

Vendor's Offer
"Return this Section with your Response"

It is REQUIRED that Bidder COMPLETE, SIGN and SUBMIT the original of this form to the City Procurement Office with the bid response offer. An unsigned "Vendor's Offer", late bid response and/or a materially incomplete response will be considered nonresponsive and rejected.

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

Company Name: <u>WESTERN TREE COMPANY, INC.</u>	
Company Mailing Address: <u>P.O. BOX 8039</u>	
City: <u>PHOENIX</u>	State: <u>AZ</u> Zip: <u>85066-8039</u>
Contact Person: <u>ERIC JOHNSON</u>	Title: <u>GENERAL MANAGER</u>
Phone #: <u>(602)243-6125</u>	FAX #: <u>(602)243-3764</u> E-mail: <u>ej@westerntree.com</u>
<u>Company Tax Information:</u>	
Arizona Transaction Privilege (Sales) Tax No.: <u>07-217254-R</u> or	
Arizona Use Tax No.: _____	
Federal I.D. No.: <u>86-0369339</u>	
City & State Where Sales Tax Is Paid: <u>PHOENIX</u> , <u>AZ</u>	
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: _____	

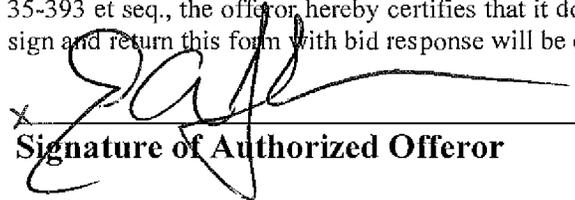
THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in Ink) ERIC JOHNSON

Title of Authorized Individual (Type of Print in Ink) GENERAL MANAGER

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (Must Sign in Ink)

By signing this offer, Bidder acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other bidder or potential bidder. In 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 bid response will be considered nonresponsive and rejected.



Signature of Authorized Offeror

JANUARY 2, 2013

Date

Bid Questionnaire
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1. List the number of years your firm has been in business: 39 years

2. Provide at least three (3) references for which you have provided similar products.

<u>Company Name</u>	<u>Contact</u>	<u>Phone</u>
AAA Landscape	Augustine Gonzales	(602)437-2690
Berghoff Design Group	Jeff Berghoff	(480)481-3433
DTR Landscape Dev.	Dick Roberts	(623)516-0042

3. Provide the address of your local business office with plant inventory.

3401 E Southern Ave., Phoenix, AZ 85040

11510 E. Appleby Rd., Chandler, AZ 85249

4. What is the size of your plant inventory facility? 80 Acres

5. What is the estimated dollar value of your inventory? \$ 4,500,000

6. What are your days and hours of operation?

Winter: M-Th 7a.m.-4 p.m., Fri. close 1p.m. Summer: M-Th 6 a.m.-3 p.m., Fri. close at noon

7. Will your company deliver to a specified City of Tempe location? Yes No

8. What is your method of delivery? company owned delivery trucks / trailers

9. What is your delivery time after receipt of an order? 1 to 5 Days

10. How long will your company hold a selected plant (free of added charge) before shipping? 60 Days

11. What are your company's warranties and/or guarantees with the plants sold to the City?

Western Tree Company guarantees the delivered material to be healthy and free of pests, weeds, and diseases and will be considered the property of the City of Tempe upon acceptance as indicated by a signature on each delivery receipt. The nature of the product is considered a live commodity and Western Tree Company will have no control over the welfare of the material after delivery in regards to watering, installing, pruning, fertilizing, etc. and therefore cannot be held responsible for the performance of the successful landscape contract bidder or the City of Tempe staff. Western Tree Company will be happy to address any concerns related to pests, weeds, and disease of any material delivered.

Pricing Section

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ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	WHOLESALE DISCOUNT
1.	Trees (large)	5% if paid by the 20th of the month following month of purchase _____ % Net price 30 days thereafter.
	Wholesale Price Catalog: _____	
	Publication Date: _____	SEE ATTACHED <i>2013 Price List</i>
2.	Trees (small)	Same as "LARGE" trees _____ %
	Wholesale Price Catalog: _____	
	Publication Date: _____	SEE ATTACHED <i>2013 Price List</i>
3.	Shrubs (5-gallon)	NO BID _____ %
	Wholesale Price Catalog: _____	
	Publication Date: _____	
4.	Shrubs (1-gallon)	NO BID _____ %
	Wholesale Price Catalog: _____	
	Publication Date: _____	
5.	Ground Cover	NO BID _____ %
	Wholesale Price Catalog: _____	
	Publication Date: _____	
6.	Bedding Plants	NO BID _____ %
	Wholesale Price Catalog: _____	
	Publication Date: _____	
7.	Flowers (Annual)	NO BID _____ %
	Wholesale Price Catalog: _____	
	Publication Date: _____	
8.	Flowers (Perennial)	NO BID _____ %
	Wholesale Price Catalog: _____	
	Publication Date: _____	

* Applicable Tax 9.3 %

Pricing Section

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* State correct jurisdiction to receive sales tax on the Vendor's Bid Offer, form 201-B included in this Invitation for Bid document.

Less prompt payments discount terms of 5 % 20 days/ or net thirty (30) days. (To apply after receipt and acceptance of anitemized monthly statement.) For bid evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than thirty (30) days from receipt of statement.

Ordering and Invoice Instructions

In order to facilitate internal control and accounting, each City Department will order and must be invoiced separately. Monthly invoices must be segregated by City Department number and mailed or delivered directly to the City Customer Department. For most materials, there will be between three (3) and six (6) ordering departments. At the time an order is placed, the Contractor must obtain the ordering department's cost center numbers for billing purposes. The use of the department's cost center numbers will be in addition to the purchase order number. Once a month, the Contractor shall submit a consolidated statement which shall itemize the invoice numbers, invoice date, invoice amounts, and the total amount billed to Accounting. Discount offering will be based upon days from receipt of the consolidated monthly statement. Invoice(s) shall not show previous balances.

Invoices shall include:

1. Listing Of All Delivery/Pickup Receipt Numbers Being Invoiced.
2. Total Cost Per Item.
3. Applicable Tax.
4. Payment Terms.
5. Blanket Purchase Order Number.

Invoices that do not follow the above minimum invoicing requirements will not be paid. Payment must be applied to only invoices referenced on check/payment stub. The City reserves the right to bill contracted vendor for researching invoices that have been paid, but not properly applied by vendor account receivables office.

Statement mailing address: City of Tempe
Accounting (see Invitation for Bid for your contact person)
P.O. Box 5002
Tempe, Arizona 85280
Phone: 480-350-8355

Accounting Contacts:	Ramona Zapien	Letters A – H
	Cecilia Miller	Letters I – Z
	Candace Duke	General AP Inquiries and AP Checks

Western Tree Company

2013 Price List

Consistent . . . Quality

Office (602)243-6125 ▪ Fax (602)243-3764

www.westerntree.com



3401 E. Southern Avenue

Phoenix, AZ 85040-3846

➤ **24" Box** **\$80.00*** ◀

- Acacia salicina
- Acacia smallii
- Acacia stenophylla
- Cercidium floridum
- Cercidium praecox
- Chilopsis hybrid
- Eucalyptus microtheca
- Pithecellobium flexicaule
- Prosopis chilensis
- Prosopis glandulosa
- Prosopis velutina
- Rhus lancea
- Thevetia peruviana
- Vitex agnus-castus

➤ **24" Box** **\$90.00*** ◀

- Acacia aneura
- Bauhinia "Hong Kong"
- Bauhinia purpurea
- Caesalpinia cacaloco
- Caesalpinia Mexicana
- Cercidium hybrid (thornless varieties)
- Chamaerops humilis
- Chitalpa
- Dalbergia sissoo
- Ficus nitida
- Fraxinus uhdei
- Fraxinus v. 'Rio Grande'
- Fraxinus v. 'FanWest'
- Nerium oleander (red, white or pink)
- Jacaranda
- Olea europaea "Wilsoni"
- Phoenix canariensis
- Phoenix roebelinii
- Pindo palm
- Pinus eldarica
- Pinus halepensis
- Pistacia atlantica "Red Push"
- Populus fremontii
- Prosopis hybrid (thornless varieties)
- Prunus cerasifera "Krauter Vesuvius"
- Pyrus "Bradford Pear"
- Quercus virginiana
- Sago palm
- Sabal Palm
- Tipu tipuana
- Ulmus parvifolia

➤ **24" Box** **\$110.00*** ◀

- Cercidium microphyllum
- Olneya tesota
- Pistacia lentiscus "Mastic"
- Sophora secundiflora

➤ **36" Box** **\$275.00*** ◀

- Acacia aneura
- Acacia salicina
- Acacia smallii
- Acacia stenophylla
- Caesalpinia cacaloco
- Cercidium floridum
- Cercidium hybrid (thornless varieties)
- Cercidium praecox
- Chilopsis hybrid
- Dalbergia sissoo
- Eucalyptus microtheca
- Fraxinus uhdei
- Fraxinus v. 'Rio Grande'
- Fraxinus v. 'FanWest'
- Jacaranda
- Nerium oleander (red, white or pink)
- Pinus eldarica
- Pinus halepensis
- Pistacia atlantica 'Red Push'
- Pithecellobium flexicaule
- Populus fremontii
- Prosopis chilensis
- Prosopis glandulosa
- Prosopis g. velutina
- Prosopis hybrid (thornless varieties)
- Quercus virginiana
- Rhus lancea
- Thevetia
- Ulmus parvifolia
- Vitex agnus-castus

➤ **36" Box** **\$295.00*** ◀

- Bauhinia blakeana "Hong Kong"
- Chamaerops humilis
- Ficus nitida
- Olea europaea "Wilsoni"
- Phoenix canariensis
- Pistacia lentiscus 'Mastic'
- Sabal palm

➤ **36" Box** **\$325.00*** ◀

- Cercidium Microphyllum
- Olneya tesota
- Sophora secundiflora

➤ **All 48" Box** **\$750.00*** ◀

➤ **All 60" Box** **\$1200.00*** ◀

*extra freight may apply to 48" & 60" boxes

~~\$50 delivery fee for all orders - Metro Area~~

Discounts available for large orders. Give us a call today!

Eric Johnson: mobile (602)738-8733

email: ej@westerntree.com

Mo Ibarra: mobile (602)763-8004

email: mo@westerntree.com

Hunter Hawkins: mobile (602)625-1566

email: hunter@westerntree.com