CONTRACT AMENDMENT

CITY OF TUCSON DEPARTMENT OF PROCUREMENT
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701
P.O. BOX 27210, TUCSON, AZ 85726
PHONE: (520) 837-4126 / FAX: (520) 791-4735
Kristina.Tequida@tucsonaz.gov
ISSUE DATE: Tuesday, September 06, 2016

CONTRACT: 120535
CONTRACT AMENDMENT NUMBER: ~~THREE (3)~~ SIX (6) KT

KT/car
CONTRACT OFFICER: CHRISTINA TEQUIDA

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ALL OTHER PROVISIONS OF THE CONTRACT SHALL REMAIN IN THEIR ENTIRETY.

CONTRACTOR: THE TORO COMPANY

CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF AND UNDERSTANDING OF THE ABOVE AMENDMENT.

9/8/16
Signature of person authorized to sign Date

Brad Hamilton - General Manager
Name and Title (typed or printed legibly)

The Toro Company
Company Name

8111 Lyndale Avenue S.
Address

Brad.Hamilton@Toro.com
Email Address

Bloomington MN 55420
City State Zip

Contact information for Sales/Account Representative for daily business operations:

Peter Whitacre
Name and Title (typed or printed legibly)

952-887-7936
Phone Number

peter.whitacre@toro.com
Email Address

CITY OF TUCSON:

THE ABOVE REFERENCED CONTRACT AMENDMENT IS HEREBY EXECUTED THIS 9th DAY OF September, 2016, AT TUCSON, ARIZONA.

for Nathan Dixon
Marcheta Gillespie, CPPO, C.P.M., CPPB, CPM
as Director of Procurement and not personally

HERE

CONTRACT AMENDMENT

CITY OF TUCSON DEPARTMENT OF PROCUREMENT
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701
P.O. BOX 27210, TUCSON, AZ 85726
PHONE: (520) 837-4126 / FAX: (520) 791-4735
Kristina.Tequida@tucsonaz.gov
ISSUE DATE: Tuesday, September 06, 2016

CONTRACT: 120535
CONTRACT AMENDMENT NUMBER: ~~THREE (3)~~ SIX (6)

KT/car
CONTRACT OFFICER: CHRISTINA TEQUIDA

GROUNDSKEEPING, GOLF AND SPORTSFIELDS MAINTENANCE

THIS CONTRACT IS AMENDED AS FOLLOWS:

ITEM ONE (1): RENEWAL

In accordance with Contract 120535, Special Terms and Conditions, paragraph 6 Term and Renewal the City is hereby exercising its renewal option for one year, **November 27, 2016 through November 26, 2017.**

**********END OF AMENDMENT**********

CONTRACT AMENDMENT

CITY OF TUCSON DEPARTMENT OF PROCUREMENT
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701
P.O. BOX 27210, TUCSON, AZ 85726
(520) 837-4132
ISSUE DATE: NOVEMBER 20, 2015

CONTRACT NO.: 120535
CONTRACT AMENDMENT NO.: FIVE (5)
PAGE 1 of 1
SA
CONTRACT OFFICER: GILLIAN BUCCIARELLI

THIS CONTRACT IS AMENDED AS FOLLOWS:

GROUNDSKEEPING, GOLF AND SPORTS FIELD MAINTENANCE

1. Pursuant to Contract No. 120535, Special Terms and Conditions, Section 8, Price Adjustment, the City accepts the following Price Adjustments:

    1. Attachment A – Toro Commercial Pricing active 11/1/2015
    2. Attachment B – Toro LCE Price List – IPA 11/9/2015
    3. Attachment C – F16 SWS Pricing_TCPN_IPA 12/10/2015

ALL OTHER PROVISIONS OF THE CONTRACT SHALL REMAIN IN THEIR ENTIRETY.

CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF AND UNDERSTANDING OF THE ABOVE AMENDMENT.

12/7/15
Signature Date

Brad Hamilton, General Manager
Typed Name and Title

The Toro Company
Company Name

8111 Lyndale Ave South
Address

brad.hamilton@toro.com
Email Address

Bloomington, MN 55420
City State Zip

THE ABOVE REFERENCED CONTRACT AMENDMENT IS HEREBY EXECUTED THIS 7th DAY OF December, 2015, AT TUCSON, ARIZONA.

Nathan Dixon
as Director of Procurement and not personally

CONTRACT AMENDMENT

CITY OF TUCSON DEPARTMENT OF PROCUREMENT
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701
P.O. BOX 27210, TUCSON, AZ 85726
(520) 837-4137
ISSUE DATE: SEPTEMBER 15, 2015

CONTRACT NO.: 120535
CONTRACT AMENDMENT NO.: FOUR (4)

SA
CONTRACT OFFICER: JENN MYERS

THIS CONTRACT IS AMENDED AS FOLLOWS:

GROUNDSKEEPING, GOLF AND SPORTS FIELD MAINTENANCE

1. Pursuant to Contract No. 120535, Special Terms and Conditions, Section 6, Term and Renewal, the City is hereby exercising its option to renew the contract for the period of November 27, 2015 through November 26, 2016.

2. Paragraph 20 of the Standard Terms and Conditions section is hereby replaced in its entirety with the following paragraph:

   20. INDEMNIFICATION: To the fullest extent permitted by law, Contractor, its successors, assigns and guarantors, shall pay, defend, indemnify and hold harmless City of Tucson, its agents, representatives, officers, directors, officials and employees from and against all allegations, demands, proceedings, suits, actions, claims, including claims of patent or copyright infringement, damages, losses, expenses, including but not limited to, attorney fees, court costs, and the cost of appellate proceedings, and all claim adjusting and handling expense, related to, arising from or out of or resulting from any actions, acts, errors, mistakes or omissions caused in whole or part by Contractor relating to work, services and/or products provided in the performance of this Contract, including but not limited to, any Subcontractor or anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable and any injury or damages claimed by any of Contractor's and Subcontractor's employees. It is agreed that Contractor will be responsible for primary loss investigation, defense and judgment costs where this indemnification is applicable. The Contractors agrees to waive all rights of subrogation against the City of Tucson, it's agents, representatives, officers, directors, officials, employees and volunteers for losses arising from the work performed by the Contractor for the City of Tucson.

   Contractor is responsible for compliance with the Patient Protection and Affordable Care Act (ACA), for its employees in accordance with 26 CFR §54. 4980H. Additionally, Contractor is responsible for all applicable IRS reporting requirements related to ACA. If Contractor or any of Contractor's employees is certified to the City as having received a premium tax credit or cost sharing reduction which contributes to or triggers an assessed penalty against the City, or Contractor fails to meet reporting requirements pursuant to section 6056 resulting in a penalty to City, Contractor indemnifies City from and shall pay any assessed tax penalty.

3. Paragraph 8 of the Special Terms and Conditions section is hereby replaced with the following paragraph:

INSURANCE:
The Contractor agrees to:

A. Obtain insurance coverage of the types and amount required in this section and keep such insurance coverage in force throughout the life of this contract. All policies will contain an endorsement providing that written notice be given to the City at least thirty (30) calendar days prior to termination, cancellation, or reduction in coverage in any policy.

B. The Commercial General Liability Insurance and Commercial Automobile Liability Insurance policies will include the City as an additional insured with respect to liability arising out of the performance of this contract. Such additional insured shall be covered to the full limits of liability purchased by the Contractor, even if those limits of liability are in excess of those required by this Contract. The Contractor agrees that the insurance hereunder will be primary and that any insurance carried by the City will be excess and not contributing.

C. Provide and maintain minimum insurance limits as applicable.

CONTRACT AMENDMENT

COVERAGE	LIMITS OF LIABILITY
I. Commercial General Liability:	
Policy shall include Bodily Injury, Property Damage, Personal Injury and Broad Form Contractual Liability	
Each Occurrence	$1,000,000
General Aggregate Per Project	$2,000,000
Products & Completed Operations Aggregate	$2,000,000
Personal and Advertising Injury	$1,000,000
Blanket Contractual Liability	$1,000,000
II. Commercial Automobile Liability	
Policy shall include Bodily Injury and Property Damage, for any owned, Hired, and/or Non-owned vehicles used in the operation, installation and maintenance of facilities under this agreement.	
Combined Single Limit	$1,000,000
III. Workers' Compensation (applicable to the State of Arizona)*[1]	
Per Occurrence	Statutory
Employer's Liability	$1,000,000
Disease Each Employee	$1,000,000
Disease Policy Limit	$1,000,000

*[1] Sole Proprietor/Independent Contractor designation is given to those who desire to waive their rights for workers' compensation coverage and benefits as outlined in ARS§ 23-901 and specifically ARS § 23-961 (O). If applicable, please request the Sole Proprietor/Independent Contractor form from the Contract Officer listed in the solicitation.

D. **ADDITIONAL INSURANCE REQUIREMENTS:** All policies shall include, or be endorsed to include, the following provisions:

1. A waiver of subrogation endorsement in favor of the City of Tucson, for losses arising from work performed by or on behalf of the Contractor.
2. The insurance afforded the contractor shall be primary insurance and that any insurance carried by the City of Tucson and its agents, officials or employees shall be excess and not contributory.
3. Coverage provided by the Contractor shall not be limited to the liability assumed under the indemnification provisions of this Contract.

E. **NOTICE OF COVERAGE MODIFICATIONS:** Any changes material to compliance with this contract in the insurance policies above shall require (30) days written notice to the City of Tucson. Such notice shall be sent directly to the Department of Procurement.

F. **ACCEPTABILITY OF INSURERS:** Contractors insurance shall have an "A.M. Best" rating of not less than A-VII. The City of Tucson in no way warrants that the required minimum insurer rating is sufficient to protect the Contractor from potential insurer insolvency.

G. **VERIFICATION OF COVERAGE:** Contractor shall furnish the City of Tucson with certificates of insurance (ACORD form or equivalent approved by the City of Tucson) as required by this Contract. The certificates for each insurance policy are to be signed by an authorized representative.

All certificates and endorsements are to be received and approved by the City of Tucson before work commences. Each insurance policy required by this Contract must be in effect at or prior to commencement of work and remain in effect for the duration of the contract and two (2) years after completion. Failure to

CONTRACT AMENDMENT

maintain the insurance policies as required by this Contract, or to provide evidence of renewal upon the City's request, is a material breach of contract.

All certificates required by this Contract shall be sent directly to the Department of Procurement.

The City of Tucson project/contract number and project description shall be noted on the certificate of insurance. The City of Tucson reserves the right to require complete copies of all insurance policies required by this Contract at any time.

H. **SUBCONTRACTORS:** Contractors' certificate(s) shall include all subcontractors as insureds under its policies **or** Contractor shall furnish to the City of Tucson separate certificates and endorsements for each subcontractor. All coverages for subcontractors shall be subject to the minimum requirements identified above.

I. **EXCEPTIONS:** In the event the Contractor or sub-contractor(s) is/are a public entity, then the Insurance Requirements shall not apply. Such public entity shall provide a Certificate of Self- Insurance.

ALL OTHER PROVISIONS OF THE CONTRACT SHALL REMAIN IN THEIR ENTIRETY.

CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF AND UNDERSTANDING OF THE ABOVE AMENDMENT.

Brad Hamilton 9/23/15
Signature Date

Brad Hamilton, General Mgr.
Typed Name and Title

The Toro Company
Company Name

8111 Lyndale Ave. S.
Address

brad.hamilton@toro.com
Email Address

Bloomington MN 55420
City State Zip

THE ABOVE REFERENCED CONTRACT AMENDMENT IS HEREBY EXECUTED THIS 23rd DAY OF September, 2015, AT TUCSON, ARIZONA.

Nathan Daon
as Director of Procurement and not personally

CONTRACT AMENDMENT

CITY OF TUCSON DEPARTMENT OF PROCUREMENT
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701
P.O. BOX 27210, TUCSON, AZ 85726
(520) 837-4137
ISSUE DATE: APRIL 10, 2015

CONTRACT NO.: 120535
CONTRACT AMENDMENT NO.: THREE (3)
PAGE 1 of 1
SA
CONTRACT OFFICER: JENN MYERS

THIS CONTRACT IS AMENDED AS FOLLOWS:

GROUNDSKEEPING, GOLF AND SPORTSFIELD MAINTENANCE EQUIPMENT

1. Per the Scope of Work, Section C. Service Requirements, Item 1. Financing, the following language shall be added to the contract:

   Under the terms of this contract, the City or cooperative partners may lease, finance or use other lease/buy options to procure the products within this contract.

ALL OTHER PROVISIONS OF THE CONTRACT SHALL REMAIN IN THEIR ENTIRETY.

CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF AND UNDERSTANDING OF THE ABOVE AMENDMENT.

Peter Whitacre 4-13-15
Signature Date

Peter Whitacre, Sales Manager – State and Local Government
Typed Name and Title

The Toro Company
Company Name

8111 Lyndale Ave South
Address

Peter.whitacre@toro.com
Email Address

Bloomington MN 55420
City State Zip

THE ABOVE REFERENCED CONTRACT AMENDMENT IS HEREBY EXECUTED THIS 13th DAY OF April, 2015, AT TUCSON, ARIZONA.

Nathan Davis
As Director of Procurement and not personally

CONTRACT AMENDMENT

CITY OF TUCSON
DEPARTMENT OF PROCUREMENT
255 W. ALAMEDA, 6TH FLOOR
TUCSON AZ 85726-7210

CONTRACT NO. 120535-01
CONTRACT AMENDMENT NO. 2
PAGE 1
CONTRACT OFFICER: LLOYD B. WINDLE II/swb

THIS CONTRACT IS AMENDED AS FOLLOWS:

GROUNDSKEEPING, GOLF AND SPORTSFIELD MAINTENANCE EQUIPMENT

Pursuant to **Contract Number 120535-01** Special Terms and Condition, Paragraph 6, the City is hereby exercising its option to renew the contract for the time period of **November 27, 2014 through November 26, 2015.**

ALL OTHER PROVISIONS OF THE CONTRACT SHALL REMAIN IN THEIR ENTIRETY.

CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF AND UNDERSTANDING OF THE ABOVE AMENDMENT.

Darren Redetzke

Signature 10/27/14 Date

Darren Redetzke Vice President, Commercial Business
Typed Name and Title

The Toro Company
Company Name

8111 Lyndale Ave S
Address

darren.redetzke@toro.com
Email Address

Bloomington MN 55420
City State Zip

THE ABOVE REFERENCED CONTRACT AMENDMENT IS HEREBY EXECUTED THIS 27th DAY OF October, 2014, AT TUCSON, ARIZONA.

Nathan Daon

Marcheta Gillespie, C.P.M., CPPO, CPPB, CPM

As Director of Procurement and not personally

CONTRACT AMENDMENT

CITY OF TUCSON DEPARTMENT OF PROCUREMENT
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701
P.O. BOX 27210, TUCSON, AZ 85726
(520) 837-4105
ISSUE DATE: October 2, 2013

CONTRACT NO.: 120535
CONTRACT AMENDMENT NO.: ONE (1)
PAGE 1of 1
SB
CONTRACT OFFICER: LLOYD B. WINDLE, II

THIS CONTRACT IS AMENDED AS FOLLOWS:

GROUNDSKEEPING, GOLF AND SPORTS FIELDS MAINTENANCE EQUIPMENT

Pursuant to Contract No. 120535-01, Special Terms and Conditions, Section 4, Term and Renewal, the City is hereby exercising its option to renew the contract for the period of November 27, 2013 through November 26, 2014.

ALL OTHER PROVISIONS OF THE CONTRACT SHALL REMAIN IN THEIR ENTIRETY.

CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF AND UNDERSTANDING OF THE ABOVE AMENDMENT.

Darren Redetzke 10/15/2013
Signature Date

DARREN REDETZKE VICE PRESIDENT
Typed Name and Title

THE TORO COMPANY
Company Name

8111 Lyndale Av S.
Address

Darren.Redetzke@toro.com
Email Address

Bloomington, MN 55420
City State Zip

THE ABOVE REFERENCED CONTRACT AMENDMENT IS HEREBY EXECUTED THIS 15 DAY OF Oct, 2013, AT TUCSON, ARIZONA.

Laura Gioting

Marcheta Gillespie, C.P.M., CPPO, CPPB, CPM
as Director of Procurement and not personally

City of Tucson

Contract

For

Grounds Maintenance Equipment

With

The Toro Company

Effective: November 27, 2012

The following documents comprise the executed contract between the City of Tucson and The Toro Company, effective November 27, 2012:

I. Signed Offer and Acceptance
II. Negotiated Confirmation Letter dated November 9, 2012
III. Toro's Response to Request for Best and Final Offer, October 29, 2012
IV. Toro's Response to Request for Revise Offer, September 20, 2012
V. Toro's Response to the Interview Agenda, September 6, 2012
VI. Toro's Response to the Request for Proposal
VII. The Terms and Conditions of the Request For Proposal, incorporated by reference

National Cooperative, Term and Renewal, Scope and Pricing language are found in the RFP

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. 120535.

Approved as to form this 27th day of Nov, 2012.

As Tucson City Attorney and not personally

CITY OF TUCSON, a municipal corporation

Awarded this 26 day of November, 2012.

As Director of Procurement and not personally

November 9, 2012

Mr. Pete Whitacre
The Toro Company
8111 Lyndale Ave. S.
Bloomington, MN 55420

Sent this day via email to:
pete.whitacre@toro.com

RE: City of Tucson RFP #120535 – Groundskeeping, Golf and Sports Field Maintenance Equipment
Negotiation Confirmation Letter

Dear Mr. Whitacre:

Based on previous discussions and negotiations, this letter serves as a request for confirmation that the statements below represent your firm's best and final offer to the City of Tucson regarding the subject solicitation. Specifically, you are asked to provide written confirmation by signing the concurrence line below. Points of agreement not identified below are not included in the offer. In the event there is any disagreement with this document or if there is other information that must be included in this document, The Toro Company must specify such in a written response to this request.

A. Negotiated Items:

The following agreement and clarifications have been made between the City of Tucson and The Toro Company with regard to Request for Proposal No. 120535.

[redacted]

2. Parts Pilot Program:
   a. It is agreed that OEM and Performance Parts are included in this contract.
   b. The pilot program is limited to the territory covered by Simpson Norton. If successful, the contract will be amended to add national coverage.
   c. Additional details are contained in The Toro Company Revised Offer.
3. Price Lists: It is agreed that the discount off each product line is applied to the current MSRP. MSRP price lists are typically revised and published with an effective date of November 1.
4. Used Equipment: It is agreed that used equipment is included in the contract, but that no administrative fee is applicable. The authorized Toro distributors will provide pricing based on fair market value for available equipment.
5. Golf Irrigation: At this time, Golf Irrigation equipment is not included in the contract. The City is amenable to re-consider this product line during the term of the contract.
6. pCard: pCard is accepted for payment with a convenience fee allowable per Visa guidelines at the distributor level.
7. Payment Terms: Payment terms are Net 30. Late fees may be applicable.
8. Field Day: It is agreed that the City of Tucson's Toro Distributor shall conduct an annual field day for the City of Tucson to include in general a demonstration of equipment, education programs, training programs, etc. Similar programs could be provided by other participating Toro distributors for their respective agencies.

B. Order of Precedence:

The following documents comprise the order of precedence of the executed contract.

1. Negotiated Confirmation Letter dated ~~October 30, 2012.~~ November 9, 2012

2. Firm's Response to Request for Best and Final Offer
   a. The Toro Company Best and Final Offer email and attachment dated October 29, 2012.

3. Firm's Response to Request for Revised Offer
   a. The Toro Company Revised Offer Response email and attachment dated September 20, 2012.

4. Firm's Response to Interview Agenda
   a. The Toro Company Interview Agenda Response email and attachment dated September 6, 2012.

5. Firm's Response to Request for Proposal
   a. The Toro Company Request for Proposal Response.

Your response to this letter must be received by the City's Department of Procurement on or before November 13, 2012 at 4:00 PM local Arizona time.

The City of Tucson appreciates your interest in this contract. If you should have any questions, please do not hesitate to contact me at (520) 837-4105.

Sincerely,

Lloyd B. Windle II

Lloyd Windle II, C.P.M.
Principal Contract Officer

Concurrence: _____ Date: 11/12/2012
Darren Redetzke, Vice President

c: File No. 120535

October 23, 2012

Mr. Pete Whitacre
The Toro Company
8111 Lyndale Ave. S.
Bloomington, MN 55420

Sent this day via email to:
pete.whitacre@toro.com

RE: City of Tucson RFP #120535 – Groundskeeping, Golf and Sports Field Maintenance Equipment
Request for Best and Final Offer

Dear Mr. Whitacre:

Based on previous discussions and negotiations, this letter serves as a request for The Toro Company to submit a Best and Final Offer to include the items detailed below.

A. As stated in the negotiations meeting, Toro has asked the City to make concessions that include a lower administrative fee on whole goods and a lower administrative fee on parts, with the parts program initially limited to a pilot program within the territory covered by Simpson Norton. Toro is positioned well for increased sales and higher margin under this contract; however, Toro has not offered equal considerations to the City. Provide Toro's Best and Final Offer for the following items:

1. The Administrative Fee for Whole Goods.
   As discussed in our negotiation meeting, Toro agrees to a 2% administration fee on Whole Goods.
2. The Administrative Fee for Parts (both performance parts and OEM parts). Toro proposed 1.75%; however, considering Toro's risk is limited given the parts program is a pilot program and limited to the Simpson Norton territory, the City requests 2%.
   For the pilot program limited to Simpson Nortons' territory Toro agrees to the 2% administrative fee. As with the entire parts pilot program this will be re-evaluated following the pilot period.
3. The Discount offered for Whole Goods.
   The discount offered in our initial proposal remains our Best and Final discount offering.
4. Parts Program: Submit the minimum discount offered for performance parts.
   The average discount for Performance Parts is 33%.

B. Details of the following items will be included in the eventual Negotiations Confirmation letter. Include any revisions offered in Toro's Best and Final Offer.

1. Used Equipment: It is agreed that language will be added to indicate that used equipment will be offered. Used Equipment will not have an Administrative Fee.
2. Golf Irrigation: At this time, the City is not inclined to add this product line to the contract, but is amendable to re-reviewing during the term of the contract.
3. Credit Card: It is agreed that language will be added to indicate that late fees may be applicable.
4. Parts Program: It is agreed that language will be added to detail the agreed to pilot program for parts which includes defining tracking, reporting and the offered and accepted 10% discount for OEM parts.

Lloyd Windle II, C.P.M.
Principal Contract Officer

Toro Revised Proposal for the City of Tucson
RFP #: 120535
Material or Service: Sports Fields, Parks and Golf Course Grounds keeping Equipment
Contract Officer: Lloyd B. Windle III C.P.M.
Date: September 20, 2012

Revised Parts proposal from General Requirements, b and Price Proposal, 2:

Delete the parts proposal in the sections listed above and replace with:

Initially, this program will be piloted by Simpson Norton for all National IPA contract users in their territory, this includes Arizona, New Mexico and southern Nevada. 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. All Toro Commercial parts sold to these customers will be tracked and reported on a monthly basis to the National IPA and the administration fee will be paid on a quarterly basis. Customers will be required to register and place parts orders through myTurf, an internet based service that also holds many other advantages for end users such as equipment tracking and access to service bulletins. Demonstrations of myTurf can be seen on myTurf.com.

National Program; we will evaluate the progress of the parts program with the City of Tucson and National IPA on a quarterly basis. This will consist of:

- ***Determining if we can capture the information matched with the customer's Agency Number in an efficient manner for reporting purposes.***
- ***Determine the impact on parts sales growth for Simpson Norton's contract customers through this program. After a one-year period the parts sales must meet at least our national average for parts sales as a percentage of whole goods.***
- ***Evaluate customers compliance to place orders through myTurf.com***
- ***If all parties agree that this program is viable for national release, we will implement with the other participating distributors.***

Revised Price Proposal from Price Proposal B;2

Add Golf Irrigation whole good products at 46% off current MSRP

Summary of products reported and paid to National IPA

Toro Commercial Equipment – all
Toro Commercial Parts – initially all parts for Simpson Norton territory and then nationally should all parties choose to implement after year one.
Toro Landscape Contractor Equipment – all
Toro Siteworks Systems Equipment – all
Toro Golf Irrigation Equipment – all

Administration fee revision; Exhibit A, Marketing and Administrative Support 1.2, e.

Toro will increase our proposed administration fee to 1.75% on all parts and equipment outlined above.

Guarantee of sales revision; Exhibit A, Marketing and Sales, M.

Delete the guarantee of sales.

Revision to credit card convenience fee; section B Price Proposal, 9.

There will be a convenience fee of 2% on all credit card purchases. The 2% convenience fee will be waived if credit card payment is received upon order not delivery.

Additional information and clarifications

Tier IV products.
Toro will not have a gap in product availability from Tier III or Tier IVi products to Tier IV products.

Additional Simpson Norton service information and capabilities.

Simpson Norton has extensive experience with the municipal customer. We understand the requirements set forth and will diligently abide by them. Each salesperson in our organization is required to be SCPS certified through Sales & Marketing Executives International (SMEI - www.smei.org) For customer convenience, we provide a toll free phone number, 877-859-8676. We accept fax requests for quotes and orders, 623-932-6522. Requests for quotes or orders can be emailed as well. All requests are emailed to shelly.lucas@simpsonnorton.com The product lines we represent can be viewed online as most have websites. We have dedicated personnel specifically for contract business. Shelly Lucas will be the main contact. We take pride in service after the sale, whether it is a question regarding an invoice or an error in billing or product received, the problem will be resolved.

Each of our in-field techs and inside service techs are Toro factory certified through EETC (Equipment Engine Training Council). Each is certified in: 4-Stroke Gasoline Engines, Compact Diesel Engines, Electrical Systems and Hydraulic and Drivelines. After completion of EETC they continue specialized training through the Toro Company. Our Shop Foreman, Curt Close is not only EETC but hold the Toro Company's MST (Master Service Technician) certification; one of only 15 in the entire world. Curt has been with Simpson Norton and in the industry for 36 years.

Key Personnel

Shelly Lucas, SCPS - Sports Fields & Grounds Manager and a Member of STMA. Over 30 years in the industry with the last 10 years focused on Contracts and the municipal customer. Shelly will be the main contact person for this contract.

She is the inside sales person. Her responsibilities include:
Contract maintenance. (100%)
Equipment recommendations and quotes. (50%)
Processes all purchase orders. (100%)

Fred Balzarini, SCPS - Outside Sales
20 years in the industry and the last 7 years with Simpson Norton focusing on Commercial / Government sales. Fred will provide customers with equipment recommendations, quotes and training on new equipment. (100%)

Frank Varela, SCPS - Outside Sales
22 years in the industry and 12 years with Simpson Norton with the last 1 1/2 years in Commercial /Government sales. Frank will provide customers with equipment recommendations, quotes and training on new equipment. (100%)

Mike Mastromarino, SCPS - Outside Sales
17 years in the industry and 12 years with Simpson Norton focusing on Commercial / Government sales. Mike will provide customers with equipment recommendations, quotes and training on new equipment. (100%)

Joe Goodwin, CSE - Commercial Business Manager for Simpson Norton. 25 years in the industry with the last 16 years at Simpson Norton. Joe oversees the entire sales team for all divisions of business. Joe can provide equipment recommendations, quotes if needed. (50%)

Copies of SMEI certifications can be provided if needed.

Mike Swichtenberg, CSM Certified Service Manager through the National Association of Service Managers(NASM). The Toro Company requires 100% of all distributor service managers to be CSM Certified. Mike is our Director of Service at Simpson Norton Corporation. He has been in the industry 22 years and the last 10 years with Simpson Norton. Mike coordinates supplemental group training and manages our entire service department.

Lisa Lofquist, Technical Service Manager - EETC Certified - Toro System Certified
Lisa has been in the industry for 18 years and the last 8 years with Simpson Norton. Lisa is the main contact for technical service issues. She oversees the administration of the shop.

Each of our 4 in-field techs and 3 in-house techs are Toro factory certified through EETC (Equipment Engine Training Council). Each is certified in: 4 Stroke Gasoline Engines, Compact Diesel Engines, Electrical Systems and Hydraulic and Drivelines. After completion of EETC they continue specialized training through The Toro Company. Our shop foreman Curt close is not only EETC but holds The Toro Company's MST(Master Service Technician) certification; one of only 15 in the entire world. Curt has been with Simpson Norton and the industry for 36 years.

In-field techs:
Keith Pernal - 17 years in the industry and the last 5 years with Simpson Norton.

Nick Nielsen - 14 years in the industry and the last 3 years with Simpson Norton.

Jake Pennington - 17 years in the industry and the last 6 years with Simpson Norton.

Kevin Floyd - 20 years in the industry. He was previously with our company for 2 years and rejoined our team June 2012.

Local training is provided to the customer at time of delivery by the salesman and a service technician assigned to that particular customer. Training is one-on-one or group training. Operator manuals, repair manuals and CD/DVD's etc. are provided at time of delivery and are reviewed with the customer for each piece of equipment. As per item 5 in Scope of Work we acknowledge and accept these training requirements.

Mr. Pete Whitacre
The Toro Company
8111 Lyndale Ave. S.
Bloomington, MN 55420

Sent this day via email to:
pete.whitacre@toro.com

RE: City of Tucson RFP #120535
Groundskeeping Maintenance Equipment
Interview Agenda

Dear Mr. Whitacre:

The City looks forward to meeting with you on the morning of September 12th beginning at 9:00 am. The interview and demonstration will last between 2 and 3 hours. A follow up letter will be sent to confirm the time, date and location of the interview and demonstration.

Please be prepared to discuss the following agenda. You will have two hours to discuss your firm's proposal response and respond to questions from the Evaluation Committee. Your firm is requested to follow the interview script specified below. Please limit the information to that which is directly related to your proposal. After completing your interview, you will be given an opportunity to submit a revised offer which will be due by 4:00 PM Thursday, September 20, 2012.

The evaluation committee requests you submit written responses to the agenda questions no later than noon, September 4, 2012. Please email your written response to Lloyd.windle@tucsonaz.gov.

Presentation Agenda

1. Introduction — 5 Minutes
2. Company Overview — 10 Minutes
3. How will pricing be determined for used equipment?

Used equipment pricing is determined by many factors such as model and serial number of both the traction unit as well as any cutting implements or attachments; model year of unit, hour meter reading, market conditions, appearance, service work required, and general usage/storage/maintenance information. Depending on this information, each unit will be assigned unique pricing for resell.

4. Provide details of the Toro Protection Plus Pre-owned warranty.

TPP PreOwned

PROGRAM OVERVIEW & GUIDELINES

Qualification: Equipment must be qualified and lubricant analysis performed. All specified drive train components must be tested and grade "*NORMAL*" in order to qualify for a TPP PreOwned Plan.

Eligibility: TPP PreOwned coverage may be purchased at any time, as long as the machine meets eligibility requirements at time of Application.

NOT Eligible for TPP PreOwned Coverage:
(a) Equipment with air cooled engines or sprayers with over 3000 hours;
(b) Equipment that has been modified or converted;
(c) Equipment used outside the U.S. or Canada;
(d) Equipment and/or Components where required lubricant analysis tests have not been received or satisfactory results have not been achieved

Term: The full Term of a TPP PreOwned contract always begins on the equipment purchase date and is in-force for the term months or hours selected.

Limits of Liability: Claims on Machines are limited to:
(a) *25% of the Equipment Purchase Price* reported on the Application and indicated on the Contract for any single claim, and/or;
(b) *50% of the Equipment Purchase Price* for the total of all claims over the life of the Plan coverage.

Deductible: There is no deductible under TPP PreOwned coverage

Transportation Benefit: $50 per occurrence.

Coverage: Coverage is as follows:
• **ENGINE / MOTOR**: All mechanical parts contained within the engine block, cylinder head, crankcase or motor housing; engine block, cylinder head, crankcase or motor housing if damaged by the mechanical breakdown of an internal part. Fuel Pump, Fuel Injection Pump, Turbocharger, Seals and Gaskets.
• **POWER TRANSMISSION COMPONENT**: All mechanical and hydraulic parts contained within the power transmission case; power transmission case if damaged by the mechanical breakdown of an internal part. Flywheel, Torque Converter, Hydraulic Drive Pumps, Seals and Gaskets.
• **FINAL DRIVE ASSEMBLIES:** All mechanical and hydraulic parts contained within the final drive axle housings; final drive housing if damaged by the mechanical breakdown of an internal part. Drive shaft(s) and Joint(s), Hydraulic Wheel/Track Motor(s), Seals and Gaskets.
• **COOLING:** Water Pump, Fan Blade, Fan Clutch, Cooling Fan and Motor(s).
• **ELECTRICAL**: Starter, Alternator, Voltage Regulator, Distributor, Wiring Harness, Solenoids and Relays, Switches, Gauges.

5. Provide Toro's release date for the Tier IV equipment. Provided details by product line of Tier III equipment that will be available during the transition period to Tier IV equipment. Identify all Tier III products that will not be available or will no longer be manufactured.

   All Toro products will meet the requirements of EPA Tier 4 regulations regarding the sale of these products. The EPA allows a transition period to Tier 4 manufacturers and Tor will be introducing these products in 2013 as required. These products will have new model numbers and will need to be added to the contract.

6. Discuss hydrogen cell technology and its benefits and impact on pricing.

The Toro Company is working on a number of alternatives to reduce the turf industry's reliance on fossil fuels. One alternative Toro is exploring is hydrogen fuel cell technology.

Hydrogen fuel cell powered hybrids contribute no CO2 since the energy source is hydrogen. In turn, they emit only water vapor. Toro has built a "mini-fleet" of hydrogen powered utility vehicles for the New York State Energy Research and Development Authority (NYSERDA), and is testing hydrogen fuel cell mowers as well.

This technology is not yet commercially available therefore impact on pricing is undetermined at this time.

7. For the City of Tucson, provide details for the maintenance programs including pricing.

Simpson Norton offers several levels of equipment maintenance depending on your needs. These range from time and materials, preventive maintenance contract, to a full service contract including maintenance and repairs. We have attached an example of how we would price a preventive maintenance contract on a Reelmaster 5610.

8. Provide details of, and demo, the My Turf software program. Does it work with older models?

In the case of Fleet Management, The Toro Company thinks of this formula: Efficiency + Automation + Simplicity = Increased Productivity

myTurf includes many features that increase your efficiency; such as order parts once and re-use many times, add an equipment item and get access to all manuals, service bulletins, and service schedules, etc.

myTurf also automates processing and minimizes data entry through the myTurf Wireless Hour Meters,automatically loaded service schedules, and more.

Finally, myTurf is easy to use and has full online animated and narrated "how-to" demonstrations. When you add it all up, it spells increased productivity, or peak performance for your team.

myTurf does indeed work with older models as well as your entire fleet, regardless of brand / category of equipment.

9. Disclose the costs for Factory Training.

The Toro Turf Equipment Technician Customer Factory Service Training Programs are held in Bloomington, MN in the Toro Commercial Education Center. Participants should arrive on Monday and depart on Thursday.

The on-line registration much be completed by the distributor; an e-mail confirmation with detailed information about the program will automatically be sent to both the Distributor and the Attendee.

The tuition will be invoiced through the Distributor. The cost will be $1000 per person. An early registration discount reduces the tuition to $900 per person, if the registration is received at least 15 days before the session start. The tuition includes three nights lodging, Monday evening reception, breakfast, lunch each day and dinner Tuesday and Wednesday. Also included are all program materials, transportation from the hotel to Toro.

Transportation to Minneapolis, and any additional nights lodging, other meals or incidentals will be the participant's responsibility.

Participant Cancellation: 100% of the tuition will be waived if the participant cancels 15 working days prior to the start of the session. 50% of the tuition fee will be charged to the distributor for cancellation less than 15 working days prior to the start of the session. No shows will be charged full tuition.

Program Cancellation: Toro reserves the right to cancel a session based on low registrations. The decision to cancel will be made a minimum of 30 days before program start and a cancellation notice will be sent to anyone registered. NOTE – It is asked that airline tickets not be purchased more than 30 days before the program start date. Toro will not be responsible for unused airline tickets purchased more than 30 days in advance, due to a session cancellation.

10. Provide details of the "train the trainer" program.

The Toro training program described above is the same training that will enable the participant to be a trainer. All the hands-on training will be provided including, materials and presentations to make training your other employees possible.

11. Please explain why the proposed setup and delivery fee at the discretion of the local distributor is the most beneficial for public agencies.

In our current contract, we have language that allows the distributor to charge a fee for set up and delivery. Most of our distributors do not charge these fees. We felt this language better reflected how this fee is actually implemented by our distributors.

12. The proposed convenience fee is unacceptable and a violation of Visa guidelines. It is acceptable to charge a reasonable flat convenience fee if the local distributor utilizes a 3rd party payment processor.

Toro will work with the City to determine a reasonable fee for a 3rd party payment processor.

13. In Section 2.3 Sales Commitment, you suggest designation of "participating distributors." Is the list provided on page 107 of the Response those distributors who you are designating as "participating?" Which Toro distributors are not anticipated to be "participating?"

The only distributor that anticipated being non-participating is Turf Products Corporation (TPC). TPC handles Massachusetts, Connecticut, Rhode Island, Maine, New Hampshire and Vermont.

14. Toro is offering up to 50% off retail for performance parts discuss why these purchases will not be reported to National IPA.

We have had discussions with The City and National IPA over the last several years regarding a strategy that would provide a parts discount benefit to the City and other contract users. As discussed previously, we would not be able to determine if the customer was purchasing parts using the contract or not, as we can when whole-goods are purchased. Our goal here was to provide a benefit to the end users that we could manage.

15. Discuss Toro's product line. What types of products are offered through each division proposed by Toro? Are there any types of products Toro offers not included in the response?

Current products on contract and offered in the proposal: Commercial Division, Landscape Contractor Division and Site Works Systems Dingo products.(excluding product lines acquired from Aztec and Stone)

Products not offered on contract or proposal: Golf Irrigation, Residential/Landscape Contractor Irrigation, Drip Irrigation, Residential mowers and hand held products.

16. The City is evaluating life cycle costs associated with equipment. Discuss Toro's suggested preventative maintenance program and provide any cost data for following the preventative maintenance program available. Include the typical average "life" in terms of hours of operation of Toro's equipment.

Determining the life of equipment involves many variables. Annual hours of operation, operator experience, environmental conditions, turf conditions, maintenance practices etc. all come into play when determining how long a piece of equipment will last. Toro equipment is engineered and built to last 5,000 to 7,000 hours, depending on operation and maintenance. With that in mind, we have attached an example of the 10-year maintenance costs for a Reelmaster 5610 using 500 hours per year of operation.

17. Discuss Toro's proposed administrative fee.

There are several reasons for our proposed administration fee. Over the past five years, we have acted in good faith to grow this contract as a partner with The City of Tucson and the National IPA. This has been shown by the growth of our overall sales and sales across our distributor channel. We have, however, evaluated other national cooperative options and through our evaluations, we understand the fees associated with these competitive options.

We also felt that since the National IPA contract now calls for an annual sales revenue guarantee, Toro would offset this guarantee with a reduced administration fee.

Because we have fully implemented the program nationwide, we are in more of a maintenance mode with National IPA. We do not require all the National IPA resources we did when we first implemented the contract.

18. Question and Answer
    Free format question and answer period

19. Equipment Demonstration of a

Sincerely,

Lloyd B. Windle II

Lloyd B. Windle II, C.P.M.
Principal Contract Officer

C: Evaluation Committee
File 120535

September 04, 2012

TORO. Count on it.

Customer

City ofTucson

Tucson, AZ

Work Phone:
Cell Phone:
Email:

Quote Number	Model		Serial	Year
1000	03690	REELMASTER 5610	312000012	2012

Contract Length: 12 months

Est Hours/Year: 500
Est Hours @ Start: 0
Est Hours @ End: 500
Total Contract Hours: 500

Service Interval	Intvl Hr(s	# of Intvls	Ttl Hr(s)	Maintenance Procedure	Intvl Hr(s)	Part / Fuid Description			Price	Qty	Sub Ttl	Total
After first hour	0.1	1	0.10	Lug Nuts, Wheel, Torque	0.1							
After first 8 hours	0.1	1	0.10	Belt, Alternator Inspect/Adjust Tension	0.1							
After first 10 hours	0.1	1	0.10	Lug Nuts, Wheel, Torque	0.1							
After first 50 hours	0.4	1	0.40	Engine Oil Filter, Replace	0.1	108-3841	FILTER-OIL		6.58	1	6.58	6.58
				Engine Oil, Replace	0.2	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
				Engine RPM, Inspect/Check	0.1							
Every 150 hours	1.3	3	3.90	Battery Cable Connections, Inspect/Check	0.1							
				Bearings and Bushings, Grease	0.7	Grease Units		Misc	0.75	1	0.75	2.25
				Belt, Alternator Inspect/Adjust Tension	0.1							
				Cooling System Hoses and Seals, Inspect /Check	0.1							
				Engine Oil Filter, Replace	0.1	108-3841	FILTER-OIL		6.58	1	6.58	19.74
				Engine Oil, Replace	0.2	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
Every 250 hours	1.2	2	2.40	Bearing, Reel Preload, Inspect/Adjust	0.6							
				Fuel and Hydraulic Tanks, Drain Moisture	0.5							
				Lug Nuts, Wheel, Torque	0.1							
Every 400 hours	0.6	1	0.60	Air Filter, Primary, Service	0.1							
				Engine RPM, Inspect/Check	0.1							
				Fuel Filter(s), Replace	0.3	110-9049	FILTER-SPIN ON		14.59	1	14.59	14.59
				Fuel Lines & Connections, Inspect/Check	0.1							

September 04, 2012

TORO. Count on it.

Customer

City ofTucson

Tucson, AZ

Work Phone:
Cell Phone:
Email:

Every 800 hours	3.3	0	0.00	Bearings, Wheel (rear), Grease	0.7	Grease Units		Misc	0.75	1	0.75	0.00
				Filter, Hydraulic, Replace	0.3	86-3010	FILTER-OIL		11.75	1	11.75	0.00
						94-2621	ELEMENT-FILTER		40.65	1	40.65	0.00
				Fuel Tank, Drain/Flush	0.7							
				Hydraulic Fluid, Replace	0.7	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
				Toe-in, Wheel (Rear), Inspect/Check	0.2							
				Torque head, Adjust Valves and Inspect engine RPM	0.7							
Every 2 years	3.8	0	0.00	Coolant System, Flush/Replace Fluid	1.3	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
				Hydraulic Tank, Drain/Flush	1							
				Inspect/Check All Hyd Hoses (Replace As Needed)	1.5							
		10	7.6									

Labor:	$874.00	Parts Pricing:	$43.16
Travel:	$0.00	Shop Supplies:	$0.00
Labor sub Total:	$874.00	Parts sub Total:	$43.16
Tax:	$0.00 0.00%	Tax:	$0.00 0.00%
Labor sub Total:	$874.00	Parts Total:	$43.16

Quote Total: **$917.16**

The Toro Company
8111 Lyndale Ave South
Bloomington, MN 55420

Work Phone: 888-552-5153
Cell Phone:
Email: info@toro.com

September 04, 2012

TORO. Count on it.

Customer

City ofTucson

Tucson, AZ

Work Phone:
Cell Phone:
Email:

Quote Number	Model		Serial	Year
1000	03690	REELMASTER 5610	312000012	2012

Contract Length: 120 months

Est Hours/Year: 500
Est Hours @ Start: 0
Est Hours @ End: 5,000
Total Contract Hours: 5,000

Service Interval	Intvl Hrs	# of Intvls	Ttl Hr(s)	Maintenance Procedure	Intvl Hr(s)	Part / Fluid Description			Price	Qty	Sub Ttl	Total
After first hour	0.1	1	0.10	Lug Nuts, Wheel, Torque	0.1							
After first 8 hours	0.1	1	0.10	Belt, Alternator Inspect/Adjust Tension	0.1							
After first 10 hours	0.1	1	0.10	Lug Nuts, Wheel, Torque	0.1							
After first 50 hours	0.4	1	0.40	Engine Oil Filter, Replace	0.1	108-3841	FILTER-OIL		6.58	1	6.58	6.58
				Engine Oil, Replace	0.2	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
				Engine RPM, Inspect/Check	0.1							
Every 50 hours	0.8	100	80.00	Battery Cable Connections, Inspect/Check	0.1							
				Bearings and Bushings, Grease	0.7	Grease Units		Misc	0.75	1	0.75	75.00
Every 100 hours	0.2	50	10.00	Belt, Alternator Inspect/Adjust Tension	0.1							
				Cooling System Hoses and Seals, Inspect /Check	0.1							
Every 150 hours	0.3	33	9.90	Engine Oil Filter, Replace	0.1	108-3841	FILTER-OIL		6.58	1	6.58	217.14
				Engine Oil, Replace	0.2	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
Every 200 hours	1.1	25	27.50	Bearing, Reel Preload, Inspect/Adjust	0.6							
				Fuel and Hydraulic Tanks, Drain Moisture	0.5							
Every 250 hours	0.1	20	2.00	Lug Nuts, Wheel, Torque	0.1							
Every 400 hours	0.6	12	7.20	Air Filter, Primary, Service	0.1							
				Engine RPM, Inspect/Check	0.1							
				Fuel Filter(s), Replace	0.3	110-9049	FILTER-SPIN ON		14.59	1	14.59	175.08
				Fuel Lines & Connections, Inspect/Check	0.1							

September 04, 2012

TORO. Count on it.

Customer

City ofTucson

Tucson, AZ

Work Phone:
Cell Phone:
Email:

Every 800 hours	3.3	6	19.80	Bearings, Wheel (rear), Grease	0.7	Grease Units		Misc	0.75	1	0.75	4.50
				Filter, Hydraulic, Replace	0.3	86-3010	FILTER-OIL		11.75	1	11.75	70.50
						94-2621	ELEMENT-FILTER		40.65	1	40.65	243.90
				Fuel Tank, Drain/Flush	0.7							
				Hydraulic Fluid, Replace	0.7	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
				Toe-in, Wheel (Rear), Inspect/Check	0.2							
				Torque head, Adjust Valves and Inspect engine RPM	0.7							
Every 2 years	3.8	5	19.00	Coolant System, Flush/Replace Fluid	1.3	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
				Hydraulic Tank, Drain/Flush	1							
				Inspect/Check All Hyd Hoses (Replace As Needed)	1.5							
		255	176.1									

Labor:	$0.00		Parts Pricing:	$792.70
Travel:	$0.00		Shop Supplies:	$0.00
Labor sub Total:	$0.00		Parts sub Total:	$792.70
Tax:	$0.00	0.00%	Tax:	$0.00 0.00%
Labor sub Total:	$0.00		Parts Total:	$792.70

Quote Total: **$792.70**

The Toro Company
8111 Lyndale Ave South
Bloomington, MN 55420

Work Phone: 888-552-5153
Cell Phone:
Email: info@toro.com

September 04, 2012

TORO. Count on it.

Customer

City ofTucson

Tucson, AZ

Work Phone:
Cell Phone:
Email:

Quote Number	Model		Serial	Year
1000	03690	REELMASTER 5610	312000012	2012

Contract Length: 36 months

Est Hours/Year: 500
Est Hours @ Start: 0
Est Hours @ End: 1,500
Total Contract Hours: 1,500

Service Interval	Intvl Hr(s	# of Intvls	Ttl Hr(s)	Maintenance Procedure	Intvl Hr(s)	Part / Fluid Description			Price	Qty	Sub Ttl	Total
After first hour	0.1	1	0.10	Lug Nuts, Wheel, Torque	0.1							
After first 8 hours	0.1	1	0.10	Belt, Alternator Inspect/Adjust Tension	0.1							
After first 10 hours	0.1	1	0.10	Lug Nuts, Wheel, Torque	0.1							
After first 50 hours	0.4	1	0.40	Engine Oil Filter, Replace	0.1	108-3841	FILTER-OIL		6.58	1	6.58	6.58
				Engine Oil, Replace	0.2	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
				Engine RPM, Inspect/Check	0.1							
Every 150 hours	1.3	10	13.00	Battery Cable Connections, Inspect/Check	0.1							
				Bearings and Bushings, Grease	0.7	Grease Units		Misc	0.75	1	0.75	7.50
				Belt, Alternator Inspect/Adjust Tension	0.1							
				Cooling System Hoses and Seals, Inspect /Check	0.1							
				Engine Oil Filter, Replace	0.1	108-3841	FILTER-OIL		6.58	1	6.58	65.80
				Engine Oil, Replace	0.2	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
Every 400 hours	1.8	3	5.40	Bearing, Reel Preload, Inspect/Adjust	0.6							
				Fuel and Hydraulic Tanks, Drain Moisture	0.5							
				Lug Nuts, Wheel, Torque	0.1							
				Air Filter, Primary, Service	0.1							
				Engine RPM, Inspect/Check	0.1							
				Fuel Filter(s), Replace	0.3	110-9049	FILTER-SPIN ON		14.59	1	14.59	43.77
				Fuel Lines & Connections, Inspect/Check	0.1							

September 04, 2012

TORO. Count on it.

Customer

City ofTucson

Tucson, AZ

Work Phone:
Cell Phone:
Email:

Every 800 hours	3.3	1	3.30	Bearings, Wheel (rear), Grease	0.7	Grease Units		Misc	0.75	1	0.75	0.75
				Filter, Hydraulic, Replace	0.3	86-3010	FILTER-OIL		11.75	1	11.75	11.75
						94-2621	ELEMENT-FILTER		40.65	1	40.65	40.65
				Fuel Tank, Drain/Flush	0.7							
				Hydraulic Fluid, Replace	0.7	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
				Toe-in, Wheel (Rear), Inspect/Check	0.2							
				Torque head, Adjust Valves and Inspect engine RPM	0.7							
Every 2 years	3.8	1	3.80	Coolant System, Flush/Replace Fluid	1.3	No Fluid Qty Available		Qt	0.00	0	0.00	0.00
				Hydraulic Tank, Drain/Flush	1							
				Inspect/Check All Hyd Hoses (Replace As Needed)	1.5							
		19	26.2									

Labor:	$3,013.00	Parts Pricing:	$176.80
Travel:	$0.00	Shop Supplies:	$0.00
Labor sub Total:	$3,013.00	Parts sub Total:	$176.80
Tax:	$0.00 0.00%	Tax:	$0.00 0.00%
Labor sub Total:	$3,013.00	Parts Total:	$176.80

Quote Total: **$3,189.80**

The Toro Company
8111 Lyndale Ave South
Bloomington, MN 55420

Work Phone: 888-552-5153
Cell Phone:
Email: info@toro.com

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

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.

LBW/swb

PUBLISH DATE: MAY 4, 2012

INTRODUCTION / BACKGROUND

The City of Tucson ("City) is requesting proposals from qualified and experienced firms to provide quality commercial grade **Sports Fields, Parks and Golf Course Grounds Maintenance Equipment.** The City of Tucson has over 110 public parks and 5 public golf courses located throughout the City. City parks come in all shapes and sizes ranging from small neighborhood parks to large district parks. City golf courses are all 18-hole courses that cover approximately 550 acres.

Requirements and qualifications are defined in detail in the Scope of Services Section of this Request for Proposal (RFP). The City seeks a firm that can supply equipment, parts and service. The successful firm will have a sophisticated infrastructure including strategically located, nationwide distribution centers and employ professional sales representatives to provide effective, timely service to the City of Tucson and to Participating Public Agencies.

NATIONAL CONTRACT

The City, as the Principal Procurement Agency, as defined in Attachment I, has partnered with the National Intergovernmental Purchasing Alliance Company ("National IPA") to make the resultant contract ("Master Agreement") from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through National IPA's cooperative purchasing program. The City is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with National IPA as a Participating Public Agency in National IPA's cooperative purchasing program. Attachment I contains additional information on National IPA and the cooperative purchasing agreement.

With corporate, pricing and sales commitments from the Supplier, National IPA provides marketing and administrative support for the Supplier that directly promotes the Supplier's products and services to Participating Public Agencies though multiple channels, each designed to promote specific products and services to Public Agencies on a national basis. Public Agencies benefit from pricing based on aggregate spend and the convenience of a contract that has already been advertised and competed. The Supplier benefits from a contract that allows Participating Public Agencies to directly purchase goods and services without the Supplier's need to respond to additional competitive solicitations. As such, the Supplier must be able to accommodate a nationwide demand for services and to fulfill obligations as a nationwide Supplier and respond to the National IPA documents (Attachment I). The City, reserves the right to deem submissions that do not include a response to the National IPA documents as non-responsive.

While no minimum volume is guaranteed to the Supplier, the estimated annual volume of Grounds Maintenance Equipment purchased under the Master Agreement through National IPA is approximately $25 million. This projection is based on the current annual volumes among the City, other Participating Public Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through National IPA, and volume growth into other Public Agencies through a coordinated marketing approach between the Supplier and National IPA.

SCOPE OF SERVICES

A. GENERAL REQUIREMENTS

1. QUALIFIED FIRMS: Offerors should meet the minimum qualifications:

a. Be an authorized distributor or manufacturer.
b. Have a strong national presence in the grounds maintenance equipment industry.
c. Have a distribution model capable of delivering products nationwide.
d. Have a demonstrated sales presence.
e. Be able to meet the minimum requirements of the cooperative purchasing program detailed herein.
f. Be able to provide the full range of equipment and services to meet the demands of the City and all agencies that opt to participate in the cooperative purchasing program with the City.

2. WAREHOUSING, DISTRIBUTION AND SALES FACILITIES: The product specified in this solicitation is dependent upon an extensive manufacturer-to-customer supply chain distribution system. In order to be considered for award, each potential contractor is required to provide proof of an extensive distribution system.

3. WARRANTY: Offeror shall warrant that all equipment and parts labeled as new and furnished in their bid/offer are newly manufactured and free from defects in material and workmanship for no less than one (1) year from the date the equipment is delivered or installed. Warranty shall also guarantee accepted trade standards of quality, fitness for the intended uses, and conformance to promises or specified specifications. No other express or implied warranty shall eliminate the vendor's liability as stated herein.

4. MAINTENANCE FACILITIES: The equipment specified in this solicitation is dependent upon the availability of prompt professional service. In order to be considered for award, each potential contractor is required to have existing maintenance facilities with sufficient parts inventory and trained technicians experienced in providing quality service on the equipment specified. Maintenance facilities are subject to inspection by the City to determine adequacy.

5. VENDOR PARTS AND SERVICE: The Contractor will maintain a factory authorized parts and service facility for normal and warranty service. The Contractor shall be capable of providing parts within 24 hours and shall be capable of being on site to respond to service requests within 24 hours.

6. CATALOGS: Within 10 days after contract award and after request from City staff, Contractor must submit complete price lists and catalogs of their product line in hard copy and on CD. Upon request from a using agency, Contractor shall provide, at no cost, these catalogs and price lists.

B. PRODUCT REQUIREMENTS

1. PRODUCTS: The Products to be included in this solicitation are as follows:

A. SPORTS FIELDS AND GROUNDS EQUIPMENT - A complete and comprehensive line of new unused Sports Fields and Grounds Equipment of the latest design and technology to include, but not limited to, mowing equipment, utility vehicles, spraying equipment, and turf cultivation equipment**.**

B. GOLF COURSE MAINTENANCE EQUIPMENT - A complete and comprehensive line of new unused Golf Course Maintenance Equipment of the latest design and technology to include, but not be

limited to, mowing equipment, utility vehicles, spraying equipment, renovation and utility equipment and turf cultivation equipment.

C. RELATED EQUIPMENT PARTS - A complete and comprehensive line of Original Equipment Manufacturer (OEM) Sports Fields and Grounds Equipment Parts and Golf Course Maintenance Equipment Parts.

D. USED EQUIPMENT – Provide access to quality used equipment.

E. BALANCE OF LINE - Each offeror may offer their balance of line for ground maintenance equipment items and accessories. The City reserves the right to accept or reject any or all balance of line items offered.

2. CURRENT PRODUCTS: All products being offered in response to this solicitation and labeled as new shall be in current and ongoing production; shall be formally announced for general marketing purposes; shall be a model or type currently functioning in a user (paying customer) environment and capable of meeting or exceeding all specifications and requirements set forth in this solicitation.

3. DEFECTIVE PRODUCT: All defective products shall be replaced and exchanged by the Contractor. The cost of transportation, unpacking, inspection, re-packing, re-shipping or other like expenses shall be paid by the Contractor. All replacement products must be received by the City within seven (7) days of initial notification.

4. EQUIPMENT/RECALL NOTICES: In the event of any recall notice, technical service bulletin, or other important notification affecting equipment purchased from this contract, a notice shall be sent to the Contract Representative. It shall be the responsibility of the contractor to assure that all recall notices are sent directly to the agencies Contract Representative.

5. EQUIPMENT STANDARDS AND GUIDELINES: All riding equipment must comply with appropriate ASAE (American Society of Agricultural Engineers – www.asae.org), SAE (Society of Automotive Engineers – www.sae.org) and OSHA (Occupational Safety and Health Administration – www.osha.org) standards for roll-over protection. All vehicles must comply with appropriate ANSI (American National Standards Institute – www.ansi.org) standards as related to operation on slopes.

6. SAFETY STANDARDS: The Offeror shall certify that the equipment being offered is designed and includes operating features that comply with the safety standard promulgated under the Federal Occupational Safety and Health Act (OSHA). If the equipment being offered is governed by OSHA regulations the successful Offeror is required to submit a certificate stating that such equipment complies with applicable OSHA standards.

During the term of this Contract, should there be modifications in federal and/or state laws and regulations regarding safety standards or other specifications and marketing procedures for the contracted item(s), the City of Tucson reserves the right to amend the Contract to provide for the delivery of items which conform to such changes. As a result, the City will negotiate any necessary price changes with the Contractor. Should negotiations fail the City may cancel the Contract for the affected items.

7. SAMPLE EQUIPMENT SPECIFICATIONS:

For each Item/Minimum Requirement, indicate “yes” or “no” under Comply. If you do not meet the Item/Minimum Requirement, indicate so in the “Exception” column and provide an explanation on why you don’t meet the requirement. Any deviations from the minimum requirements must be clearly presented on the table or in an attached letter.

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.

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	
Displacement – 69 cu. in. (1,131 cc)	Y N	
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	
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	
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	
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	
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, 4wd 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	

C. SERVICE REQUIREMENTS:

The City is interested in evaluating the following categories of value-add services for inclusion in this contract. The categories include, but are not limited to the following.

1. FINANCING: Describe financing options available such as lease programs and conditional sales contracts.

2. TRADE-INS: Describe in detail the proposed trade-in program.

3. SAFETY: All vendors performing services for the City or cooperative agencies are required and shall comply with all Occupational Safety and Health Administration (OSHA), State and County Safety and Occupational Health Standards and any other applicable rules and regulations. The supplier shall be held responsible for the safety of their employees and any unsafe acts or conditions that may cause injury or damage to any persons or property within and around the work site area under this contract.

4. TRAINING: The Contractor shall provide training for City of Tucson and other participating agency operators and service technicians at no cost to the City or agency. The Contractor will provide the following training for each equipment purchase:

- Vehicle/equipment operators will be trained in the operation of all machine functions, including operator preventive maintenance.
- Technicians will be trained in all operator functions, and in-depth preventive maintenance, troubleshooting and repair for all machine systems and components.
- The trainer shall be factory-trained and thoroughly knowledgeable in subjects to be taught.

5. DELIVERY: For City of Tucson purchases, equipment shall be delivered to various City of Tucson locations**.** All deliveries shall be made Monday through Friday from 8:00 a.m. to 3:00 p.m., Mountain Standard Time. The Contractor shall be required to give the Parks and Recreation Department a minimum of 24-hours notice prior to delivery with the anticipated time of delivery and quantity of units to be delivered.

The following documents are due upon delivery to the City or participating agency:

1. M.S.O. (Manufacturer Statement of Origin)
2. Warranty document
3. Required manuals

6. REPAIR SERVICES: The ability to provide repair services through authorized manufacturer's facilities or other avenues.

7. CUSTOMER SUPPORT SERVICES: The policies on replacements, returns, restocking charges, after hours service, after sales support, out of stock, order tracing, technical feedback, quality assurance for orders and drop shipments.

INSTRUCTIONS TO OFFERORS

1. **DEFINITION OF KEY WORDS USED IN THE SOLICITATION:**
For purposes of this solicitation and subsequent contract, the following definitions shall apply:
City: The City of Tucson, Arizona
Contract: The legal agreement executed between the City and the Contractor/Consultant. The Contract shall include this RFP document incorporated herein by reference, all terms, conditions, specifications, scope of work, Amendments, the Contractor's offer and negotiated items as accepted by the City.
Contractor/Consultant: The individual, partnership, or corporation who, as a result of the competitive solicitation process, is awarded a contract by the City.
Contract Representative: The City employee or employees who have specifically been designated to act as a contact person or persons to the Contractor, and is responsible for monitoring and overseeing the Contractor's performance under this Contract.
Director of Procurement: The contracting authority for the City, authorized to sign contracts and amendments thereto on behalf of the City.
May: Indicates something that is not mandatory but permissible.
Offeror: The individual, partnership, or corporation who submits a proposal in response to a solicitation.
Shall, Will, Must: Indicates a mandatory requirement. Failure to meet these mandatory requirements, if they constitute a substantive requirement, may, at the City's sole discretion, result in the rejection of a proposal as non-responsive.
Should: Indicates something that is recommended but not mandatory. If the Offeror fails to provide recommended information, the City may, at its sole option, ask the Offeror to provide the information or evaluate the proposal without the information.

2. **PRE-PROPOSAL CONFERENCE:** If scheduled, the date and time of a Pre-Proposal conference is indicated on the cover page of this document. Attendance at this conference is not mandatory. Written minutes and/or notes will not be available, therefore attendance is encouraged. If an Offeror is unable to attend the Pre-Proposal Conference questions may be submitted in writing. Offerors are encouraged to submit written questions, via electronic mail or facsimile, at least five days prior to the Request for Proposal due date to the Contract Officer listed above. The purpose of this conference will be to clarify the contents of this Request for Proposal in order to prevent any misunderstanding of the City's position. Any doubt as to the requirements of this Request for Proposal or any apparent omission or discrepancy should be presented to the City at this conference. The City will then determine the appropriate action necessary, if any, and may issue a written amendment to the Request for Proposal. Oral statements or instructions will not constitute an amendment to this Request for Proposal.

3. **INQUIRIES:** Any question related to the Request for Proposal shall be directed to the Contract Officer whose name appears above. An offeror shall not contact or ask questions of the department for whom the requirement is being procured. The Contract Officer may require any and all questions be submitted in writing. Offerors are encouraged to submit written questions via electronic mail or facsimile, at least five days prior to the proposal due date. Any correspondence related to a solicitation should refer to the appropriate Request for Proposal number, page and paragraph number. An envelope containing questions should be identified as such, otherwise it may not be opened until after the official proposal due date and time. Oral interpretations or clarifications will be without legal effect. Only questions answered by a formal written amendment to the Request for Proposal will be binding.

4. **AMENDMENT OF REQUEST FOR PROPOSAL:** The Offeror shall acknowledge receipt of a Request for Proposal Amendment by signing and returning the document by the specified due date and time.

5. **FAMILIARIZATION OF SCOPE OF WORK:** Before submitting a proposal, each offeror shall familiarize itself with the Scope of Work, laws, regulations and other factors affecting contract performance. The Offeror shall be responsible for fully understanding the requirements of the subsequent Contract and otherwise satisfy itself as to the expense and difficulties accompanying the fulfillment of contract requirements. The submission of a proposal will constitute a representation of compliance by the Offeror. There will be no subsequent financial adjustment, other than that provided by the subsequent Contract, for lack of such familiarization.

6. **PREPARATION OF PROPOSAL:**
   A. All proposals shall be on the forms provided in this Request for Proposal package. It is permissible to copy these forms as required. Facsimiles or electronic mail proposals shall not be considered.
   B. At a minimum, your proposal should include the signed Offer and Acceptance form, signed copies of any solicitation amendments, completed Price Page and your response to all evaluation criteria.
   C. The Offer and Acceptance page shall be signed by a person authorized to submit an offer. An authorized signature on the Offer and Acceptance page, Proposal Amendment(s), or cover letter accompanying the proposal documents shall constitute an irrevocable offer to sell the good and/or service specified herein. Offeror shall submit any additional requested documentation, signifying intent to be bound by the terms of the agreement.

D. The authorized person signing the proposal shall initial erasure, interlineations or other modifications on the proposal.
E. In case of error in the extension of prices in the proposal, unit price shall govern when applicable.
F. Periods of time, stated as a number of days, shall be in calendar days.
G. It is the responsibility of all offerors to examine the entire Request for Proposal package and seek clarification of any requirement that may not be clear and to check all responses for accuracy before submitting a proposal. Negligence in preparing a proposal confers no right of withdrawal after due date and time.
H. The City shall not reimburse the cost of developing, presenting, submitting or providing any response to this solicitation.
I. Offeror must list any subcontractors to be utilized in the performance of the services specified herein. For each subcontractor, details on respective qualifications must be included.

7. **PAYMENT DISCOUNTS:** Payment discount periods shall be computed from the date of receipt of the material/service or correct invoice, whichever is later, to the date City's payment warrant is mailed. Unless freight and other charges are itemized, any discount provided shall be taken on full amount of invoice. Payment discounts of twenty-one calendar days or more shall be deducted from the proposed price in determining the price points. However, the City shall be entitled to take advantage of any payment discount offered by a vendor provided payment is made within the discount period. The payment discount shall apply to all purchases and to all payment methods.

8. **TAXES:** The City of Tucson is exempt from federal excise tax, including the federal transportation tax.

9. **PROPOSAL/SUBMITTAL FORMAT: An original and 4 copies (5 total) of each proposal** should be submitted on the forms and in the format specified in the RFP. Offerors shall also submit one electronic copy of the proposal on cd, disc or zip disc in MS Office 2003 or .pdf format. Any confidential information shall be submitted on a separate cd, disc or zip disc. The original copy of the proposal should be clearly labeled "Original" and shall be single-sided, three hole punched and in a binder. The material should be in sequence and related to the RFP. **The sections of the submittal should be tabbed, clearly identifiable and should include a minimum of the following sections: the completed Offer and Acceptance Form, all signed Amendments, a copy of this RFP document and the Offeror's response to the Evaluation Criteria including the completed Price Page.** Failure to include the requested information may have a negative impact on the evaluation of the offeror's proposal.

10. **EXCEPTIONS TO CONTRACT PROVISIONS:** A response to any Request for Proposal is an offer to contract with the City based upon the contract provisions contained in the City's Request for Proposal, including but not limited to, the specifications, scope of work and any terms and conditions. Offerors who wish to propose modifications to the contract provisions must clearly identify the proposed deviations and any proposed substitute language. The provisions of the Request for Proposal cannot be modified without the express written approval of the Director or his designee. If a proposal or offer is returned with modifications to the contract provisions that are not expressly approved in writing by the Director or his designee, the contract provisions contained in the City's Request for Proposal shall prevail.

11. **PUBLIC RECORD:** All proposals submitted in response to this Request for Proposal shall become the property of the City and shall become a matter of public record available for review subsequent to the award notification.

12. **CONFIDENTIAL INFORMATION:** The City of Tucson is obligated to abide by all public information laws. If an Offeror believes that any portion of a proposal, offer, specification, protest or correspondence contains information that should be withheld, a statement advising the Contract Officer of this fact should accompany the submission and the information shall be so identified wherever it appears. The City shall review all requests for confidentiality and may provide a written determination to designate specified documents confidential or the request may be denied. Price is not confidential and will not be withheld. If the confidential request is denied, such information shall be disclosed as public information, unless the offeror submits a formal written objection.

13. **CERTIFICATION:** By signature on the Offer and Acceptance page, solicitation Amendment(s), or cover letter accompanying the submittal documents, Offeror certifies:
    A. The submission of the offer did not involve collusion or other anti-competitive practices.
    B. The Offeror shall not discriminate against any employee or applicant for employment in violation of Federal or State law.
    C. The Offeror has not given, offered to give, nor intends to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, meal or service to a public servant in connection with the submitted offer.
    D. The Offeror hereby certifies that the individual signing the submittal is an authorized agent for the Offeror and has the authority to bind the Offeror to the Contract.

14. **WHERE TO SUBMIT PROPOSALS:** In order to be considered, the Offeror must complete and submit its proposal to the City of Tucson Department of Procurement at the location indicated, prior to or at the exact date and time indicated on the Notice of Request for Proposal page. The Offeror's proposal shall be submitted in a sealed envelope. The words "SEALED

PROPOSAL" with the REQUEST FOR PROPOSAL TITLE, REQUEST FOR PROPOSAL NUMBER, PROPOSAL DUE DATE AND TIME and OFFEROR'S NAME AND ADDRESS shall be written on the envelope.

15. **LATE PROPOSALS:** Late proposals will be rejected.

16. **OFFER AND ACCEPTANCE PERIOD:** In order to allow for an adequate evaluation, the City requires an offer in response to this solicitation to be valid and irrevocable for ninety (90) days after the proposal due date and time.

17. **WITHDRAWAL OF PROPOSAL:** At any time prior to the specified solicitation due date and time, an offeror may formally withdraw the proposal by a written letter, facsimile or electronic mail from the Offeror or a designated representative. Telephonic or oral withdrawals shall not be considered.

18. **DISCUSSIONS:** The City reserves the right to conduct discussions with offerors for the purpose of eliminating minor irregularities, informalities, or apparent clerical mistakes in the proposal in order to clarify an offer and assure full understanding of, and responsiveness to, solicitation requirements.

19. **CONTRACT NEGOTIATIONS**: Exclusive or concurrent negotiations may be conducted with responsible offeror(s) for the purpose of altering or otherwise changing the conditions, terms and price of the proposed contract unless prohibited. Offerors shall be accorded fair and equal treatment in conducting negotiations and there shall be no disclosure of any information derived from proposals submitted by competing offerors. Exclusive or concurrent negotiations shall not constitute a contract award nor shall it confer any property rights to the successful offeror. In the event the City deems that negotiations are not progressing, the City may formally terminate these negotiations and may enter into subsequent concurrent or exclusive negotiations with the next most qualified firm(s).

20. **VENDOR APPLICATION:** Prior to the award of a Contract, the successful offeror shall register with the City's Department of Procurement. Registration can be completed at http://www.tucsonprocurement.com/ by clicking on Vendor Services. Please note that email notifications of newly published solicitations and amendments will be provided to those vendors that select email as their preferred delivery method in their vendor record.

21. **CITY OF TUCSON BUSINESS LICENSE:** It is the responsibility of the Contractor to have a City of Tucson Business License throughout the life of this contract or a written determination from the City's Business License Section that a license is not required. At any time during the contract, the City may request the Contractor to provide a valid copy of the business license or a written determination that a business license is not required. Application for a City Business License can be completed at http://www.tucsonaz.gov/etax. For questions contact the City's Business License Section at (520) 791-4566 or email at tax-license@tucsonaz.gov.

22. **UPON NOTICE OF INTENT TO AWARD:** The apparent successful offeror shall sign and file with the City, within five (5) days after Notice of Intent to Award, all documents necessary to the successful execution of the Contract.

23. **AWARD OF CONTRACT:** Notwithstanding any other provision of the Request for Proposal, the City reserves the right to:
(1) waive any immaterial defect or informality; or
(2) reject any or all proposals, or portions thereof; or
(3) reissue the Request for Proposal.

A response to this Request for Proposal is an offer to contract with the City based upon the terms, conditions and Scope of Work contained in the City's Request for Proposal. Proposals do not become contracts unless and until they are executed by the City's Director of Procurement and the City Attorney. A contract has its inception in the award, eliminating a formal signing of a separate contract. All of the terms and conditions of the contract are contained in the Request for Proposal, unless any of the terms and conditions are modified by a Request for Proposal amendment, a Contract Amendment, or by mutually agreed terms and conditions in the Contract documents.

24. **PROPOSAL RESULTS:** The name(s) of the successful offeror(s) will be posted on the Procurement Department's Internet site at http://www.tucsonprocurement.com/ upon issuance of a Notice of Intent to Award or upon final contract execution.

25. **PROTESTS:** A protest shall be in writing and shall be filed with the Director of Procurement. A protest of a Request for Proposal shall be received at the Department of Procurement not less than five (5) working days before the Request for Proposal due date. A protest of a proposed award or of an award shall be filed within ten (10) days after issuance of notification of award or issuance of a notice of intent to award, as applicable. A protest shall include:

A. The name, address, and telephone number of the protestant;
B. The signature of the protestant or its representative;
C. Identification of the Request for Proposal or Contract number;
D. A detailed statement of the legal and factual grounds of protest including copies of relevant documents; and
E. The form of relief requested.

PROPOSAL EVALUATION REQUIREMENTS

I. PROPOSAL EVALUATION CRITERIA – (listed in relative order of importance)

A. Method of Approach

B. Price Proposal

C. Qualifications & Experience

II. REQUIREMENTS SPECIFIC TO EVALUATION CRITERIA:

The narrative portion and the materials presented in response to this Request for Proposal should be submitted in the same order as requested and must contain, at a minimum, the following:

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.

2. Distribution Network

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

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.

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.

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

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

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

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.

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

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.

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.

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

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

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

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

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.

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

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

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.

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

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?

e. Describe your training programs. The proposed training program shall include but not be limited to:
   1. How will equipment training be conducted?
   2. Describe the training curriculum for the equipment operators.

3. Describe the training curriculum for the service technicians.
4. How will you accommodate various work shifts?
5. What type of documentation is provided with the proposed training?
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?

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

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.

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?

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.

7. Other

a. Describe any government rebate programs that are offered.

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.

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.

4. The discount structure provided by the supplier is intended to remain constant 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.

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.

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.

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.

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

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**.**

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.

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

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

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

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

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

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.

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.

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

III. GENERAL

A. Shortlist:

The City reserves the right to shortlist the offerors on Method of Approach, Price Proposal and/or Qualifications and Experience of the stated criteria. However, the City may determine that shortlisting is not necessary. Offeror's who are shortlisted may be required to participate in an additional in depth pricing exercise.

B. Interviews:

The City reserves the right to conduct interviews with some or all of the offerors at any point during the evaluation process. However, the City may determine that interviews are not necessary. In the event interviews are conducted, information provided during the interview process shall be taken into consideration when evaluating the stated criteria. The City shall not reimburse the offeror for the costs associated with the interview process.

C. Additional Investigations:

The City reserves the right to make such additional investigations as it deems necessary to establish the competence and financial stability of any offeror submitting a proposal.

D. Prior Experience:

Experiences with the City and entities that evaluation committee members represent and that are not specifically mentioned in the solicitation response may be taken into consideration when evaluating offers.

E. Multiple Awards:

To provide adequate contract coverage, at the City's sole discretion, multiple awards may be made.

SPECIAL TERMS AND CONDITIONS

1. **COOPERATIVE PURCHASING:** The City is acting as a contracting agency for any other governmental agency that elects to utilize the resulting contract through participation in National IPA. All transactions, purchase orders, etc, will occur directly between the Contractor and each Participating Agency individually, and neither National IPA nor any governmental agency shall be liable for any acts, liabilities, damages, etc. incurred by any other Participating Agency.

   Public agencies that have entered into a Cooperative Purchasing Agreement with the City of Tucson's Department of Procurement is eligible to participate in any subsequent Contract. See **www.tucsonprocurement.com** and click on Cooperatives for a list of the public agencies that have currently entered into Cooperative Purchasing Agreements with the City of Tucson. Additionally, this contract is eligible for use by the Strategic Alliance for Volume Expenditures (SAVE) cooperative. See **http://www.maricopa.gov/procurement/PubDocuments/SAVE-members.pdf** for a listing of Participating Public Agencies. The parties agree that these lists are subject to change. See Attachment I – National IPA Exhibits, EXHIBIT F- NATIONAL IPA ADVERTISING COMPLIANCE REQUIREMENT for additional Participating Public Agencies.

2. **FEDERAL, STATE AND LOCAL TAXES, LICENSES AND PERMITS:** The Supplier shall comply with all Federal, State, and local licenses and permits required for the operation of the business conducted by the Supplier as applicable to this Contract. The Supplier shall, at no expense to the City, National IPA, or other Participating Public Agencies, procure and keep in force during the entire period of the Agreement all such permits and licenses.

3. **SUBCONTRACTORS:** No subcontract shall be made by the contractor with any other party for furnishing any of the services herein contracted for without the advance written approval of the Department of Procurement. All subcontractors shall comply with Federal and State laws and regulations that are applicable to the services covered by the subcontractor and shall include all the terms and conditions set forth herein which shall apply with equal force to the subcontract, as if the subcontractor were the Contractor referred to herein. Contractor is responsible for contract performance whether or not subcontractors are used.

4. **FOB DESTINATION FREIGHT PREPAID:** Prices shall be FOB Destination Freight Prepaid to the delivery location designated. Contractor shall retain title and control of all goods until they are delivered and the Contract of coverage has been completed. All risk of transportation and all related charges shall be the responsibility of the Contractor. All claims for visible or concealed damage shall be filed by the Contractor. The City will assist the Contractor in arranging for inspection.

5. **RIGHT TO TERMINATE FOR CHANGE IN OWNERSHIP OR MATERIAL RESTRUCTURE OF THE CONTRACTOR:** In addition to the Termination of Contract clause in the Standard Terms and Conditions section of this solicitation and resulting contract, the City reserves the right to cancel the whole or part of this contract within 60 days written notice of the completion of any material change of ownership in the Contractor's company, including its sale, merger, consolidation or dissolution.

6. **TERM AND RENEWAL:** The term of the Contract shall commence upon award and shall remain in effect for a period of one (1) year, unless terminated, canceled or extended as otherwise provided herein. The Contractor agrees that the City of Tucson shall have the right, at its sole option, to renew the Contract for four (4) additional one-year periods or portions thereof. In the event that the City exercises such rights, all terms, conditions and provisions of the original Contract shall remain the same and apply during the renewal period with the possible exception of price and minor scope additions and/or deletions.

7. **PRICE ADJUSTMENT:** The City will review fully documented requests for price adjustment after any Contract has been in effect for one (1) year. Any price adjustment will only be made at the time of Contract

renewal and/or extension and will be a factor in the extension review process. The City will determine whether the requested price adjustment or an alternate option, is in the best interest of the

8. **INSURANCE:** The City requires a complete and valid Certificate of Insurance prior to the commencement of any service or activity specified in this solicitation. The City will notify the successful Contractor of the intent to issue a Contract award. The successful Contractor must at that time submit an original copy of the Certificate of Insurance, for public liability insurance of $1,000,000 (combined single limit) for bodily injuries, and $100,000 for property damage. CERTIFICATE SHALL SHOW THE CITY OF TUCSON AS AN ADDITIONAL INSURED. The coverages shall be maintained in full force and effect during the term of the Contract and shall not serve to limit any liabilities or any other Contractor obligations.

STANDARD TERMS AND CONDITIONS

1. **ADVERTISING:** Contractor shall not advertise or publish information concerning this Contract without prior written consent of the City's Director of Procurement.

2. **AFFIRMATIVE ACTION:** Contractor shall abide by the provisions of the Tucson Procurement Code Chapter 28, Article XII.

3. **AMERICANS WITH DISABILITIES ACT:** The Contractor shall comply with all applicable provisions of the Americans with Disabilities Act (Public Law 101-336, 42 U.S.C. 12101, et seq.) and applicable Federal regulations under the Act.

4. **APPLICABLE LAW:** This Contract shall be governed, and the City and Contractor shall have all remedies afforded to each, by the Tucson Procurement Code and the law of the State of Arizona. State law claims shall be brought only in Pima County Superior Court.

5. **ASSIGNMENT-DELEGATION:** No right or interest in this Contract shall be assigned by the Contractor without prior written permission of the City, and no delegation of any duty of the Contractor shall be made without prior written permission of the City's Director of Procurement. The City shall not unreasonably withhold approval and shall notify the Contractor of the City's position by written notice.

6. **CERTIFICATION OF COMPLIANCE WITH A.R.S. SEC. 35-393 ET SEQ.:** By signing this contract, the Contractor certifies that it does not have scrutinized business operations in Iran as required by A.R.S. sec. 35-393 et seq. If the City determines that the Contractor has submitted a false certification, the City may impose remedies as provided in the Tucson Procurement Code up to and including termination of this contract.

7. **CHILD/SWEAT-FREE LABOR POLICY:** The Contractor shall comply with all applicable provisions of the United States Federal and State Child Labor and Worker's Right laws and agrees if called upon to affirm in writing, that they, and any subcontractor involved in the provision of goods to the City, are in compliance.

8. **CLEAN UP:** The Contractor shall at all times keep the contract area, including storage areas used by the Contractor, free from accumulation of waste material or rubbish and, prior to completion of the work, remove any rubbish from the premises and all tools, scaffolding, equipment and materials not property of the City. Upon completion of the repair, the Contractor shall leave the work and premises in clean, neat and workmanlike condition.

9. **COMMENCEMENT OF WORK:** The Contractor is cautioned not to commence any billable work or provide any material or service under this Contract until Contractor receives purchase order or is otherwise directed to do so, in writing, by the City.

10. **CONFIDENTIALITY OF RECORDS:** The Contractor shall establish and maintain procedures and controls that are acceptable to the City for the purpose of assuring that no information contained in its records or obtained from the City or from others in carrying out its functions under the Contract shall be used by or disclosed by it, its agents, officers, or employees, except as required to efficiently perform duties under the Contract. Persons requesting such information should be referred to the City. Information pertaining to individual persons shall not be divulged other than to employees or officers of Contractor as needed for the performance of duties under the Contract, unless otherwise agreed to in writing by the City.

11. **CONTRACT AMENDMENTS:** The Procurement Department has the sole authority to:

    A. Amend the contract or enter into supplemental verbal or written agreements;
    B. Grant time extensions or contract renewals;
    C. Otherwise modify the scope or terms and provisions of the contract.

    This Contract shall only be modified with the approval of the Department of Procurement. Except in the case of a documented emergency, approval must be granted prior to performance. Any contract modification not explicitly approved by the Procurement Department through a written contract amendment or change order is performed at the sole risk of the Contractor and may not be eligible for payment by the City.

12. **CONTRACT:** The Contract shall be based upon the Request for Proposal issued by the City and the Offer submitted by the Contractor in response to the Request for Proposal. The offer shall substantially conform to the terms, conditions, specifications and other requirements set forth within the text of the Request for Proposal. The City reserves the right to clarify any contractual terms with the concurrence of the Contractor; however, any substantial non-conformity in the offer, as determined by the City's Director of Procurement, shall be deemed non-responsive and the offer rejected. The Contract shall contain the entire agreement between the City of Tucson and the Contractor relating to this requirement and shall

prevail over any and all previous agreements, contracts, proposals, negotiations, purchase orders, or master agreements in any form.

13. **DEFAULT IN ONE INSTALLMENT TO CONSTITUTE TOTAL BREACH:** Contractor shall deliver conforming materials in each installment or lot of this Contract and may not substitute nonconforming materials. Delivery of nonconforming materials, or default of any nature, may constitute breach of the Contract. Noncompliance may be deemed a cause for possible Contract termination.

14. **DUPLEXED/RECYCLED PAPER:** In accordance with efficient resource procurement and utilization policies adopted by the City of Tucson, the Contractor shall ensure that, whenever practicable, all printed materials produced by the Contractor in the performance of this Contract are duplexed (two-sided copies), printed on recycled paper and labeled as such.

15. **EXCLUSIVE POSSESSION:** All services, information, computer program elements, reports and other deliverables created under this Contract are the sole property of the City of Tucson and shall not be used or released by the Contractor or any other person except with prior written permission by the City.

16. **FEDERAL IMMIGRATION LAWS AND REGULATIONS:** Contractor warrants that it complies with all Federal Immigration laws and regulations that relate to its employees and complies with A.R.S. § 23-214(A) and that it requires the same compliance of all subcontractors under this Contract. Contractor acknowledges that pursuant to A.R.S. § 41-4401 and effective September 30, 2008, a breach of this warranty is a material breach of this Contract subject to penalties up to and including termination of this Contract. The City retains the legal right to audit the records of the Contractor and inspect the papers of any employee who works for the Contractor to ensure compliance with this warranty and the Contractor shall assist in any such audit. The Contractor shall include the requirements of this paragraph in each contract with subcontractors under this Contract.

    If the Contractor or subcontractor warrants that it has complied with the employment verification provisions prescribed by sections 274(a) and 274(b) of the Federal Immigration and Nationality Act and the E-verify requirements prescribed by A.R.S. § 23-214(A), the Contractor or subcontractor shall be deemed to be in compliance with this provision. The City may request proof of such compliance at any time during the term of this Contract by the Contractor and any subcontractor.

17. **FORCE MAJEURE:** Except for payment of sums due, neither party shall be liable to the other nor deemed in default under this Contract if and to the extent that such party's performance of this Contract is prevented by reason of Force Majeure. The term "Force Majeure" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence. Force Majeure shall not include late performance by a subcontractor unless the delay arises out of a Force Majeure occurrence in accordance with this Force Majeure term and condition.

    If either party is delayed at any time in the progress of the work by Force Majeure, the delayed party shall notify the other party in writing of such delay, as soon as is practical, of the commencement thereof and shall specify the causes of such delay in such notice. Such notice shall be hand-delivered or mailed certified-return receipt and shall make a specific reference to this article, thereby invoking its provisions. The delayed party shall cause such delay to cease as soon as practicable and shall notify the other party in writing when it has done so. The time of completion shall be extended by contract modification for a period of time equal to the time that results or effects of such delay prevent the delayed party from performing in accordance with this Contract.

18. **GRATUITIES:** The City may, by written notice to the Contractor, terminate this Contract if it is found that gratuities, in the form of entertainment, gifts, meals or otherwise, were offered or given by the Contractor or any agent or representative of the Contractor, to any officer or employee of the City amending, or the making of any determinations with respect to the performing of such Contract. In the event this Contract is terminated by the City pursuant to this provision, the City shall be entitled, in addition to any other rights and remedies, to recover or withhold from the Contractor the amount of the gratuity.

19. **HUMAN RELATIONS:** Contractor shall abide by the provisions of the Tucson City Code Chapter 28, Article XII.

20. **INDEMNIFICATION:** To the fullest extent permitted by law, Contractor, its successors, assigns and guarantors, shall pay, defend, indemnify and hold harmless the City of Tucson, its agents, representatives, officers, directors, officials and employees from and against all allegations, demands, proceedings, suits, actions, claims, including claims of patent or copyright infringement, damages, losses, expenses, including but not limited to, attorney fees, court costs, and the cost of appellate proceedings, and all claim adjusting and handling expense, related to, arising from or out of or resulting from any actions, acts, errors, mistakes or omissions caused in whole or part by Contractor relating to work, services and/or products provided in the performance of this Contract, including but not limited to, any Subcontractor or anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable and any injury or damages claimed by any of Contractor’s and Subcontractor’s employees.

21. INDEPENDENT CONTRACTOR: It is understood that each party shall act in its individual capacity and not as an agent, employee, partner, joint venturer, or associate of the other. An employee or agent of one party shall not be deemed or construed to be the employee or agent of the other party for any purpose.

The Contractor shall not be entitled to compensation in the form of salaries, paid vacation or sick days by the City.

The City of Tucson will not provide any insurance coverage to the Contractor, including Worker's Compensation coverage. The Contractor is advised that taxes, social security payments, and other withholdings shall not be withheld from a City payment issued under this Contract and that Contractor should make arrangements to directly pay such expenses.

22. INSPECTION AND ACCEPTANCE: All material or service is subject to final inspection and acceptance by the City. Material or service failing to conform to the specifications of this Contract shall be held at the Contractor's risk and may be returned to the Contractor. If returned, all costs are the responsibility of the Contractor. Noncompliance may be deemed a cause for possible Contract termination.

23. INTERPRETATION-PAROLE EVIDENCE: This Contract is intended by the parties to be a final expression of their agreement and is intended also as a complete and exclusive statement of the terms of this agreement. No course of prior dealings between the parties and no usage of the trade shall be relevant to supplement or explain any term used in the Contract. Acceptance or consent in the course of performance under this Contract shall not be relevant to determine the meaning of this Contract even though the accepting or consenting party has knowledge of the nature of the performance and the opportunity to object.

24. LICENSES: Contractor shall maintain in current status all Federal, State, and local licenses and permits required for the operation of the business conducted by the Contractor as applicable to this Contract.

25. LIENS: All materials, services, and other deliverables supplied to the City under this Contract shall be free of all liens other than the security interest. Security interest shall extinguish upon full payment made by the City. Upon the City's request, the Contractor shall provide a formal release of all liens.

26. NO REPLACEMENT OF DEFECTIVE TENDER: Every tender of materials must fully comply with all provisions of this Contract. If a tender is made which does not fully comply, this shall conform to the termination clause set forth within this document.

27. NON-EXCLUSIVE CONTRACT: Any contract resulting from this solicitation shall be awarded with the understanding and agreement that it is for the sole convenience of the City of Tucson. The City reserves the right to obtain like goods or services from another source when necessary.

28. OVERCHARGES BY ANTITRUST VIOLATIONS: The City maintains that, in actual practice, overcharges resulting from antitrust violations are borne by the purchaser. Therefore, to the extent permitted by law, the Contractor hereby assigns to the City any and all claims for such overcharges as to the materials or services used to fulfill the Contract.

29. PAYMENT: The City's preferred method of payment is via credit card. The City will issue a Purchase Order and, in some cases, either provide a credit card for payment at the time of ordering or pay subsequent invoices by credit card upon receipt of goods or services in good order. However, not all City employees will possess a credit card and, therefore, the City reserves the right to make payment by check as it deems necessary.

Unless payment is made by credit card at time of order or point of sale, a separate invoice shall be issued for each shipment of material or service performed, and no payment shall be issued prior to receipt of material or service and correct invoice.

The City shall make every effort to process payment for the purchase of materials or services within twenty-one (21) calendar days after receipt of materials or services and a correct invoice.

The Contractor's payment terms shall apply to all purchases and to all payment methods.

30. PROTECTION OF GOVERNMENT PROPERTY: The Contractor shall use reasonable care to avoid damaging existing buildings, equipment, and vegetation (such as trees, shrubs, and grass) on City property. If the Contractor fails to do so and damages such property, the Contractor shall replace or repair the damage at no expense to the City, as determined and approved by the City's Director of Procurement. If the Contractor fails or refuses to make such repair or replacement, the City will determine a cost and the Contractor shall be liable for the cost thereof, which may be deducted from the Contract price.

31. PROVISIONS REQUIRED BY LAW: Each and every provision of law and any clause required by law to be in the Contract shall be read and enforced as though it were included herein, and if through mistake or otherwise any such provision is not inserted, or is not correctly inserted, then upon the application of either party the Contract shall be amended to make such insertion or correction.

32. RECORDS: Internal control over all financial transactions related to this Contract shall be in accordance with sound fiscal policies. The City may, at reasonable times and places, audit the books and records of the Contractor and/or any subcontractors. Said audit shall be limited to this Contract.

33. RIGHT TO ASSURANCE: Whenever one party to this Contract has reason to question, in good faith, the other party's intent to perform, the former party may demand that the other party give a written assurance of this intent to perform. In the event that a demand is made and no written assurance is given within five (5) days, the demanding party may treat this failure as the other party's intent not to perform and as a cause for possible Contract termination.

34. RIGHT TO INSPECT: The City may, at reasonable times, and at the City's expense, inspect the place of business of a Contractor or subcontractor which is related to the performance of any Contract as awarded or to be awarded.

35. RIGHTS AND REMEDIES: No provision in this document or in the Contractor's proposal shall be construed, expressly or by implication, as a waiver by either party of any existing or future right and/or remedy available by law in the event of any claim, default or breach of contract. The failure of either party to insist upon the strict performance of any term or condition of the Contract, to exercise or delay the exercise of any right or remedy provided in the Contract or by law, or to accept materials or services required by this Contract or by law shall not be deemed a waiver of any right of either party to insist upon the strict performance of the Contract.

36. SEVERABILITY: The provisions of this Contract are severable to the extent that any provision or application held to be invalid shall not affect any other provision or application of the Contract which may remain in effect without the valid provision or application.

37. SHIPMENT UNDER RESERVATION PROHIBITED: No tender of a bill of lading shall operate as a tender of the materials. Non-compliance shall conform to the termination clause set forth within this document.

38. SUBCONTRACTS: No subcontract shall be entered into by the Contractor with any other party to furnish any of the material/service specified herein without the advance written approval of the City's Director of Procurement. All subcontracts shall comply with Federal and State laws and regulations which are applicable to the services covered by the subcontract and shall include all the terms and conditions set forth herein which shall apply with equal force to the subcontract, as if the subcontractor were the Contractor referred to herein. The Contractor is responsible for contract performance whether or not subcontractors are used.

39. SUBSEQUENT EMPLOYMENT: The City may terminate this Contract without penalty or further obligation pursuant to A.R.S. Section 38-511 if any person significantly involved in initiating, negotiating, securing, drafting, or creating the Contract, on behalf of the City, is or becomes, at any time while the Contract or any extension of the Contract is in effect, an employee of, or a contractor to, any other party to this Contract with respect to the subject matter of the Contract. Termination shall be effective when written notice from the City's Director of Procurement is received by the parties to this Contract, unless the notice specifies a later time.

40. TERMINATION OF CONTRACT: This Contract may be terminated at any time by mutual written consent, or by the City, with or without cause, upon giving thirty (30) days written notice. The City, at its convenience, by written notice, may terminate this Contract, in whole or in part. If this Contract is terminated, the City shall be liable only for payment under the

payment provisions of this Contract for services rendered and accepted material received by the City before the effective date of termination.

The City reserves the right to terminate the whole or any part of this Contract due to the failure of the Contractor to carry out any term or condition of the Contract. The City will issue a written ten (10) day notice of default to the Contractor for acting or failing to act as specified in any of the following:

In the opinion of the City, the Contractor provides personnel that do not meet the requirements of the Contract;

In the opinion of the City, the Contractor fails to perform adequately the stipulations, conditions or services/specifications required in this Contract;

In the opinion of the City, the Contractor attempts to impose personnel, materials, products or workmanship of an unacceptable quality;

The Contractor fails to furnish the required service and/or product within the time stipulated in the Contract;

In the opinion of the City, the Contractor fails to make progress in the performance of the requirements of the Contract;

The Contractor gives the City a positive indication that the Contractor will not or cannot perform to the requirements of the Contract.

Each payment obligation of the City created by this Contract is conditioned upon the availability of City, State and Federal funds that are appropriated or allocated for the payment of such an obligation. If funds are not allocated by the City and available for the continued purchase of the services and/or materials provided under this Contract, this Contract may be terminated by the City at the end of the period for which funds are available. The City will endeavor to notify the Contractor in the event that continued service will or may be affected by non-appropriation. No penalty shall accrue to the City in the event this provision is exercised, and the City shall not be obligated or liable for any future payments due or for any damages as a result of termination under this paragraph.

41. TITLE AND RISK OF LOSS: The title and risk of loss of material or service shall not pass to the City until the City actually receives the material or service at the point of delivery, unless otherwise provided within this Contract.

42. WARRANTIES: Contractor warrants that all material or service delivered under this Contract shall conform to the specifications of this Contract. Mere receipt of shipment of the material or service specified and any inspection incidental thereto by the City shall not alter or affect the obligations of the Contractor or the rights of the City under the foregoing warranties. Additional warranty requirements may be set forth in this document.

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 _____ MANUFACTURER AND MODEL NUMBER	$_____
2.	Heavy Duty Utility Vehicle, as per specifications _____ MANUFACTURER AND MODEL NUMBER	$_____
3.	Surrounds Mower, as per specifications _____ MANUFACTURER AND MODEL NUMBER	$_____
4.	Triplex Greens Mower, as per specifications _____ MANUFACTURER AND MODEL NUMBER	$_____
5.	Wide Area Rotary Mower, as per specifications _____ MANUFACTURER AND MODEL NUMBER	$_____

(A) EQUIPMENT TOTAL FOR ITEMS 1-5 $_____

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	_____%
	_____	_____%
	_____	_____%
	_____	_____%
B.	GOLF COURSE MAINTENANCE EQUIPMENT	_____%
	_____	_____%
	_____	_____%
	_____	_____%
C.	RELATED EQUIPMENT PARTS	_____%
	_____	_____%
	_____	_____%
	_____	_____%
D.	USED EQUIPMENT	_____%
	_____	_____%
	_____	_____%
	_____	_____%
E.	BALANCE OF LINE	_____%
	_____	_____%
	_____	_____%
	_____	_____%

PRICE PAGE
(REPLACEMENT PARTS FOR SAMPLE EQUIPMENT)

ITEM#	DESCRIPTION	QTY	UNIT PRICE	EXTENDED PRICE
1.	Equipment: Bunker Rake Replacement Parts/Accessories:			
	Professional Infield Finisher _____ PART/ITEM NUMBER	3 EA	$_____	$_____
	Wheel Motor _____ PART/ITEM NUMBER	5 EA	$_____	$_____
2.	Equipment: Heavy Duty Utility Vehicle Replacement Parts/Accessories:			
	Master Brake Cylinder _____ PART/ITEM NUMBER	5 EA	$_____	$_____
	Clutch Cable Assembly _____ PART/ITEM NUMBER	5 EA	$_____	$_____
3.	Equipment: Surrounds Mower Replacement Parts/Accessories:			
	Air Filter _____ PART/ITEM NUMBER	5 EA	$_____	$_____
	Oil Filter _____ PART/ITEM NUMBER	5 EA	$_____	$_____
	Fuel Filter _____ PART/ITEM NUMBER	5 EA	$_____	$_____
	Cutting Blades _____ PART/ITEM NUMBER	2 SETS	$_____	$_____
	Blade Bearing Kit _____ PART/ITEM NUMBER	2 EA	$_____	$_____
	Cutting Belts _____ PART/ITEM NUMBER	5 EA	$_____	$_____

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

ITEM#	DESCRIPTION	QTY	UNIT PRICE	EXTENDED PRICE
3. (con't)	Tires	4 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Starter	1 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
4.	Equipment: Triplex Greens Mower Replacement Parts/Accessories:			
	Air Filter	5 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Oil Filter	5 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Fuel Filter	5 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Cutting Blades	2 SETS	$_____	$_____
	_____ PART/ITEM NUMBER			
	Blade Bearing Kit	2 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Cutting Belts	5 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Tires	4 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Starter	1 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
5.	Equipment: Wide Area Mower Replacement Parts/Accessories:			
	Air Filter	5 EA	$_____	$_____
	_____			

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

ITEM#	DESCRIPTION	QTY	UNIT PRICE	EXTENDED PRICE
5. (Con't)	PART/ITEM NUMBER			
	Oil Filter	5 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Fuel Filter	5 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Cutting Blades	2 SETS	$_____	$_____
	_____ PART/ITEM NUMBER			
	Blade Bearing Kit	2 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Cutting Belts	5 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Tires	4 EA	$_____	$_____
	_____ PART/ITEM NUMBER			
	Starter	1 EA	$_____	$_____
	_____ PART/ITEM NUMBER			

(B) TOTAL EXTENDED PRICE FOR REPLACEMENT PARTS FOR ITEMS 1-5 $_____

(A) EQUIPMENT TOTAL FOR ITEMS 1-5 $_____

(B) TOTAL EXTENDED PRICE FOR REPLACEMENT PARTS FOR ITEMS 1-5 $_____

GRAND TOTAL (A + B) $_____

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.

_____
Company Name

_____
Address

_____
City State Zip

_____
Signature of Person Authorized to Sign

_____
Printed Name

_____
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

ATTACHMENTS

Attachment I – National IPA Exhibits

Attachment I – National IPA Exhibits

Requirements for National Cooperative Contract
To be Administered by
National Intergovernmental Purchasing Alliance Company

The following documents are used in evaluating and administering national cooperative contracts and are included for Supplier's review and response.

National IPA Exhibit A – NATIONAL IPA RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

National IPA Exhibit B – NATIONAL IPA ADMINISTRATION AGREEMENT, EXAMPLE

National IPA Exhibit C – NATIONAL IPA MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT, EXAMPLE

National IPA Exhibit D – NATIONAL IPA PRINCIPAL PROCUREMENT AGENCY CERTIFICATE, EXAMPLE

National IPA Exhibit E – NATIONAL IPA CONTRACT SALES REPORTING TEMPLATE

National IPA Exhibit F – NATIONAL IPA ADVERTISING COMPLIANCE REQUIREMENT

1.0 Scope of National Cooperative Contract

1.1 Requirement

The City (hereinafter defined and referred to as "Principal Procurement Agency"), on behalf of itself and the National Intergovernmental Purchasing Alliance Company ("National IPA"), is requesting proposals for Grounds Maintenance Equipment. The intent of this Request for Proposal is that any contract between Principal Procurement Agency and Supplier resulting from this Request for Proposal (hereinafter defined and referred to as the "Master Agreement") be made available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through National IPA's cooperative purchasing program. The Principal Procurement Agency has executed a Principal Procurement Agency Certificate with National IPA (an example of which is included as Exhibit D) and has agreed to pursue the Master Agreement. Use of the Master Agreement by any Public Agency, including the Principal Procurement Agency, will be preceded by their registration with National IPA as a Participating Public Agency in National IPA's cooperative purchasing program. Registration with National IPA as a Participating Public Agency is accomplished by Public Agencies entering into a Master Intergovernmental Cooperative Purchasing Agreement, an example of which is attached as Exhibit C. The terms and pricing established in the resulting Master Agreement between the Supplier and the Principal Procurement Agency will be the same as that available to Participating Public Agencies through National IPA.

All transactions, purchase orders, etc., will occur directly between the Supplier and each Participating Public Agency individually, and neither National IPA, any Principal Procurement Agency nor any Participating Public Agency, including their respective agents, directors, employees or representatives, shall be liable to Supplier for any acts, liabilities, damages, etc. incurred by any other Participating Public Agency.

This Exhibit A defines the expectations for qualifying Suppliers based on National IPA's requirements to market the resulting Master Agreement nationally to Public Agencies. Each section in this Exhibit A refers to the capabilities, requirements, obligations, and prohibitions of competing Suppliers on a national level in order to serve Participating Public Agencies through National IPA.

These requirements are incorporated into and are considered an integral part of this RFP. National IPA reserves the right to determine whether or not to make the Master Agreement awarded by the Principal Procurement Agency available to Participating Public Agencies.

1.2 Marketing and Administrative Support

During the term of the Master Agreement National IPA intends to provide marketing and administrative support for Supplier pursuant to this section 1.2 that directly

promotes the Supplier's products and services to Participating Public Agencies through multiple channels, each designed to promote specific products and services to Public Agencies on a national basis.

The National IPA marketing team will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through:

A. Marketing collateral (print, email, presentations)
B. Website support
C. Trade shows/conferences/meetings
D. Advertising

The National IPA sales teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through:

A. Individual sales calls
B. Joint sales calls
C. Communications/customer service
D. Training sessions for Public Agency teams
E. Training sessions for Supplier teams

The National IPA contracting teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies prospective Public Agencies through:

A. Serving as the subject matter expert for questions regarding joint powers authority and state statutes and regulations for cooperative purchasing
B. Training sessions for Public Agency teams
C. Training sessions for Supplier teams
D. Regular business reviews to monitor program success
E. General contract administration

Suppliers are required to pay an administrative fee of 2.5% of the greater of the Contract Sales under the Master Agreement and guaranteed Contract Sales under this Request for Proposal. Supplier will be required to execute the National IPA Administration Agreement (refer to Exhibit B).

Capitalized terms not otherwise defined herein shall have the meanings given to them in the Master Agreement or in the National Intergovernmental Purchasing Alliance Company Administration Agreement between Supplier and National IPA (the "National IPA Administration Agreement")

1.3 Estimated Volume

The dollar volume purchased under the Master Agreement is estimated to be approximately $25 million annually. While no minimum volume is guaranteed to Supplier, the estimated annual volume is projected based on the current annual volumes among the Principal Procurement Agency, other Participating Public Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through National IPA, and volume growth into other Public

Agencies through a coordinated marketing approach between Supplier and National IPA.

1.4 Award Basis

The basis of any contract award resulting from this RFP made by Principal Procurement Agency will be the basis of award on a national level through National IPA. If multiple suppliers are awarded by Principal Procurement Agency under the Master Agreement, those same suppliers will be required to extend the Master Agreement to Participating Public Agencies through National IPA. Utilization of the Master Agreement by Participating Public Agencies will be at the discretion of the individual Participating Public Agency. Certain terms of the Master Agreement specifically applicable to the Principal Procurement Agency are subject to modification for each Participating Public Agency as Supplier, such Participating Public Agency and National IPA shall agree.

1.5 Objectives of Cooperative Program

This RFP is intended to achieve the following objectives regarding availability through National IPA's cooperative program:

A. Provide a comprehensive competitively solicited and awarded national agreement offering the Products covered by this solicitation to Participating Public Agencies;
B. Establish the Master Agreement as the Supplier's primary go to market strategy to Public Agencies nationwide;
C. Achieve cost savings for Supplier and Public Agencies through a single solicitation process that will reduce the Supplier's need to respond to multiple solicitations;
D. Combine the aggregate purchasing volumes of Participating Public Agencies to achieve cost effective pricing.

2.0 REPRESENTATIONS AND COVENANTS

As a condition to Supplier entering into the Master Agreement, which would be available to all Public Agencies, Supplier must make certain representations, warranties and covenants to both the Principal Procurement Agency and National IPA designed to ensure the success of the Master Agreement for all Participating Public Agencies as well as the Supplier.

2.1 Corporate Commitment

Supplier commits that (1) the Master Agreement has received all necessary corporate authorizations and support of the Supplier's executive management, (2) the Master Agreement is Supplier's primary "go to market" strategy for Public Agencies, (3) the Master Agreement will be promoted to all Public Agencies, including any existing customers, and Supplier will transition existing customers, upon their request, to the Master Agreement, and (4) that the Supplier has read and agrees to the terms and conditions of the Administration Agreement with National IPA and will execute such agreement concurrent with and as a condition of its execution of the Master Agreement with the Principal Procurement Agency. Supplier will identify an executive corporate sponsor and a separate national account manager within the RFP response that will be responsible for the overall management of the Master Agreement.

2.2 Pricing Commitment

Supplier commits that the Master Agreement pricing is its lowest available (net to buyer) to Public Agencies nationwide and further commits that if a Participating Public Agency is eligible for lower pricing through a national, state, regional or local or cooperative contract, that the Supplier will match such lower pricing to that Participating Public Agency under the Master Agreement.

2.3 Sales Commitment

Supplier commits to aggressively market the Master Agreement as its go to market strategy in this defined sector and that its sales force will be trained, engaged and committed to offering the Master Agreement to Public Agencies through National IPA nationwide. Supplier commits that all Master Agreement sales will be accurately and timely reported to National IPA in accordance with the National IPA Administration Agreement. Supplier also commits that its sales force will be compensated, including sales incentives, for sales to Public Agencies under the Master Agreement in a consistent or better manner compared to sales to Public Agencies if the Supplier were not awarded the Master Agreement.

3.0 SUPPLIER QUALIFICATIONS

Supplier must supply the following information in order for the Principal Procurement Agency to determine Supplier's qualifications to extend the resulting Master Agreement to Participating Public Agencies through National IPA.

3.1 Company

A. Brief history and description of your company.
B. Total number and location of sales persons employed by your company.
C. Number and location of support centers (if applicable).
D. Annual sales for the three previous fiscal years.
E. Submit your FEIN and Dunn & Bradstreet report.

3.2 Distribution, Logistics

A. Describe how your company proposes to distribute the products/service nationwide.
B. Identify all other companies that will be involved in processing, handling or shipping the products/service to the end user.
C. Provide the number, size and location of your company's distribution facilities, warehouses and retail network as applicable.
D. State any return and restocking policy and fees, if applicable, associated with returns.

3.3 Marketing and Sales

A. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement as your company's primary go to market strategy for Public Agencies to your teams nationwide, to include, but not limited to:
   i. Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days

ii. Training and education of your national sales force with participation from the executive leadership of your company, along with the National IPA team within first 90 days

B. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Pubic Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:

i. Creation and distribution of a co-branded press release to trade publications within first 10 days

ii. Announcement, contract details and contact information published on the company website within first 30 days

iii. Design, publication and distribution of co-branded marketing materials within first 90 days

iv. Commitment to attendance and participation with National IPA at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, etc.) and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement

v. Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by National IPA for partner suppliers. Booth space will be purchased and staffed by your company. In addition, you commit to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by National IPA.

vi. Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement

vii. Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, etc.)

viii. Dedicated National IPA internet web-based homepage with:

- National IPA standard logo;
- Copy of original Request for Proposal;
- Copy of contract and amendments between Principal Procurement Agency and Supplier;
- Summary of Products and pricing;
- Marketing Materials
- Electronic link to National IPA's online registration page;
- A dedicated toll free number and email address for National IPA

C. Describe how your company will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through National IPA. Include a list of current cooperative contracts (regional and national) your company holds and describe how the Master Agreement will be positioned among the other cooperative agreements.

D. Acknowledge that your company agrees to provide its company/corporate logo(s) to National IPA and agrees to provide permission for reproduction of such logo in marketing communications and promotions.

E. Supplier is responsible for proactive direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by

National IPA. All sales materials are to use the National IPA logo. At a minimum, the Supplier's sales initiatives should communicate:

i. Master Agreement was competitively solicited by a Principal Procurement Agency
ii. Best government pricing
iii. No cost to participate
iv. Non-exclusive contract

F. Supplier is responsible for the training of its national sales force on the Master Agreement. At a minimum, sales training should include:

i. Key features of Master Agreement
ii. Working knowledge of the solicitation process
iii. Awareness of the range of Public Agencies that can utilize the Master Agreement through National IPA

G. Provide contact information for the person(s), who will be responsible for:

i. Marketing
ii. Sales
iii. Sales Support
iv. Financial Reporting
v. Contracts

H. Describe in detail how your company's national sales force is structured, including contact information for the highest-level executive in charge of the sales team.

I. Explain in detail how the sales teams will work with the National IPA team to implement, grow and service the national program.

J. Explain in detail how your organization will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, etc.

K. State the amount of your company's Public Agency sales for the previous fiscal year. Provide a list of your top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.

L. Describe your company's information systems capabilities and limitations regarding order management through receipt of payment, including description of multiple platforms that may be used for any of these functions.

M. Provide the Contract Sales (as defined in Section 10 of the National Intergovernmental Purchasing Alliance Company Administration Agreement) that your company will guarantee each year under the Master Agreement for the initial three years of the Master Agreement.

$_____.00 in year one
$_____.00 in year two
$_____.00 in year three

N. Even though it is anticipated that many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation that is for Products covered under the Master Agreement.

i. Respond with Master Agreement pricing (Contract Sales reported to National IPA).
ii. If competitive conditions require pricing lower than the standard Master Agreement pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales are reported as Contract Sales to National IPA under the Master Agreement.
iii. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement.
iv. If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal.

Detail your strategies under these options when responding to a solicitation.

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY ADMINISTRATION AGREEMENT

This ADMINISTRATION AGREEMENT is made this ___ day of _____ 20___, between National Intergovernmental Purchasing Alliance Company ("National IPA"), and _____ (herein "Supplier").

RECITALS

WHEREAS, the _____ (herein "Principal Procurement Agency") has entered into a Master Agreement dated _____, Agreement No_____, by and between the Principal Procurement Agency and Supplier, (as may be amended from time to time in accordance with the terms thereof, the "Master Agreement"), for the purchase of _____ (herein "Product");

WHEREAS, said Master Agreement provides that any or all public agencies, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), that register with National IPA or otherwise execute a Master Intergovernmental Cooperative Purchasing Agreement (hereinafter referred to as a "Participating Public Agency") may purchase Product at prices stated in the Master Agreement;

WHEREAS, National IPA serves as the contract administrator for Principal Procurement Agency with regard to the Master Agreement, which is offered through National IPA to Public Agencies;

WHEREAS, Principal Procurement Agency desires National IPA to proceed with administration of the Master Agreement; and

WHEREAS, National IPA and Supplier desire to enter into this Agreement to make available the Master Agreement to Participating Public Agencies on a national basis and to set forth certain terms and conditions governing the relationship between National IPA and Supplier.

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, National IPA and Supplier hereby agree as follows:

DEFINITIONS

1. Capitalized terms used in this Agreement and not otherwise defined herein shall have the meanings given to them in the Master Agreement.

EXAMPLE

TERMS AND CONDITIONS

2. The Master Agreement, as attached hereto as Exhibit A and incorporated herein by reference as though fully set forth herein, and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement. In the event of any conflict between the provisions of this Agreement and the Master Agreement, as between National IPA and Supplier the provisions of this Agreement shall prevail. Supplier acknowledges and agrees that the covenants and agreements of Supplier set forth in the solicitation resulting in the Master Agreement are incorporated herein and are an integral part hereof.

3. National IPA shall be afforded all of the rights, privileges and indemnifications afforded to Principal Procurement Agency under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to National IPA, its agents, employees, directors, and representatives under this Agreement including, but not limited to, the Supplier's obligation to provide appropriate insurance.

4. National IPA shall perform all of its duties, responsibilities and obligations as contract administrator under the Master Agreement as set forth herein, and Supplier hereby acknowledges and agrees that National IPA shall act in the capacity of contract administrator under the Master Agreement.

5. With respect to any purchases by Principal Procurement Agency or any Participating Public Agency pursuant to the Master Agreement, National IPA: (i) shall not be construed as a dealer, re-marketer, representative, partner or agent of any type of the Supplier, Principal Procurement Agency or such Participating Public Agency; (ii) shall not be obligated, liable or responsible for any order made by Principal Procurement Agency or any Participating Public Agency or any employee thereof under the Master Agreement or for any payment required to be made with respect to such order; and (iii) shall not be obligated, liable or responsible for any failure by Principal Procurement Agency or any Participating Public Agency to comply with procedures or requirements of applicable law or the Master Agreement or to obtain the due authorization and approval necessary to purchase under the Master Agreement. National IPA makes no representation or guaranty with respect to any minimum purchases by Principal Procurement Agency or any Participating Public Agency or any employee thereof under this Agreement or the Master Agreement.

TERM OF AGREEMENT

6. This Agreement shall be in effect so long as the Master Agreement remains in effect, provided, however, that the provisions of paragraphs 3, 4 and 5 hereof and the indemnifications afforded by the Supplier to National IPA herein and in the Master Agreement shall survive the term of this Agreement.

NATIONAL PROMOTION

7. National IPA and Supplier shall publicize and promote the availability of the Master Agreement's products and services to Public Agencies and such agencies' employees. Supplier's failure to maintain its covenants and commitments contained in this Agreement or any action of the Supplier which gives rise to a right by Principal Procurement Agency to terminate the Master Agreement shall constitute a material breach of this Agreement and if not cured within thirty (30)

EXAMPLE

days of written notice to Supplier shall be deemed a cause for termination of the Master Agreement at Principal Procurement Agency's sole discretion or this Agreement at National IPA's sole discretion.

8. A copy of the Principal Procurement Agency Certificate executed by Principal Procurement Agency and an example of the Master Intergovernmental Cooperative Purchasing Agreement that is agreed to by each Participating Public Agency, which set forth the terms for their respective participation with National IPA, are attached hereto as Exhibit B and C, respectively. Supplier shall require each Participating Public Agency to register its participation in the National IPA program using the electronic registration feature at www.nationalipa.org prior to processing the Participating Public Agency's first sales order.

9. Upon request, Supplier shall make available to interested Public Agencies a copy of the Master Agreement and such price lists or quotes as may be necessary for such Public Agencies to evaluate potential purchases. In addition, Supplier shall provide the marketing and administrative support set forth in the solicitation resulting in the Master Agreement, including assisting in development of marketing materials as reasonably requested by Principal Procurement Agency and National IPA. Supplier and National IPA shall provide each respective party with its logo and the standard terms of use for their general use in marketing the Master Agreement. Both parties shall obtain approval from the other party prior to use of such logo.

QUARTERLY FEES & MONTHLY REPORTING

10. Supplier shall pay National IPA an administrative fee in the amount of __% of the total purchase price paid to Supplier, less refunds, credits on returns, rebates and discounts, for the sale of products and/or services pursuant to the Master Agreement (as amended from time to time and including any renewal thereof) ("Contract Sales"). Supplier shall provide National IPA with an electronic accounting report, in Microsoft Excel, in the format prescribed by National IPA, on a monthly basis summarizing all Contract Sales for such month. A sample of the Contract Sales reporting format is provided as Exhibit D, attached hereto and incorporated herein by reference.

To the extent Supplier has guaranteed minimum Contract Sales pursuant to the terms of the Master Agreement in accordance with the terms of its proposal, the administrative fee shall be calculated based on the greater of the Contract Sales and the guaranteed Contract Sales set forth in Supplier's proposal.

11. Supplier shall maintain an accounting of all purchases made by Participating Public Agencies under the Master Agreement. National IPA and Principal Procurement Agency reserve the right to audit the accounting for a period of four (4) years from the date National IPA receives the accounting. In the event of such an audit, Supplier shall provide all materials reasonably requested relating to such audit by Principal Procurement Agency or National IPA at the location designated by Principal Procurement Agency or National IPA. In the event such audit reveals an underreporting of Contract Sales and a resulting underpayment of administrative fees, Supplier shall promptly pay National IPA the amount of such underpayment, together with interest on such amount in accordance with paragraph 12, and shall be obligated to reimburse National IPA's costs and expenses for such audit.

12. Reports of Contract Sales for Principal Procurement Agency and Participating Public Agencies in each calendar month shall be provided by Supplier to National IPA by the 10th day of

EXAMPLE

the following month. Administrative fee payments are due within thirty (30) days after the end of each calendar quarter for Contract Sales during such quarter. Administrative fee payments shall be accompanied by a report of Contract Sales for the quarter. Failure to provide a monthly report or payment of the administrative fees within the time and manner specified shall be regarded as a material breach under this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of the Master Agreement at Principal Procurement Agency's sole discretion or this Agreement at National IPA's sole discretion. All administrative fees not paid when due shall bear interest at a rate equal to the lesser of 1 1/2% per month or the maximum rate permitted by law until paid in full.

13. National IPA or its designee may, in National IPA's sole discretion, compare Participating Public Agency records with monthly reports submitted by Supplier. If there is a discrepancy, National IPA will notify the Supplier in writing. Supplier will have thirty (30) days from the date of such notice to resolve the discrepancy to National IPA's reasonable satisfaction, including paying any administrative fee due and owing. If the Supplier does not so resolve the discrepancy, National IPA shall have the right to engage a third party to conduct an independent audit of Supplier's monthly reports and Supplier shall be obligated to reimburse National IPA's costs and expenses for such audit. Should any audit reveal an underreporting of Contract Sales and a resulting underpayment of administrative fees, Supplier shall promptly pay National IPA the amount of such underpayment together with interest on such amount in accordance with paragraph 12.

GENERAL PROVISIONS

14. This Agreement, the Master Agreement and the exhibits referenced herein supersede any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereto and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained or incorporated herein shall be valid or binding.

15. If any action at law or in equity is brought to enforce or interpret the provisions of this Agreement or to recover any administrative fee and accrued interest, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which it may be entitled.

16. This Agreement and National IPA's rights and obligations hereunder may be assigned at National IPA's sole discretion, to an existing or newly established legal entity that has the authority and capacity to perform National IPA's obligations hereunder. Supplier may not assign its obligations hereunder without the prior written consent of National IPA.

17. All written communications given hereunder shall be delivered by first-class mail, postage prepaid, or overnight delivery on receipt to the addresses as set forth below.

A. National Intergovernmental Purchasing Alliance Company
National IPA
Attn: President
1600 Westgate Circle
Suite 275
Brentwood, TN 37027

EXAMPLE

B. Principal Procurement Agency

C. Supplier

18. If any provision of this Agreement shall be deemed to be, or shall in fact be, illegal, inoperative or unenforceable, the same shall not affect any other provision or provisions herein contained or render the same invalid, inoperative or unenforceable to any extent whatever.

19. This Agreement may not be effectively amended, changed, modified, or altered without the prior written consent of the parties hereto.

20. This Agreement shall inure to the benefit of and shall be binding upon National IPA, the Supplier and any successor and assign thereto; subject, however, to the limitations contained herein.

Authorized Signature, Supplier	NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY
_____	_____
Signature	Signature
_____	_____
Name	Name
_____	_____
Title	Title
_____	_____
Date	Date

EXAMPLE

MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT

This Agreement is made between certain government agencies that execute a Principal Procurement Agency Certificate ("Principal Procurement Agencies") to be appended and made a part hereof and other public agencies ("Participating Public Agencies") that register electronically with National Intergovernmental Purchasing Alliance Company ("National IPA") or otherwise execute a Participating Public Agency Certificate to be appended and made a part hereof.

RECITALS

WHEREAS, after a competitive solicitation and selection process by Principal Procurement Agencies, a number of Suppliers have entered into Master Agreements to provide a variety of goods, products and services based on national volumes (herein "Products");

WHEREAS, Master Agreements are made available by Principal Procurement Agencies through National IPA and provide that Participating Public Agencies may purchase Products on the same terms, conditions and pricing as the Principal Procurement Agency, subject to any applicable local purchasing ordinances and the laws of the State of purchase;

NOW, THEREFORE, in consideration of the mutual promises contained in this agreement, and of the mutual benefits to result, the parties agree as follows:

1. That each party will facilitate the cooperative procurement of Products.

2. That the procurement of Products subject to this agreement shall be conducted in accordance with and subject to the relevant statutes, ordinances, rules and regulations that govern each party's procurement practices.

3. That the cooperative use of solicitations obtained by a party to this agreement shall be in accordance with the terms and conditions of the solicitation, except as modification of those terms and conditions is otherwise allowed or required by applicable law.

4. That the Principal Procurement Agencies will make available, upon reasonable request and subject to convenience, information which may assist in improving the procurement of products by the Participating Public Agencies.

5. That a procuring party will make timely payments to the Supplier for Products received in accordance with the terms and conditions of the procurement. Payment for Products and inspections and acceptance of Products ordered by the procuring party shall be the exclusive obligation of such procuring party. Disputes between procuring party and Supplier are to be resolved in accord with the law and venue rules of the State of purchase.

6. The procuring party shall not use this agreement as a method for obtaining additional concessions or reduced prices for similar products or services.

EXAMPLE

7. The procuring party shall be responsible for the ordering of Products under this agreement. A non-procuring party shall not be liable in any fashion for any violation by a procuring party, and the procuring party shall hold non-procuring party harmless from any liability that may arise from action or inaction of the procuring party.

8. This agreement shall remain in effect until termination by a party giving 30 days written notice to the other party. The provisions of paragraphs 5, 6 and 7 hereof shall survive any such termination.

9. This agreement shall take effect after execution of the Principal Procurement Agency Certificate or Participating Public Agency Registration, as applicable.

EXAMPLE

PRINCIPAL PROCUREMENT AGENCY CERTIFICATE

I hereby acknowledge, on behalf of NAME OF PPA ("Principal Procurement Agency"), that I have read and agree to the general terms and conditions set forth in the enclosed Master Intergovernmental Cooperative Purchasing Agreement regulating the use of the Master Agreements and purchase of Products that from time to time are made available by Principal Procurement Agencies to Participating Public Agencies nationwide through National Intergovernmental Purchasing Alliance Company ("National IPA").

I understand that the purchase of one or more Products under the provisions of the Master Intergovernmental Cooperative Purchasing Agreement is at the sole and complete discretion of the Participating Public Agency.

In its capacity as Principal Procurement Agency for National IPA, NAME OF PPA agrees to pursue Master Agreements for Products as specified in the attached exhibits to this agreement.

Authorized Signature, Principal Procurement Agency

_____
Signature

_____
Name

_____
Title

_____
Date

EXAMPLE

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY EXHIBITS
EXHIBIT E- NATIONAL IPA CONTRACT SALES REPORTING TEMPLATE
(to be submitted electronically in Microsoft Excel format)

National IPA Contract Sales Monthly/Quarterly Report

Supplier Name:

Contract Sales Report Month/Quarter:

Participating Agency Name	City	State	Zip Code	Participating Agency # {Assigned by National IPA and provided to Supplier}	Contract Sales for Month ($)	Admin Fee %	Admin Fee $

Report Totals_____ _____

Cumulative Contract Sales_____

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY EXHIBITS
EXHIBIT F- NATIONAL IPA ADVERTISING COMPLIANCE REQUIREMENT

Pursuant to certain state notice provisions, including but not limited to Oregon Revised Statutes Chapter 279A.220, the following public agencies and political subdivisions of the referenced public agencies are eligible to register with National IPA and access the Master Agreement contract award made pursuant to this solicitation, and are hereby given notice of the foregoing request for proposals for purposes of complying with the procedural requirements of said statutes:

Nationwide:

State of Alabama*	State of Hawaii	State of Massachusetts	State of New Mexico	State of South Dakota
State of Alaska	State of Idaho	State of Michigan	State of New York	State of Tennessee
State of Arizona	State of Illinois	State of Minnesota	State of North Carolina	State of Texas
State of Arkansas	State of Indiana	State of Mississippi	State of North Dakota	State of Utah
State of California	State of Iowa	State of Missouri	State of Ohio	State of Vermont
State of Colorado	State of Kansas	State of Montana	State of Oklahoma*	State of Virginia
State of Connecticut	State of Kentucky	State of Nebraska	State of Oregon	State of Washington
State of Delaware	State of Louisiana	State of Nevada	State of Pennsylvania	State of West Virginia
State of Florida	State of Maine	State of New Hampshire	State of Rhode Island	State of Wisconsin
State of Georgia	State of Maryland	State of New Jersey	State of South Carolina	State of Wyoming
District of Columbia				

Lists of political subdivisions and local governments in the above referenced states / districts may be found at http://www.usa.gov/Agencies/State_and_Territories.shtml and http://www.usa.gov/Agencies/Local.shtml

*Some public agencies and political subdivisions of these states may be restricted by state statutes that limit competition among cooperative purchasing organizations by only allowing use of purchasing cooperatives sponsored by certain National Associations.

Certain Public Agencies and Political Subdivisions:

Cities, Towns, Villages and Boroughs including but not limited to:
BAKER CITY GOLF COURSE, OR
CITY OF ADAIR VILLAGE, OR
CITY OF ASHLAND, OR
CITY OF AUMSVILLE, OR
CITY OF AURORA, OR
CITY OF BAKER, OR
CITY OF BATON ROUGE, LA
CITY OF BEAVERTON, OR
CITY OF BEND, OR
CITY OF BOARDMAN, OR
CITY OF BOSSIER CITY, LA
CITY OF BURNS, OR
CITY OF CANBY, OR
CITY OF CANYONVILLE, OR
CITY OF CLATSKANIE, OR
CITY OF COBURG, OR
CITY OF CONDON, OR
CITY OF COQUILLE, OR

CITY OF CORVALLI, OR
CITY OF CORVALLIS PARKS AND RECREATION DEPARTMENT, OR
CITY OF COTTAGE GROVE, OR
CITY OF EUGENE, OR
CITY OF FOREST GROVE, OR
CITY OF GRANTS PASS, OR
CITY OF GRESHAM, OR
CITY OF HILLSBORO, OR
CITY OF INDEPENDENCE, OR
CITY AND COUNTY OF HONOLULU, HI
CITY OF KENNER, LA
CITY OF LA GRANDE, OR
CITY OF LAFAYETTE, LA
CITY OF LAKE CHARLES, OR
CITY OF LEBANON, OR
CITY OF MCMINNVILLE, OR
CITY OF MEDFORD, OR
CITY OF METAIRIE, LA
CITY OF MILL CITY, OR
CITY OF MILWAUKIE, OR
CITY OF MONROE, LA
CITY OF MOSIER, OR
CITY OF NEW ORLEANS, LA
CITY OF NORTH PLAINS, OR
CITY OF OREGON CITY, OR
CITY OF PILOT ROCK, OR
CITY OF PORTLAND, OR
CITY OF POWERS, OR
CITY OF PRINEVILLE, OR
CITY OF RIDDLE, OR
CITY OF ROSEBURG, OR
CITY OF REDMOND, OR
CITY OF SALEM, OR
CITY OF SANDY, OR
CITY OF SCAPPOOSE, OR
CITY OF SHADY COVE, OR
CITY OF SHERWOOD, OR
CITY OF SHREVEPORT, LA
CITY OF SPRINGFIELD, OR
CITY OF ST. HELENS, OR
CITY OF ST. PAUL, OR
CITY OF TIGARD, OR
CITY OF TROUTDALE, OR
CITY OF TUALATIN, OR
CITY OF WARRENTON, OR
CITY OF WILSONVILLE, OR
CITY OF WINSTON, OR
LEAGUE OF OREGON CITES
THE CITY OF HAPPY VALLEY OREGON

Counties and Parishes including but not limited to:
ASCENSION PARISH, LA
ASSOCIATION OF OREGON COUNTIES
BAKER COUNTY, OR

BENTON COUNTY, OR
BOARD OF WATER SUPPLY, OR
CADDO PARISH, LA
CALCASIEU PARISH, LA
CALCASIEU PARISH SHERIFF'S OFFICE, LA
CITY AND COUNTY OF HONOLULU, HI
CLACKAMAS COUNTY, OR
CLACKAMAS COUNTY DEPT OF TRANSPORTATION, OR
CLATSOP COUNTY, OR
COLUMBIA COUNTY, OR
COOS COUNTY, OR
COOS COUNTY HIGHWAY DEPARTMENT, OR
COUNTY OF HAWAII, OR
CROOK COUNTY, OR
CROOK COUNTY ROAD DEPARTMENT, OR
CURRY COUNTY, OR
DESCHUTES COUNTY, OR
DOUGLAS COUNTY, OR
EAST BATON ROUGE PARISH, LA
GILLIAM COUNTY, OR
GRANT COUNTY, OR
HARNEY COUNTY, OR
HARNEY COUNTY SHERIFFS OFFICE, OR
HAWAII COUNTY, HI
HOOD RIVER COUNTY, OR
JACKSON COUNTY, OR
JEFFERSON COUNTY, OR
JEFFERSON PARISH, LA
JOSEPHINE COUNTY GOVERNMENT, OR
LAFAYETTE CONSOLIDATED GOVERNMENT, LA
LAFAYETTE PARISH, LA
KAUAI COUNTY, HI
KLAMATH COUNTY, OR
LAKE COUNTY, OR
LANE COUNTY, OR
LINCOLN COUNTY, OR
LINN COUNTY, OR
LIVINGSTON PARISH, LA
MALHEUR COUNTY, OR
MAUI COUNTY, HI
MARION COUNTY, SALEM, OR
MORROW COUNTY, OR
MULTNOMAH COUNTY, OR
MULTNOMAH COUNTY BUSINESS AND COMMUNITY SERVICES, OR
MULTNOMAH COUNTY SHERIFFS OFFICE, OR
MULTNOMAH LAW LIBRARY, OR
ORLEANS PARISH, LA
PLAQUEMINES PARISH, LA
POLK COUNTY, OR
RAPIDES PARISH, LA
SAINT CHARLES PARISH, LA
SAINT LANDRY PARISH, LA
SAINT TAMMANY PARISH, LA
SHERMAN COUNTY, OR
TERREBONNE PARISH, LA

TILLAMOOK COUNTY, OR
TILLAMOOK COUNTY SHERIFF'S OFFICE, OR
UMATILLA COUNTY, OR
UNION COUNTY, OR
WALLOWA COUNTY, OR
WASCO COUNTY, OR
WASHINGTON COUNTY, OR
WEST BATON ROUGE PARISH, LA
WHEELER COUNTY, OR
YAMHILL COUNTY, OR

Other Agencies including Associations, Boards, Districts, Commissions, Councils, Public Corporations, Public Development Authorities, Reservations and Utilities including but not limited to:

BEND METRO PARK AND RECREATION DISTRICT
BOARDMAN PARK AND RECREATION DISTRICT
CENTRAL OREGON INTERGOVERNMENTAL COUNCIL
CLACKAMAS RIVER WATER
CLATSKANIE PEOPLE'S UTILITY DISTRICT
CLEAN WATER SERVICES
CONFEDERATED TRIBES OF THE UMATILLA INDIAN RESERVATION
COOS FOREST PROTECTIVE ASSOCIATION
CHEHALEM PARK AND RECREATION DISTRICT
EUGENE WATER AND ELECTRIC BOARD
HOODLAND FIRE DISTRICT #74
HOUSING AUTHORITY OF PORTLAND
ILLINOIS VALLEY FIRE DISTRICT
LAFAYETTE AIRPORT COMMISSION, LA
LOUISIANA PUBLIC SERVICE COMMISSION, LA
MEDFORD WATER COMMISSION
METRO REGIONAL GOVERNMENT
METRO REGIONAL PARKS
METROPOLITAN EXPOSITION RECREATION COMMISSION
METROPOLITAN SERVICE DISTRICT (METRO)
PORTLAND DEVELOPMENT COMMISSION, OR
OREGON COAST COMMUNITY ACTION
OREGON HOUSING AND COMMUNITY SERVICES
OREGON LEGISLATIVE ADMINISTRATION
SOUTHEASTERN LOUISIANAN UNIVERSITY
TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON
TUALATIN HILLS PARK & RECREATION DISTRICT
TUALATIN VALLEY FIRE & RESCUE
WILLAMALANE PARK AND RECREATION DISTRICT
WILLAMETTE HUMANE SOCIETY

K-12 including but not limited to:

BEAVERTON SCHOOL DISTRICT
BEND-LA PINE SCHOOL DISTRICT
BROOKING HARBOR SCHOOL DISTRICT NO.17-C
CADDO PARISH SCHOOL DISTRICT
CALCASIEU PARISH SCHOOL DISTRICT
CANBY SCHOOL DISTRICT
CANYONVILLE CHRISTIAN ACADEMY
CASCADES ACADEMY OF CENTRAL OREGON

CENTENNIAL SCHOOL DISTRICT
CENTRAL CATHOLIC HIGH SCHOOL
CENTRAL POINT SCHOOL DISTRICT NO.6
CENTRAL SCHOOL DISTRICT 13J
COOS BAY SC'HOOL DISTRICT NO.9
COUNTY OF YAMHILL SCHOOL DISTRICT 29
CULVER SCHOOL DISTRICT
DALLAS SCHOOL DISTRICT NO.2
DAVID DOUGLAS SCHOOL DISTRICT
DAYTON SCHOOL DISTRICT NO.8
DE LA SALLE N CATHOLIC HS
DESCHUTES COUNTY SCHOOL DISTRICT NO.6
DUFUR SCHOOL DISTRICT NO.29
EAST BATON ROUGE PARISH SCHOOL DISTRICT
ESTACADA SCHOOL DISTRICT NO.10B
FOREST GROVE SCHOOL DISTRICT
GEORGE MIDDLE SCHOOL
GLADSTONE SCHOOL DISTRICT
GRANTS PASS SCHOOL DISTRICT 7
GREATER ALBANY PUBLIC SCHOOL DISTRICT
HEAD START OF LANE COUNTY
HIGH DESERT EDUCATION SERVICE DISTRICT
HILLSBORO SCHOOL DISTRICT
HOOD RIVER COUNTY SCHOOL DISTRICT
JACKSON CO SCHOOL DIST NO.9
JEFFERSON COUNTY SCHOOL DISTRICT 509-J
JEFFERSON PARISH SCHOOL DISTRICT
JEFFERSON SCHOOL DISTRICT
KLAMATH FALLS CITY SCHOOLS
LAFAYETTE PARISH SCHOOL DISTRICT
LAKE OSWEGO SCHOOL DISTRICT 7J
LANE COUNTY SCHOOL DISTRICT 4J
LINCOLN COUNTY SCHOOL DISTRICT
LINN CO. SCHOOL DlST. 95C
LIVINGSTON PARISH SCHOOL DISTRICT
LOST RIVER JR/SR HIGH SCHOOL
LOWELL SCHOOL DISTRICT NO.71
MARION COUNTY SCHOOL DISTRICT
MARION COUNTY SCHOOL DISTRICT 103
MCMINNVILLE SCHOOL DISTRICT NOAO
MEDFORD SCHOOL DISTRICT 549C
MITCH CHARTER SCHOOL
MONROE SCHOOL DISTRICT NO.1J
MUL TNOMAH EDUCATION SERVICE DISTRICT
MULTISENSORY LEARNING ACADEMY
MYRTLE PINT SCHOOL DISTRICT 41
NEAH-KAH-NIE DISTRICT NO.56
NESTUCCA VALLEY SCHOOL DISTRICT NO.101
NOBEL LEARNING COMMUNITIES
NORTH BEND SCHOOL DISTRICT 13
NORTH CLACKAMAS SCHOOL DISTRICT
NORTH WASCO CTY SCHOOL DISTRICT 21
NORTHWEST REGIONAL EDUCATION SERVICE DISTRICT
ONTARIO MIDDLE SCHOOL
OREGON TRAIL SCHOOL DISTRICT NOA6

ORLEANS PARISH SCHOOL DISTRICT
PHOENIX-TALENT SCHOOL DISTRICT NOA
PORTLAND JEWISH ACADEMY
PORTLAND PUBLIC SCHOOLS
RAPIDES PARISH SCHOOL DISTRICT
REDMOND SCHOOL DISTRICT
REYNOLDS SCHOOL DISTRICT
ROGUE RIVER SCHOOL DISTRICT NO.35
ROSEBURG PUBLIC SCHOOLS
SCAPPOOSE SCHOOL DISTRICT 1J
SEASIDE SCHOOL DISTRICT 10
SHERWOOD SCHOOL DISTRICT 88J
SILVER FALLS SCHOOL DISTRICT 4J
SOUTH LANE SCHOOL DISTRICT 45J3
SOUTHERN OREGON EDUCATION SERVICE DISTRICT
SPRINGFIELD SCHOOL DISTRICT NO.19
SWEET HOME SCHOOL DISTRICT NO.55
TERREBONNE PARISH SCHOOL DISTRICT
THE CATLIN GABEL SCHOOL
TIGARD-TUALATIN SCHOOL DISTRICT
UMATILLA MORROW ESD
WEST LINN WILSONVILLE SCHOOL DISTRICT
WILLAMETTE EDUCATION SERVICE DISTRICT
WOODBURN SCHOOL DISTRICT
YONCALLA SCHOOL DISTRICT NO.32

Higher Education

ARGOSY UNIVERSITY
BATON ROUGE COMMUNITY COLLEGE, LA
BIRTHINGWAY COLLEGE OF MIDWIFERY
BLUE MOUNTAIN COMMUNITY COLLEGE
BRIGHAM YOUNG UNIVERSITY - HAWAII
CENTRAL OREGON COMMUNITY COLLEGE
CHEMEKETA COMMUNITY COLLEGE
CLACKAMAS COMMUNITY COLLEGE
COLLEGE OF THE MARSHALL ISLANDS
COLUMBIA GORGE COMMUNITY COLLEGE
DEVRY UNIVERSITY - PORTLAND
GEORGE FOX UNIVERSITY
KLAMATH COMMUNITY COLLEGE DISTRICT
LANE COMMUNITY COLLEGE
LEWIS AND CLARK COLLEGE
LINFIELD COLLEGE
LINN-BENTON COMMUNITY COLLEGE
LOUISIANA COLLEGE, LA
MARYLHURST UNIVERSITY
MT. HOOD COMMUNITY COLLEGE
MULTNOMAH BIBLE COLLEGE
NATIONAL COLLEGE OF NATURAL MEDICINE
NORTHWEST CHRISTIAN COLLEGE
OREGON HEALTH AND SCIENCE UNIVERSITY
OREGON UNIVERSITY SYSTEM
PACIFIC UNIVERSITY

PIONEER PACIFIC COLLEGE
PORTLAND COMMUNITY COLLEGE
PORTLAND STATE UNIVERSITY
REED COLLEGE
RESEARCH CORPORATION OF THE UNIVERSITY OF HAWAII
ROGUE COMMUNITY COLLEGE
SOUTHERN OREGON UNIVERSITY (OREGON UNIVERSITY SYSTEM)
SOUTHWESTERN OREGON COMMUNITY COLLEGE
TULANE UNIVERSITY
TILLAMOOK BAY COMMUNITY COLLEGE
UMPQUA COMMUNITY COLLEGE
UNIVERSITY OF HAWAII BOARD OF REGENTS
UNIVERSITY OF OREGON-GRADUATE SCHOOL
UNIVERSITY OF PORTLAND
UNIVERSITY OF NEW ORLEANS
WESTERN OREGON UNIVERSITY
WESTERN STATES CHIROPRACTIC COLLEGE
WILLAMETTE UNIVERSITY
XAVIER UNIVERISTY

State Agencies

ADMIN. SERVICES OFFICE
BOARD OF MEDICAL EXAMINERS
HAWAII CHILD SUPPORT ENFORCEMENT AGENCY
HAWAII DEPARTMENT OF TRANSPORTATION
HAWAII HEALTH SYSTEMS CORPORATION
OFFICE OF MEDICAL ASSISTANCE PROGRAMS
OFFICE OF THE STATE TREASURER
OREGON BOARD OF ARCHITECTS
OREGON CHILD DEVELOPMENT COALITION
OREGON DEPARTMENT OF EDUCATION
OREGON DEPARTMENT OF FORESTRY
OREGON DEPT OF TRANSPORTATION
OREGON DEPT. OF EDUCATION
OREGON LOTTERY
OREGON OFFICE OF ENERGY
OREGON STATE BOARD OF NURSING
OREGON STATE DEPT OF CORRECTIONS
OREGON STATE POLICE
OREGON TOURISM COMMISSION
OREGON TRAVEL INFORMATION COUNCIL
SANTIAM CANYON COMMUNICATION CENTER
SEIU LOCAL 503, OPEU
SOH- JUDICIARY CONTRACTS AND PURCH
STATE DEPARTMENT OF DEFENSE
STATE OF HAWAII
STATE OF HAWAII
STATE OF HAWAII, DEPT. OF EDUCATION
STATE OF LOUISIANA
STATE OF LOUISIANA DEPT. OF EDUCATION