

# Vendor's Offer

Form 201-B (RFP)

"Return this Section with your Response"

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name: **Freightliner Sterling Western Star of Arizona**

Company Mailing Address: **9899 West Roosevelt Street**

City: **Tolleson** State: **Az**  
Zip: **85353**

Contact Person **Tom Robertson** Title: **Sales Representative**

Phone No.: **(623) 907 6618 (direct)** FAX **(623) 907-6401**  
E-mail: **trobertson@fswaz.com**

Company Tax Information:

Arizona Transaction Privilege (Sales) Tax No.: **07-560408K** or

Arizona Use Tax No.: **N/A**

Federal I.D. No.: **86-0898858**

City & State Where Sales Tax is Paid: **Tolleson, Az**

If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:

## THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (TYPE OR PRINT IN INK) **Thomas E. Robertson**

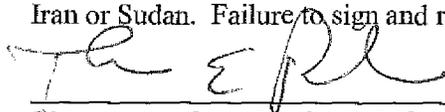
Title of Authorized Individual (TYPE OR PRINT IN INK) 

## REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Vendor's Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In

**Freightliner Sterling, Western Star of Arizona  
9899 West Roosevelt Street  
Tolleson, AZ 85353**

accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.

  
\_\_\_\_\_  
Signature of Authorized Offeror

10/21/2013  
Date

(H:/RFP 3-2008)

## INSTRUCTIONS TO PROPOSERS

Failure to follow these instructions shall result in rejection of proposal for non-responsiveness or cancellation of any Contract awarded.

1. **Preparation of Proposal:**

- A. Proposals shall be submitted to the City of Tempe ("City") in the sequence specified herein, on the forms attached hereto, including Vendor's Offer, Form 201-B (RFP).
- B. All proposals shall be submitted on the forms provided in this Request for Proposal, signed by an authorized signer and returned with the proposal response to the City.
- C. Completed and signed proposal forms for offer, acceptance and any solicitation amendments shall be signed by an authorized individual. Such proposal constitutes an irrevocable Offer to sell the good and/or service specified herein. Offeror shall submit all additional data, documentation, or information as requested by the City, signifying its intent to be bound by the terms of the Request for Proposal.
- D. Negligence in preparation of a proposal confers no right of withdrawal. Offeror is solely responsible for seeking clarification of any requirement and presenting accurate information in the proposal response. The City shall not reimburse any costs for a proposal, or its submission, presentation or withdrawal, for any reason.
- E. Offeror shall identify each subcontractor to be utilized in the services and/or work set forth herein, in the proper form as indicated.

2. **Late, Unsigned and/or Incomplete Proposal:** A late, unsigned and/or materially incomplete proposal will be considered nonresponsive and rejected.

3. **Inquiries:** Questions regarding this Request for Proposal shall be directed to the City Procurement Officer identified on the cover page of this document, unless another City contact is specifically named. Inquiries shall be submitted in writing, identifying the appropriate Request for Proposal's number, page and paragraph at issue. **PLEASE NOTE: Offeror must not place the Request for Proposal's number on the outside of an envelope containing questions.** Oral responses provided by the City shall have no binding effect or legal effect. Inquiries should be submitted no later than ten (10) days before proposal due date/time. Those received within ten (10) days of the proposal due date/time shall not be considered. The City reserves the right to contact Offerors to obtain additional information for use in evaluating proposal and solicitation requirements.

4. **Proposal Conference:** If a proposal conference is scheduled, Offeror shall attend the conference to seek clarification of any points of confusion or requirements at issue.

5. **Withdrawal of Proposal:** At any time before the specified proposal due date and time, an Offeror may withdraw its proposal by way of written correspondence from the Offeror or its authorized representative.

**Specifications – Cab and Chassis**

Return this Section with your Response

Desired minimum specification for a vehicle chassis are shown in the table below. Any exceptions to the desired specifications must be explained. Any omission from these specifications shall not relieve the contractor from the responsibility of furnishing a vehicle with all necessary components, accessories, controls, technical advice and supervision for efficient operation.

**All specifications are preferred unless noted otherwise.** If your product does not at least meet the indicated minimum specifications, or you are offering an equivalent brand, you must indicate “No” and provide details about your offering in the exception column. The decision to accept or reject the vendor offered substitution is at the sole discretion of the City of Tempe.

**Specification Multiplier**

- Items marked with  are required – bid will be consider non-responsive if requirement is not met
- Items marked with  will be scored with a multiplier of 5
- Items marked with  will be scored with a multiplier of 3
- Unmarked items will have no multiplier

A	Cab	Vendor Response		
		Yes	No	Exception
	 2 door Conventional Design with minimum 2 year warranty - <b>Required</b>	X		
	a Specify Manufacturer <b>Freightliner Chassis</b>			
	b Specify Model <b>2014</b>			
	c Specify Warranty <b>2 year base warranty included in price (*1 year is std and optional 2<sup>nd</sup> yr. incl</b>			
	2 Instruments – Fuel, voltmeter, oil pressure, air pressure, water temperature, transmission temperature, tachometer, speedometer & DEF fluid level (if DEF is used)	X		
	a Each gauge shall be independently wired and grounded. Units with “Smart Gauge” systems will not be accepted unless software, hardware and training is provided to allow the City the ability to reprogram and reset gauges.	X		
	3 Driver’s seat with lumbar support, Bostrom Levelair, or National Cushion Air – cloth covered.	X		Freightliner seat mfg. by National w/ lumbar & cloth
	a Drives seat shall be mounted in a way to provide the maximum amount of rearward adjustment that the cab will allow.	X		
	4 Passenger seat supplied - cloth covered.	X		
	5 Dual windshield wipers and washers	X		
	6 Dual sun visors	X		
	7 AM/FM/CD radio	X		
	8 Tinted safety glass	X		
	9 All windows, excluding windshield, to be covered with the darkest available high performance film (complaint with local legal requirements).	X		
	10 Door windows shall be power assisted with controls easily accessible to the driver.	X		
	a Motors shall be mounted inside the door and shall not protrude past door panel	X		
	11 Dual 6” x 16” collapsible west coast mirrors with 8” convex mirror mounted at base of frame	X		

**Cab & Chassis Specifications**

	12	Air conditioning, factory installed preferred, to be of sufficient size and rating for use in ambient temperatures of up to 120 degrees Fahrenheit. All repair components to be available locally.	X		
	a	Is air conditioner factory installed	X		
	b	If dealer installed, provide complete information on unit, installation procedures and warranty			
	13	Factory installed heater and defroster	X		
	14	LED chassis lighting package incorporating solid mounts is <b>required</b>	X		
	15	All wiring must be neatly loomed and routed	X		
	a	Weather pack connectors shall be used at all connectors that might be subject to inclement weather.	X		
	b	All areas where wiring passes through sheet metal and panel openings are to be grommeted	X		
	16	12 volt cigarette lighter style power accessory receptacle within easy access of driver is to be provided – minimum 15 amp rating	X		
	17	Color – manufacturer’s standard white (Dupont Imron or equal)	X		
	18	Area behind driver shall be fully insulated and finished, floor to headliner, with the exception of rear window – minimum R-18	X		
B	Chassis	Vendor Response			
		Yes	No	Exception	
	1	GVWR – <b>minimum</b> 58,000#	X		
	2	Wheel-base, cab to axle and overhang shall all meet respective body manufacturer’s requirements. It is the vendor’s responsibility to design the unit and guarantee legal load limits and weight distribution using average weights under normal conditions.	X		
	3	Frame rails of sufficient strength and rating to withstand continuous truck service. The RBM rating at least 2,080,000 in the main section, primarily of bolted construction with as few rivets as possible.	X		<b>Exceed 3,217,200 RBM full length double channel</b>
	a	No welding on frame rails or cross members	X		
	b	No drilling of frame rail flanges	X		
	4	Front axle - 20,000# <b>minimum</b> with springs and shocks	X		<b>*see addendum mod to 18K</b>
	5	Springs and spring hangers for front axle to exceed the rating of the axle.	X		<b>20K taper leaf springs incl.</b>
	6	Rear axle – Tandem axles with dual wheels and a <b>minimum</b> 40,000# rear axle rating – Meritor RT40-145 or approved equal.	X		Meritor MT-40-14X updated 40K axle same as previous 2013 Freightliner dump truck
	7	Rear axle ratio to be selected to provide maximum gradability and minimum 60 MPH top speed	X		
	8	Axles to have outboard drums and hub seals.	X		
	9	Rear suspension – Hendrickson HMX-400 or approved equal. Suspension capable of withstanding a GVWR of 60,000#.	X		<b>Freightliner Tuf Trac 40 K vocational, Hi articulation same as previous trucks</b>
	a	Specify Brand, Model and rating offered <b>Freightliner Tuf Trac</b>			
	10	Brakes – dual circuit anti-lock, air	X		
	a	S cam actuators with automatic slack adjusters <b>required</b>	X		
	b	18.0 CFM <b>minimum</b> compressor	X		
	c	Air dryer with replaceable cartridge shall be included –	X		

**Cab & Chassis Specifications**

		spin on preferred <b>Spin on included</b>			
	d	Air system to have air coupling or stem valve to allow pressurization of system from an outside source	X		
	e	Air tanks shall be plumbed to allow manual draining without getting under the vehicle	X		
	f	State front brake size <b>16 ½ x 6 " Meritor Q+</b>			
	g	State rear brake size <b>16 ½ x 7 " Meritor Q+</b>			
	11	Parking Brake – air activated release, spring loaded			
	12	Tires – radial tubeless with standard highway tread (must be new tires – no retreads)	X		
	a	Size - 315/80R22.5 load range L	X		Front and rear tires 315's
	13	Wheels – Steel disc, 10 hole hub-piloted Budd type	X		22.5 x 9 " Accuride F & Rear
	14	Fuel Tank Capacity – 70 gallon <b>minimum</b>	X		
	a	State tank capacity <b>70 Gallon Net Draw capacity 25 " dia. Aluminum tank</b>			
	15	A means for towing vehicle with wrecker must be provided. Pick up loops or eyes on front of vehicle strong enough to tow the vehicle with the front wheels off the ground. Must have a front bumper.	X		
	16	Hydraulic power steering	X		
	a	Reservoir shall be mounted that allows checking and filling from ground level	X		
	17	Smallest available steering wheel to be installed	X		
	a	State outside diameter of wheel to be provided			
C	Engine		Vendor Response		
			Yes	No	Exception
	1	EPA compliant electronically controlled, water cooled, 4 cycle diesel engine. Cummins ISL (345 HP) or equal.	X		Meets EPA .20 GBHP NoX W/O trade credits
	a	State Manufacturer <b>Cummins</b>			
	b	State Model <b>ISL</b>			
	c	State Horsepower <b>345</b>			
	d	State Torque <b>1150 Lb Ft Torque</b>			
	e	State year of manufacture <b>2013 ( Certified &amp; meets current EPA std. without trade credits )</b>			
	2	Engine shall be capable of operating on B-20 bio-diesel without impacting engine performance or warranty	X		
		It is required that engine, injectors, fuel pump and turbo be warranted for 5 years/100,000 miles with no deductible	X		
	4	Oil Filter – full flow, spin-on	X		
	5	Air Cleaner – dry type. Intake system to have restriction gauge mounted on the air cleaner housing.	X		
	6	Coolant Filtration System – spin on type with pre charged element	X		Fleetguard Filter
	7	Cooling system must have the largest heavy-duty components available with coolant recovery system. Cooling system filter equipped. Manufacturer must state that cooling system will keep engine at normal operating temperature in very dusty conditions and in temperatures that can reach 120 degree Fahrenheit. The preferred cooling system will have no more than one radiator, frontally mounted.	X		<b>Note Radiator is 1300 Sq In High Perf. Unit. Charge Air cooler is separate with addl capacity in additional to rad specification</b>
	a	Metal surge tank preferred	X		
	b	If plastic tank used, it must be warrantied for a minimum of five (5) years for workmanship, cracks, leaks or sun damage	X		Note tank is composite see through tank for EZ level chk
	c	<b>Required</b> Hoses (radiator, by-pass and heater) – Gates	X		

**Cab & Chassis Specifications**

		Blue Stripe			
	d	Hose clamps to be worm drive compatible with silicone rubber	X		
8		Engine alarm and shutdown system for high water temperature and low oil pressure. System must be OEM approved.	X		
9		Engine supplied with high quality fuel filtering system to remove all impurities, including water, from the fuel with spin on filter.	X		
10		Alternator – 12 volt Delco HD 33Si series 135 amp <b>minimum.</b>	X		33SI not available , Delco 28SI
	a.	State alternator manufacturer, model and amperage <b>Delco 28SI 160 amp unit</b>			
11		Batteries – 3 ea 12 volt low, or maintenance free, 2250 CCA <b>minimum</b>	X		Exceed 3 Grp. 31 Maint free @ 3375 CCA
12		Cables professionally formed and routed with the shortest cable possible to reduce voltage drop and amp loss.	X		
13		Batteries housed in covered container that is resistant to corrosion and yet must be easily accessible for servicing.	X		
14		Unit <b>must</b> be supplied with a battery cut off switch with lockout. The switch is to be mounted as close to the batteries as possible and wired to interrupt the positive battery feed.	X		
	a	Fused circuit to maintain power to cab radio for retention of set station memory	X		
	b	No keyed battery disconnect switches	X		
D	Transmission		Vendor Response		
			Yes	No	Exception
	1	Allison automatic – 4500 RDS, 5 speed	X		Previous units built as 6 spd.
	a	Push button selector	X		
	b	Filter – spin-on, located conveniently for service	X		
	c	Transmission oil to air or oil to coolant water cooler	X		
	2	Dipstick provided	X		
		Transmission <b>must</b> be supplied from the factory with Allison approved Transynd synthetic fluid.	X		
		Allison ETC 5 year extended warranty to be <b>included</b>	X		
E	Manuals		Vendor Response		
			Yes	No	Exception
	1	The preferred medium for manuals is a web based platform. Vendors shall provide (at no cost to the City) access to all online manuals, including updates, for the lifecycle of the unit, or ten years, whichever comes first.	X		
	2	If online manuals are not yet available, digital versions can be substituted, however, they must be in PDF format. Pdf manuals must be searchable by item/topic.	X		
	a	Must be capable of being installed on a shared drive for access at multiple locations without using the CD, or provide the ability to copy the manuals for use at multiple locations.	X		
	3	Service Manuals – to include comprehensive hydraulic and wiring schematics			
	a	Chassis	X		
	b	Engine	X		
	c	Transmission	X		
	d	ABS	X		

**Cab & Chassis Specifications**

	c	Body	X		
4	Parts Manuals				
	a	Chassis	X		
	b	Engine	X		
	c	Transmission	X		
	d	ABS	X		( Wabco on line tool box )
	e	Body	X		
5	Operators manual – two (2) – to be supplied with each unit		X		
F	Training		Vendor Response		
			Yes	No	Exception
	1	On site factory authorized operator training for each vehicle delivered. Operator training shall be scheduled at the convenience of the City of Tempe personnel	X		
	2	Vendor familiarity training for maintenance and repair of the vehicle. Training must occur within 2 weeks of request by the City.	X		
G	Miscellaneous		Vendor Response		
			Yes	No	Exception
	1	Data label shall be affixed to the vehicle that lists all fluid capacities and fluid type	X		
		MCO supplied at time of delivery is <b>required</b>	X		
	3	A <b>minimum</b> of 4 sets of keys shall be supplied at time of delivery	X		
	4	If multiple units are ordered, all units shall be keyed alike unless otherwise specified	X		

## Specifications – 10 Cubic Yard Dump Body

Return this Section with your Response

Desired minimum specifications for a 10 cubic yard dump body are shown below. Any exceptions to the desired specifications must be explained. Any omission from these specifications shall not relieve the contractor from the responsibility of furnishing a vehicle complete with all necessary components, accessories, controls, technical advice and supervision for efficient operation.

**All specifications are preferred unless noted otherwise.** If your product does not at least meet the indicated minimum specifications, or you are offering an equivalent brand, you must indicate “No” and provide details about your offering in the exception column. The decision to accept or reject the vendor offered substitution is at the sole discretion of the City of Tempe.

### Specification Multiplier

- Items marked with  are required – bid will be consider non-responsive if requirement is not met
- Items marked with  will be scored with a multiplier of 5
- Items marked with  will be scored with a multiplier of 3
- Unmarked items will have no multiplier

### INTERSTATE TRUCK BODIES 16 ‘ SEMI-ELLIPTICAL DUMP BODY ( Designed & produced in Phoenix,Az)

X A	10 Cubic Yard Dump Body		Vendor Response		
			Yes	No	Exception
	1	Safety pins or clips that hold prop or similar device in place shall be permanently secured or tethered to prevent accidental loss	X		
	2	All bearings and bushings must have a means to be fully and completely lubricated by operator using a standard hand grease gun. Vendor must design the means for grease to travel from zerk into the bearing or bushing and entirely cover all friction points. Grease passages must be designed in a way that prevents poor flow of grease or allows foreign material to clog grease passages.	X		
	3	Heavy duty pintle hitch – mounted so that the contact point with the pintle eye will be approximately 28” off the ground. Include two (2) heavy duty D ring type safety chain hook ups	X		
	4	Electric trailer brake controller to be installed within easy reach of driver. Trailer connector to be provided. Standard 7-way RV style wired to be compatible with Tempe vehicles	X		
	5	Provided in cab trailer air supply knob and hand control valve, glad hands located either side of pintle hitch and include glad had protectors	X		
	6	Manually operated load cover to be included - similar to Donovan 2000X series	X		
	7	Ladder shall be provided on both sides of dump body	X		
	a	Self-cleaning steps constructed of grip strut metal are required Non-slip tape is not acceptable.	X		
	b	Ladder must be designed to allow three point contact without stepping on fuel tank, battery box or any other item mounted to frame not specifically designed to safely support operators weight	X		
	c	Ladder shall be designed in a way that provides a minimum of 5” of operator shoe to protrude through the ladder or have a 4” wide step surface with 1” of shoe	X		

		protrusion				
B	Warranty		Vendor Response			
			Yes	No	Exception	
	1	Minimum two (2) year on all parts, materials and labor	X			
		a	Specify the warranty that you will offer <b>2 Years</b>			
	2	All hydraulic cylinders shall be four (4) years on parts and labor including seals	X			
		a	State the warranty that you will offer <b>Four years</b>			
	3	Minimum five (5) years on structural integrity and design of body to include cracks and premature wear out of components of body.	X			
		a	Specify the warranty that you will offer <b>Five years</b>			
C	Body		Vendor Response			
			Yes	No	Exception	
	1	10 Cubic Yard Dump Body	X			
		a	State Manufacturer <b>Interstate Truck Bodies, Inc.</b>			
	b	State Model <b>ITB SE1630</b>				
	c	State wet weight of entire unit without load <b>22,700 +/- 3% with fuel and driver</b>				
	d	State height of sidewall from ground with sideboards (86" or less preferred) <b>Nominal 86 inches</b>				
	e	State Length of completed unit <b>26'6"</b>				
	f	State Width of completed unit <b>96</b>				
	g	State Height of completed unit <b>To cab guard approx. 10'6" Exhaust stack higher</b>				
	h	State achievable payload weight capacity for unit offered <b>14 Ton @ water level loading</b>				
			LED lighting package incorporating solid mounts is <b>required.</b>	X		
			Center mounted LED brake light is <b>required</b>	X		
4		Ecco model 210 electronic back up alarm to be installed	X			
D	Tailgate		Vendor Response			
			Yes	No	Exception	
	1	Tailgate to be top hinged and 6" higher than the top of sides	X			
	3	3/16" AR450 steel construction with smooth interior wall	X			
	3	Tailgate shall incorporate a heavy duty positive type latch controllable from inside cab.	X			
E	Construction		Vendor Response			
			Yes	No	Exception	
	1	Body to be constructed of AR450 steel minimum	X			
	2	All panels and reinforcements to be fully welded – no skip welds allowed – and smooth interior surface to be provided	X			
	3	Sidewalls shall be provided with sideboard provision – sideboards to be included	X			
	4	Longitudinals and cross members to be heavy duty to support the maximum rated load with sufficient safety and maintain the lowest profile possible.	X			
	5	Pivot hinges shall be heavy duty with 2-1/4" bolted pins with grease fittings	X			
F	Hoist		Vendor Response			
			Yes	No	Exception	
	1	Single cylinder design capable of achieving a 50° dumping angle	X			
	2	Reservoir shall be frame mounted with oil level site gauge	X			
		a	Hydraulic oil tank to have shut off valves before and after filter	X		
3	Easily operable safety prop that can be reached from ground by operator	X				

	4	PTO shall be hot shift type with pump married to PTO	X		
J	Painting		Vendor Response		
			Yes	No	Exception
	1	Complete unit shall be cleaned of all dirt & grease, all weld slag removed & then sand blasted	X		
	2	Finish shall be white to match cab color	X		
	3	City prefers powder coat finish with a minimum 4 mil thickness		X	
	a	Specify the type of finish will you provide? Epoxy sealer with polyurethane paint			
K	Manuals		Vendor Response		
			Yes	No	Exception
	1	The preferred medium for manuals is a web based platform.		X	
	2	If online manuals are not yet available, digital versions can be substituted, however, they must be in PDF format. Pdf manuals must be searchable by item/topic.	X		
	a	Must be capable of being installed on a shared drive for access at multiple locations without using the CD, or provide the ability to copy the manuals for use at multiple locations.	X		
	3	Service Manuals – to include comprehensive hydraulic and wiring schematics	X		
	a	Body	X		
	b	Hydraulics	X		
	4	Parts Manuals			
	a	Body	X		
	b	Hydraulics	X		
	5	Operators manual – two (2) – to be supplied with each unit	X		
L	Training		Vendor Response		
			Yes	No	Exception
	1	On site factory authorized operator training for each vehicle delivered. Operator training shall be scheduled at the convenience of the City of Tempe personnel	X		
	2	Vendor familiarity training for maintenance and repair of the vehicle. Training must occur within 2 weeks of request by the City.	X		

**Proposal Questionnaire**  
 "Return this Section with your Response"

Bidder shall submit answers to the following questions. Responses will be utilized in determination of contract award.  
**Chassis Portion Only; Body company questionnaire response included on separate pages.**

	Question	Response
1	Provide the address of the facility that will supply the unit to the City of Tempe.	<b>9899 West Roosevelt St. Tolleson, Az 85353</b>
a	If you do not have a Tempe, or valley address, how do you intend to handle repair/warranty issues	<b>Note we have 2 local facilities , Tolleson and Chandler as well as mobile service capability .</b>
2	Describe your company and its history – include years in business (limited space to list all we do )	<b>40 year history of sales , service , parts for vocational vehicles 4 Locations , extended hours are provided. Well capitalized</b>
3	Please provide contact information for the primary account representative and a backup contact for the City of Tempe. <ul style="list-style-type: none"> <li>• Contact Name</li> <li>• Phone Number</li> <li>• Cell Phone Number (480) 363-2798 cell for Tom R (602)527-0692 Tim Noeding</li> <li>• e-mail address</li> </ul>	Provide contact information below Tom Robertson prime (623) 907-6618 trobertson@fswaz.com Tim Noeding backup (623) 907-6604 tnoeding@fswaz.com
4	Provide information on parts inventory levels for both the Cab and Chassis and dump unit. Only provide inventory levels for stocking in the Phoenix area.	Over \$3,000,000 parts inventory @ Metro Phoenix locations. The Freightliner regional parts distribution center is in Reno Nv providing overnight access for additional substantial inventories—one of 5 Freightliner PDC's nation wide
5	Do you have factory-trained personnel on site to perform installation, maintenance and repair on the equipment you are offering?	<b>Yes</b>
6	What is the delivery time ARO for the equipment you are offering – liquidated damages will apply if delivery timelines are not met. The City of Tempe prefers a delivery time of 180 days or less. Liquidated damages are \$150 per day per truck and will be assessed after the agreed upon delivery date has expired.	<b>90-140 DAYS FOR PRIMARY BID</b>
a	Do you understand and accept this condition?	<b>Yes</b>
7	If required warranty work requires that vehicle to be taken to your facility for repairs to be effected, will you pick up and return vehicle at no cost to the City of Tempe?	<b>Yes</b>
8	Do you provide, at no cost, human based technical support for the cab and chassis to assist with diagnosis of problems for service technicians? This service must be available for the lifecycle of the unit or 10 years, whichever comes first.	<b>Yes, Local technical support and factory toll free help line for trouble shooting &amp; diagnostic assistance. A great deal of on-line data, service information and training available at no cost to The City of Tempe. Select training sessions offered at Tolleson location provided by vendors &amp; OEM at no cost. On site sessions may be offered if warranted.</b>
a	If yes, provide information explaining the	<b>See above.</b>

	working of the program, the level of support provided and hours the service is available.	
9	Do you agree to the Terms and Conditions of this RFP?	<b>Yes</b>
	a If No, explain	
10	List three (3) governmental or large corporate references for which you currently provide similar services. <ul style="list-style-type: none"> <li>• Firm Name</li> <li>• Contact Name</li> <li>• Phone Number</li> </ul>	<div style="background-color: #e0e0e0; padding: 5px;">Provide Reference Information Below</div> <div style="padding: 5px;"><b>City of Phoenix, Dave Skiver ( 602) 495-7265</b></div> <div style="padding: 5px;"><b>City of Chandler, Mike Mandt (480) 782-2406</b></div> <div style="padding: 5px;"><b>Maricopa County , Bruce Marston (602) 506-6420</b></div>

# INTERSTATE BODY COMPANY

## Proposal Questionnaire "Return this Section with your Response"

Bidder shall submit answers to the following questions. Responses will be utilized in determination of contract award.

	Question	Response
1	Provide the address of the facility that will supply the unit to the City of Tempe.	3215 W. Lincoln St Phoenix, AZ 85009
a	If you do not have a Tempe, or valley address, how do you intend to handle repair/warranty issues	
2	Describe your company and its history – include years in business	
3	Please provide contact information for the primary account representative and a backup contact for the City of Tempe. <ul style="list-style-type: none"> <li>• Contact Name</li> <li>• Phone Number</li> <li>• Cell Phone Number</li> <li>• e-mail address</li> </ul>	See Attached  Provide contact information below Mike Miller 602-272-2298 Off. 602-269-2121 Cell mike@interstatetruckbodies.com
4	Provide information on parts inventory levels for both the Cab and Chassis and dump unit. Only provide inventory levels for stocking in the Phoenix area.	We Currently Stock Qty 1-Hyd Cylinder 1-PTO 1-Hyd Pump All Hyd Lines & Fittings
5	Do you have factory-trained personnel on site to perform installation, maintenance and repair on the equipment you are offering?	Yes
6	What is the delivery time ARO for the equipment you are offering – liquidated damages will apply if delivery timelines are not met. The City of Tempe prefers a delivery time of 180 days or less. Liquidated damages are \$150 per day per truck and will be assessed after the agreed upon delivery date has expired.	Interstate Needs 90 Day From Receipt of Chassis
a	Do you understand and accept this condition?	Yes
7	If required warranty work requires that vehicle to be taken to your facility for repairs to be effected, will you pick up and return vehicle at no cost to the City of Tempe?	Yes
8	Do you provide, at no cost, human based technical support for the cab and chassis to assist with diagnosis of problems for service technicians? This service must be available for the lifecycle of the unit or 10 years, whichever comes first.	N/A
a	If yes, provide information explaining the working of the program, the level of support	

# BODY COMPANY

	provided and hours the service is available.										
9	Do you agree to the Terms and Conditions of this RFP?	Yes, Body Only									
a	If No, explain										
10	List three (3) governmental or large corporate references for which you currently provide similar services. <ul style="list-style-type: none"> <li>• Firm Name</li> <li>• Contact Name</li> <li>• Phone Number</li> </ul>	<div style="background-color: #cccccc; padding: 5px; text-align: center;">Provide Reference Information Below</div> <table border="0" style="width: 100%;"> <tr> <td style="width: 60%;">City of Phoenix</td> <td style="width: 20%;">Dave Skiver</td> <td style="width: 20%;">602-495-7265</td> </tr> <tr> <td>Maricopa County</td> <td>Les Glover</td> <td>602-506-4667</td> </tr> <tr> <td>Inland Contracting</td> <td>Vic Kampe</td> <td>250-493-6791</td> </tr> </table>	City of Phoenix	Dave Skiver	602-495-7265	Maricopa County	Les Glover	602-506-4667	Inland Contracting	Vic Kampe	250-493-6791
City of Phoenix	Dave Skiver	602-495-7265									
Maricopa County	Les Glover	602-506-4667									
Inland Contracting	Vic Kampe	250-493-6791									

## Pricing Section

"Return this Section with your Response"

Pricing must be inclusive of all costs and be delivered to the City equipment maintenance facility. The City will not pay fuel surcharges or any cost beyond those stated below.

The City of Tempe reserves the right to utilize alternative methods of disposal if the value offered for trade-in units is considered below market value.

Description	Quantity	Unit	Cost
<b>10 Cubic Yard Dump Truck - New PRIMARY OFFER</b>	1	Ea	<b>\$134,175.00</b>
<b>Trade-In Unit 229</b>	1	Ea	<b>\$8,550.00</b>
<b>Trade-In Unit 251</b>	1	Ea	<b>\$7,450.00</b>
<i>* NO TAX INCLUDED</i> <b>Net Cost to City</b>			<b>\$118,175.00</b>
<b>Options</b>			<b>Cost</b>
1	Auto tarp system – upgrade cost from manual system		<b>\$1450.00</b>
2	Upgrade to air suspension Primaax EX Pax 462 or equa <b>Freightliner Airliner</b>		<b>\$ ( 750.00) credit</b>
3	Bolt on shovel holder – with shovel provided. Holder shall be made in such a way that allows easy mounting and dismounting of shovel without the use of tools and securely holds the shovel while vehicle is being driven up to and including highway speeds		<b>\$ 250.00</b>
4	Bolt on rake holder – with rake provided. Holder shall be made in such a way that allows easy mounting and dismounting of shovel without the use of tools and securely holds the shovel while vehicle is being driven up to and including highway speeds		<b>\$ 250.00</b>
5	Twenty (20) lb dry chemical ABC rated fire extinguisher with bracket mounted on body		<b>\$ 380</b>
6	Spare wheel and mounted tire for front axle		<b>\$ 1005.00</b>
7	Spare wheel and mounted tire for rear axle		<b>\$ 1005.00</b>
<b>Other supplier recommended options (including extended warranties) – add pages if needed.</b>			
			\$
			\$
			\$
			\$
			\$

\* Applicable Tax 8.3 % **Plus City of Tolleson \$25.00 flat fee**

\* **State correct jurisdiction to receive sales tax on the Vendor's Offer, Form 201-B (RFP) included in this Request for Proposal.**

Less prompt payments discount terms of 0 % 30 days/ or net thirty (30) days. (To apply after receipt and acceptance of an itemized monthly statement.) For evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than thirty (30) days from receipt of statement.