIES		
Fuel Capacity = 7.0 gal	[Y] N	
Hydraulic Oil = 7.5 gal primary, and 1.0 gal auxiliary tank	[Y] N	
DRIVE SYSTEM		
Traction Drive = Hydrostatic piston pump closed loop system. Foot pedal forward and reverse; infinitely variable	[Y] N	
IMPLEMENT DRIVE		
Hydraulic drive, individual pump and valve sections operating three reels	[Y] N	
CUTTING UNITS		
Number = 3	[Y] N	
Type = 11 Blade	[Y] N	
BEDKNIVES = Lo-Cut, 1/8"	[Y] N	
Height Of Cut Range = 0.125" – 0.750"	[Y] N	
Reel Frame	[Y] N	
Reel Diameter = 5"	[Y] N	
Blades Shall Be High Carbon Steel	[Y] N	
OTHER STANDARD EQUIPMENT		
STEERING		
Power	[Y] N	
Adjustable steering wheel tilt and a 5 position steering arm tilt	[Y] N	
CONTROLS		
Raise / lower mow lever (joystick)	[Y] N	

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

WIDE AREA ROTARY MOWER SPECIFICATIONS		
Item 5 (Cont.)		
ITEM/MINIMUM REQUIREMENT	**COMPLY ?**	**VENDOR EXCEPTION/ALTERNATIVE**
CUTTING UNITS		
WIDTH OF CUT		
Overall approx. 124" . Center deck 54". Two 37" Wings all upfront	[Y] N	
MOWING RATES		
Mows up to 9.9 acres/hr at 8 Mph assuming no overlaps or stops	[Y] N	

Groundsmaster 4100

Model 30449

Maintenance

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

Recommended Maintenance Schedule(s)

Maintenance Service Interval	Maintenance Procedure
After the first 10 hours	• Torque the wheel lug nuts. • Check the fan belt tension. • Check the blade drive belt tension.
After the first 50 hours	• Change the engine oil and filter. • Check the engine speed (at idle and full throttle).
After the first 200 hours	• Change the front planetary gear oil. • Change the rear axle oil. • Change the hydraulic oil. • Change the hydraulic oil filters.
Before each use or daily	• Check the engine oil level. • Check the coolant level. • Check the hydraulic fluid level. • Check the tire pressure. • Check the air cleaner indicator. • Check the interlock switch operation
Every 50 hours	• Lubricate all grease fittings. • Check the blade drive belt tension. • Check the battery level and cable connections. • Clean the underside of the mower housing and under the belt covers.
Every 100 hours	• Inspect the cooling system hoses and clamps. • Check the fan belt tension.
Every 150 hours	• Change the engine oil and filter.
Every 200 hours	• Torque the wheel lug nuts. • Service the spark arrestor muffler
Every 250 hours	• Clean the cab air filters. (Replace them if they are torn or excessively dirty.)
Every 400 hours	• Check the planetary gear drive oil. • Check the rear axle lubricant. • Check the rear axle gear box lubricant. • Service the air filter (if the indicator shows red). • Inspect the fuel lines and connections. • Replace the fuel filter canister. • Check the engine speed (at idle and full throttle).
Every 800 hours	• Drain and clean the fuel tank. • Change the front planetary gear oil. • Change the rear axle oil. • Check the rear wheel toe-in. • Inspect the blade drive belts. • Change the hydraulic oil. • Change the hydraulic oil filters. • Inspect the cutting unit castor wheel assemblies. • Check and adjust the valve clearance.
Every 2 years	• Flush the cooling system and replace fluid. • Replace moving hoses.

Greensmaster 3150
Model 04358

Maintenance

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

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

⚠ CAUTION

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

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

Recommended Maintenance Schedule(s)

Maintenance Service Interval	Maintenance Procedure
After the first hour	• Check the torque of the wheel nuts.
After the first 10 hours	• Check the torque of the wheel nuts.
After the first 25 hours	• Change the engine oil and filter.
After the first 50 hours	• Change the hydraulic filter. • Check the engine RPM (at idle and full throttle).
Before each use or daily	• Check the engine oil. • Check the hydraulic fluid level. • Check the safety interlock system. • Inspect and cleanup after mowing. • Check the hydraulic lines and hoses.
Every 50 hours	• Grease the machine (immediately after every washing). • Service the air cleaner foam pre-cleaner (more frequently when operating conditions are dusty or dirty). • Check the battery electrolyte level. • Check the battery cable connections.
Every 100 hours	• Service the air cleaner cartridge (more frequently when operating conditions are dusty or dirty). • Change the engine oil and filter.
Every 200 hours	• Check the torque of the wheel nuts. • Check the reel bearing preload adjustment.
Every 800 hours	• Replace the spark plugs. • Replace the fuel filter. • Change the hydraulic oil. • Change the hydraulic filter. • Check the engine RPM (at idle and full throttle). • Check the valve clearance.
Every 2 years	• Check the fuel lines and connections. • Replace moving hoses.

Reelmaster 3100
Model 03170
Maintenance

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

Recommended Maintenance Schedule(s)

Maintenance Service Interval	Maintenance Procedure
After the first hour	• Torque the wheel nuts.
After the first 10 hours	• Torque the wheel nuts. • Check the condition and tension of all belts. • Change the hydraulic filter.
After the first 50 hours	• Change the oil and oil filter.
Before each use or daily	• Check the engine oil level. • Check the engine coolant level. • Check the hydraulic fluid level. • Check the tire pressure. • Check the reel-to-bedknife contact. • Check the interlock system. • Drain the water separator. • Clean the radiator and oil cooler. • Check the hydraulic lines and hoses.
Every 25 hours	• Check the electrolyte level. (If machine is in storage, check every 30 days.)
Every 50 hours	• Lubricate all bearings and bushings. (Lubricate all bearings and bushings daily when conditions are dusty and dirty.)
Every 100 hours	• Check the condition and tension of all belts.
Every 150 hours	• Change the oil and oil filter.
Every 200 hours	• Torque the wheel nuts. • Service the air cleaner (More frequently in extreme dusty or dirty conditions) • Check the parking brake adjustment. • Change the hydraulic filter.
Every 400 hours	• Check the fuel lines and connections. • Replace the fuel filter canister. • Change the hydraulic fluid.
Every 500 hours	• Grease the bearings in the rear axle.
Every 2 years	• Drain and clean the fuel tank. • Drain and flush the coolant system (Take to an authorized Toro dealer or refer to the Service Manual).

⚠ CAUTION

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

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

SandPro 5040
Model 08705

Maintenance

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

⚠ CAUTION

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

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

Recommended Maintenance Schedule(s)

Maintenance Service Interval	Maintenance Procedure
After the first 8 hours	• Torque the wheel lug nuts. • Change the hydraulic filter.
After the first 25 hours	• Change the engine oil and filter.
Before each use or daily	• Check the engine oil level. • Check the hydraulic fluid level. • Check the tire pressure. • Check the condition of the hydraulic lines and hoses. • Inspect and clean the machine. • Check the safety interlock operation
Every 25 hours	• Check the battery fluid level and the cable connections.
Every 100 hours	• Torque the wheel lug nuts. • Grease the machine. • Change the engine oil and filter.
Every 200 hours	• Replace the air filter.
Every 400 hours	• Change the hydraulic system oil and filter.
Every 800 hours	• Replace the spark plugs. • Replace the fuel filter. • Decarbon the combustion chamber. • Adjust the valves and torque head. • Check the engine RPM (at idle and full throttle). • Drain and clean the fuel tank.
Every 1,500 hours	• Replace moving hoses. • Replace the neutral and seat interlock switches.

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

Workman HDX-D

Model 07368

Maintenance

Recommended Maintenance Schedule(s)

Maintenance Service Interval	Maintenance Procedure
After the first 2 hours	• Torque the front and rear wheel nuts.
After the first 8 hours	• Check condition and tension of the alternator belt.
After the first 10 hours	• Torque the front and rear wheel nuts. • Check the adjustment of the shift cables. • Check the adjustment of the parking brake. • Replace the hydraulic filter. • Change the high flow hydraulic oil filter (TC Models only).
After the first 50 hours	• Change engine oil and filter. • Adjust the engine valve clearance.
Before each use or daily	• Check engine oil level. • Check the level of coolant. • Check the transaxle/hydraulic fluid level. • Check the high flow hydraulic fluid level (TC models only). • Check the tire pressure. • Check the brake fluid level. • Check the operation of the interlock system. • Drain water or other contaminants from the water separator. • Remove debris from the engine area and radiator. (Clean more frequently in dirty conditions.)
Every 50 hours	• Check the battery fluid level. (Every 30 days if in storage) • Check the battery cable connections.
Every 100 hours	• Check the level of front differential oil (four wheel drive models only). • Grease all bearings and bushings. (Lubricate more frequently in heavy duty applications) • Check the condition of the tires.
Every 150 hours	• Change engine oil and filter.
Every 200 hours	• Torque the front and rear wheel nuts • Change the air cleaner filter. (more frequently in dusty or dirty conditions) • Inspect the constant velocity boot for cracks, holes, or a loose clamp. • Check the adjustment of the shift cables. • Check the adjustment of the high–low cable. • Check the adjustment of the differential lock cable. • Check the adjustment of the parking brake. • Check the adjustment of the brake pedal. • Check condition and tension of the alternator belt. • Check the adjustment of the clutch pedal. • Inspect the service and parking brakes.
Every 400 hours	• Check the fuel lines and connections. • Replace the fuel filter canister. • Check the front wheel alignment. • Visually inspect the brakes for worn brake shoes.
Every 600 hours	• Adjust the engine valve clearance.

C. Qualifications and Experience

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

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

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

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

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

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

See Dunn & Bradstreet attachment

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

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

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

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

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

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

We require our Service Technicians to maintain and increase their skills by studying and passing courses and exams through the International Golf Course Equipment Manager's Association (IGCEMA). Skill set development is targeted in gasoline and diesel engines, hydraulic and drivetrains, electrical systems, sprayer calibration and turf equipment specialized technology. We have 195 technicians or 74% currently systems certified. Once systems certification is achieved technicians can achieve product specific certification. We have 96 technicians with product certifications.
Our Service Directors are 100% Certified Service Managers (CSM) through the National Association of Service Managers (NASM)

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

<u>Toro</u>

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

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

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

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

Simpson Norton

Shelly Lucas – Sports Fields and Grounds Manager for Simpson Norton Corporation. Shelly will be the main contact person for the City of Tucson. Shelly is responsible for all contracts offered by the Simpson Norton Corporation. She processes all orders and purchase orders.
Mike Mastromarino – Territory Manager is the salesman for the Tucson market. Mike will provide the City of Tucson with equipment recommendations, quotes and training on new equipment.
Jake Pennington – In-Field service technician for the Tucson market. Jake will be the tech assigned to any service inquiries or repairs, warranty or non-warranty.

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

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

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

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

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

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

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

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

Toro Commercial Equipment Domestic Distributors

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

OFFER AND ACCEPTANCE

OFFER

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

THE TORO COMPANY
Company Name

8111 LYNDALE AV. S.
Address

BLOOMINGTON MN 55420
City State Zip

Signature of Person Authorized to Sign

DARREN REDETZKE
Printed Name

VICE PRESIDENT
Title

For clarification of this offer, contact:

Name: _____

Title: _____

Phone: _____

Fax: _____

E-mail: _____

ACCEPTANCE OF OFFER

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

CITY OF TUCSON, a municipal corporation

Approved as to form this _____ day of _____, 2012.

As Tucson City Attorney and not personally

Awarded this _____ day of _____, 2012.

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

REQUEST FOR PROPOSAL AMENDMENT

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

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

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

GROUNDSKEEPING, GOLF AND SPORTS FIELD MAINTENANCE EQUIPMENT

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

1. The Due Date **REMAINS** June 12, 2012 at 4:00 PM.

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

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

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

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

Signature: [signature] Date: 5/30/2012

Typed Name and Title: DARREN REDETZKE VICE PRESIDENT

Company Name: THE TORO CO

Address: 8111 LYNDALE AV S.

City: BLOOMINGTON State: MN Zip: 55420

revised 2/99