



STATE OF DELAWARE
EXECUTIVE DEPARTMENT
OFFICE OF MANAGEMENT AND BUDGET

April 19, 2012

TO: ALL STATE AGENCIES, SCHOOL DISTRICTS, MUNICIPALITIES, VOLUNTEER
FIRE COMPANIES AND POLITICAL SUBDIVISIONS

FROM: WILLIAM W. PICKRUM
DEPUTY DIRECTOR, GOVERNMENT SUPPORT SERVICES
302-857-4556

SUBJECT: **AWARD NOTICE – Addendum # 9 – Effective August 22, 2014**
CONTRACT NO. GSS12663-HVYEQUIP
HEAVY EQUIPMENT

TABLE OF CONTENTS
OF
KEY CONTRACT INFORMATION

1. CONTRACT USE.....	2
2. CONTRACT PERIOD	2
3. VENDORS	2
4. SHIPPING TERMS	10
5. DELIVERY AND PICKUP	10
6. PRICING	10
ADDITIONAL TERMS AND CONDITIONS.....	10



KEY CONTRACT INFORMATION

1. CONTRACT USE

[\(Return to Table of Contents\)](#)

This is **not** a mandatory use contract under **Title 29, Chapter 6911(d) Delaware Code**. It is available to every state department and agency within the Executive Branch and Judicial Branch of the state government shall procure all material, equipment and nonprofessional services through the statewide contracts administered by Government Support Services, Office of Management and Budget. Delaware State University, Delaware Technical and Community College, the operations funded by Public School Districts, Delaware Transit Corporation, the Legislative Branch and the Board of Pension Trustees and their consultants are specifically exempted from the requirements of this subsection.

Under Title 29 §6933, The State of Delaware is authorized to participate in, sponsor, conduct or administer a cooperative purchasing agreement for the procurement of materiel or nonprofessional services with 1 or more public procurement units either within the State or within another state in accordance with an agreement entered into between the participants.

A competitive bidding and selection process was conducted by the National Joint Powers Alliance (NJPA), a Minnesota-based Service Cooperative created by Minnesota Legislative Statute 123A.21. NJPA and Contractor established a contract for the purchase of heavy construction equipment with related accessories, supplies, and services on or around July 20, 2011 (hereinafter, “Master Agreement”).

2. CONTRACT PERIOD

[\(Return to Table of Contents\)](#)

Each contractor’s contract shall be valid through July 19, 2015. See vendor information below.

3. VENDORS

[\(Return to Table of Contents\)](#)

Addendum # 7 updates vendor information

<p>Contract # GSS12663-HVYEQUIPV04 NJPA Contract Number: 031711-AGI FSF Vendor ID: 0000033769 Alamo Industrial, Inc. Attn: John Wright 1502 E. Walnut Street Seguin, TX 78155-5202 Phone: 830-372-9517 or 800-882-5762 Fax: 800-242-5266 Email: jwright@alamo-group.com Website: www.alamo-industrial.com</p>	<p>Products: Boom Mowers Ditchers, Loaders & Sickle Bars Flail Mowers Rotary Mowers Tree & Brush Cutters</p> <p>Local Dealers:</p> <p>Contract # GSS12663-HVYEQUIPV18 Gaithersburg Equipment Co. Inc. FSF Vendor ID: 0000076175 Attn: Brian Dunleavy, 830-605-2295 700 E. Diamond Ave Gaithersburg, MD 20877-3065 Phone: 301-670-9300 Fax: 301-926-3705 Website: www.gaithersburgequipment.com</p> <p>Contract # GSS12663-HVYEQUIPV19 Security Equipment Company, Inc.</p>
--	---

	<p>FSF Vendor ID: 0000214635 Attn: Gabrielle Stephan 3828 Washington Blvd Baltimore, MD 21227-1629 Phone: 410-247-9600 Fax: 410-247-4819 Website: www.securityfnh.com</p> <p>Contract # GSS12663-HVYEQUIPV22 Messick Farm Equipment, Inc. FSF Vendor ID: Attn: Jill Sandidge 7481 Lincoln Hwy East Abbottstown, PA 17301 Phone: 717-259-6617 or 800-222-3373 Email: kenm@messicks.com Website: www.messicks.com</p>
<p>Contract # GSS12663-HVYEQUIPV05 NJPA Contract Number: 060311-All FSF Vendor ID: 0000033246 Altec Industries, Inc. Attn: Cullen Bull 33 Inverness Center Parkway Suite 110 Birmingham, AL 35242-7640 Phone: 205-222-0137 or 205-991-7733 Fax: 205-981-2522 Email: cullen.bull@altec.com Website: www.altec.com</p>	<p>Product: Truck Mounted Aerial Devices Digger Derricks Telescopic Boom Truck Cranes Cable Handling Devices Ground Rod Drivers Hotline Insulator Washers Pressure Diggers Altec Bodies Pole Cargo Trailers Environmental Products</p> <p>Local Dealers: None listed</p>
<p>Contract # GSS12663-HVYEQUIPV03 NJPA Contract Number: 060311-CEC FSF Vendor ID: 0000127445 Clark Equipment Company Attn: Mike Kotzbacher 250 E. Beaton Drive West Fargo, ND 58078-2656 Phone: 701-241-8746 Fax: 701-280-7860 Email: mike.kotzbacher@doosan.com Website: http://www.bobcat.com/government</p>	<p>Product Lines: Bobcat Doosan</p> <p>Local Dealers:</p> <p>Contract # GSS12663-HVYEQUIPV20 Burke Equipment Company - Newark FSF Vendor ID: 0000106399 Attn: David Babbitt 2063 Pulaski Hwy Newark, DE 19702-3503 Phone: 302-737-3100 Fax: 302-737-3578 Email: dbabbitt@burkeequipment.com Website: www.burkeequipment.com</p>

	<p>Contract # GSS12663-HVYEQUIPV20 Burke Equipment Company - Felton FSF Vendor ID: 0000106399 Attn: Mike Babbitt 54 Andrews Lake Rd Felton, DE 19943-4633 Phone: 302-284-0123 Fax: 302-284-0225 Email: mbabbitt@burkeequipment.com Website: www.burkeequipment.com</p> <p>Contract # GSS12663-HVYEQUIPV20 Burke Equipment Company – Seaford FSF Vendor ID: 0000106399 Attn: C. Wagner 11196 East Snake Rd Delmar, DE 19940-3452 Phone: 302-629-7500 Fax: 302-629-5570 Email: cwagner@burkeequipment.com Website: www.burkeequipment.com</p> <p>Contract # GSS12663-HVYEQUIPV11 Chesapeake Supply and Equipment Co FSF Vendor ID: 0000029403 12915 S DuPont Hwy Felton, DE 19943-4854 Phone: 800-282-8522 or 302-284-1000 Fax: 302-284-2200 Email: jeggers@chesupeq.com www.equipmentbychesapeake.com</p> <p>Contract # GSS12663-HVYEQUIPV12 McClung-Logan Equipment Co FSF Vendor ID: 0000029419 Attn: Tad Lynch 17941 Sussex Hwy Bridgeville, DE 19933-4083 Phone: 302-337-3400 Fax: 302-337-9083 Email: tlynch@mcclung-logan.com www.mcclung-logan.com</p>
<p>Contract # GSS12663-HVYEQUIPV01 NJPA Contract Number: 060311-CNH FSF Vendor ID: 0000126313 CNH America, LLC</p>	<p>Product lines: Case Kobelco New Holland</p>

Attn: Gary Oldis
621 State Street
Racine, WI 53402-5133
Phone: 262-636-0625
Fax: 262-636-5310
Email: gary.oldis@cnh.com
Website: <http://www.cnh.com/>

Local Dealers:

New Holland Construction

Contract # GSS12663-HVYEQUIPV21
Modern Equipment Sales & Rental Company
FSF Vendor ID: 0000018055
366 Cross Keys Rd
Sicklerville, NJ 08081-9705
Phone: 856-753-8282
Fax: 856-753-8223
Email: adamj@moderngroup.com
Website: www.moderngroup.com

Kobelco

Contract # GSS12663-HVYEQUIPV18
Gaithersburg Equipment Company
FSF Vendor ID: 0000076175
700 E Diamond Ave.
Gaithersburg, MD, 20877-3065
Phone: (301) 670-9300
Fax: (301) 926-3705
Website: www.gaithersburgequipment.com

Case CE

Contract # GSS12663-HVYEQUIPV23
Folcomer Equipment Corp
FSF Vendor ID: 0000030376
Attn: Mike Youse
12420 Sussex Hwy
Greenwood, DE, 19950-5447
Phone: 302-349-5760
Fax: 302-349-5785
Email: mike.youse@folcomer.com
Website: www.folcomer.com

Contract # GSS12663-HVYEQUIPV25
Eagle Power & Equipment Corp.

FSF Vendor ID: 0000018725
Attn: Tom Scott
2211 DuPont Hwy
P.O. Box 889
New Castle, DE, 19720-0889
Phone: 302-652-3028
Cell: 302-530-9134
Fax: 302-652-7540
Email: tscott@eaglepe.com
Website: www.eaglepowerandequipment.com

Case IH

Contract # GSS12663-HVYEQUIPV16
Hooper, Inc. – Middletown
FSF Vendor ID: 0000006985

	<p>Attn: Greg Haglin 1130 Middletown Warwick Rd Middletown, DE 19709-9096 Phone: 302-378-9555 Fax: 302-378-0634 Email: hoober@hoober.com Website: www.hoober.com</p> <p>Contract # GSS12663-HVYEQUIPV17 Hooper, Inc. – Seaford FSF Vendor ID: 0000029740 Attn: Greg Haglin 6367A Stein Hwy Seaford, DE 19973-6942 Phone: 302-629-3075 Fax: 302-629-3775 Email: hoober@hoober.com Website: www.hoober.com</p>
<p>Contract # GSS12663-HVYEQUIPV02 NJPA Contract Number: 031711-DAC FSF Vendor ID: 0000022081 Deere and Company Attn: Bill Frank 2000 John Deere Run Cary, NC 27513-2789 Phone: 972-974-0984 Email: FrankWilliamD@JohnDeere.com Website: www.johndeere.com</p>	<p>Products: John Deere</p> <p>Local Dealers:</p> <p>Contract # GSS12663-HVYEQUIPV29 Atlantic Tractor, LLC FSF Vendor ID: 0000006283 Attn: Steve Cahall or Rob Hawkins 301 East St Clayton, DE 19938-7707 Phone: 302-653-8536 or 800-367-2726 Fax: 410-648-2592 Email: scahall@atjd.net or rhawkins@atjd.net Website: http://www.atlantictractor.net/clayton.htm</p>
<p>Contract # GSS12663-HVYEQUIPV14 NJPA Contract Number: 031710-GRD Gradall Industries, Inc. FSF ID: 0000205697 Attn: Michael T. Norman 406 Mill Ave SW New Philadelphia, OH 44663-3835 Phone: (330)339-8428 Fax: (330)339-8468 Email: mtnorman@gradall.com Website: www.gradall.com</p>	<p>Local Dealers:</p> <p>Contract # GSS12663-HVYEQUIPV13 Elliott & Frantz, Inc FSF Vendor ID: 0000046031 Attn: Rich Wolfolk 38420 Sussex Hwy Delmar, DE 19940-3510 Phone: (302)846-3033 Fax: (302)846-0763 Cell: (410)463-0248 Email: rwelliotffrantz@yahoo.com Website: www.gradall.com</p>
<p>Contract # GSS12663-HVYEQUIPV06 NJPA Contract Number: 060311-JDC FSF Vendor ID: 0000132192 John Deere Construction Retail Sales Attn: Richard Murga or Mark Deakyne</p>	<p>Products: Articulated Dump Trucks Backhoe Loaders Compact Track Loaders Crawler Dozers Crawler Loaders</p>

<p>1515 Fifth Avenue Moline, IL 61265-1397 Phone: 800-319-3757 Fax: 309-765-3358 Email: murgarichard@johndeere.com or DeakyneMarkR@JohnDeere.com</p> <p>Website: www.deere.com</p>	<p>Excavators (standard & compact) High-Speed Dozer Landscape Loader Motor Graders Skid Steer Loaders Wheel Loaders (standard & compact)</p> <p>Local Dealers:</p> <p>Contract # GSS12663-HVYEQUIPV29 Atlantic Tractor, LLC - Newark FSF Vendor ID: 0000006283 Attn: Tom Patrick or Michael Smith 2688 Pulaski Hwy Newark, DE 19702-3915 Phone: 302-834-0114 Fax: 302-834-2847 Email: tpatrick@atjd.net or mikesmith@atjd.net Website: http://www.atlantictractor.net/glasgow.htm</p> <p>Contract # GSS12663-HVYEQUIPV30 JESCO, Inc. - Middletown FSF Vendor ID: 0000046031 1001 Industrial Dr Middletown, DE 19709-1097 Phone: 302-376-0784 or 800-241-7070 Fax: 410-918-5103 Email: mike.turssline@jesco.us Website: www.jesco.us</p> <p>Contract # GSS12663-HVYEQUIPV29 Atlantic Tractor, LLC - Clayton FSF Vendor ID: 0000006283 301 East Street Clayton, DE 19938-7707 Phone: 302-653-8536 or 800-367-2726 Fax: 410-648-2592 Email: scahall@atjd.net Website: http://www.atlantictractor.net/clayton.htm</p> <p>Contract # GSS12663-HVYEQUIPV30 JESCO, Inc. - Delmar FSF Vendor ID: 0000046031 Attn: Lynda Bagdonas 9060 Ocean Hwy Delmar, MD 21875-2334 Phone: 410-546-1090 or 800-241-7070 Fax: 410-918-5103 Email: lynda.bagdonas@jesco.us Website: www.jesco.us</p> <p>Local Dealers:</p> <p>Contract # GSS12663-HVYEQUIPV20 Burke Equipment Company - Newark</p>
---	---

	<p>FSF Vendor ID: 0000106399 2063 Pulaski Hwy Newark, DE 19702-3503 Phone: 302-737-3100 Fax: 302-737-3578 Email: chris@burkeequipment.com Website: www.burkeequipment.com</p> <p>Contract # GSS12663-HVYEQUIPV20 Burke Equipment Company - Felton FSF Vendor ID: 0000106399 54 Andrews Lake Rd. Felton, DE 19943 Phone: (302) 284-0123 Fax: (302) 284-0225 Email: mbabbitt@burkeequipment.com Website: www.burkeequipment.com</p> <p>Contract # GSS12663-HVYEQUIPV20 Burke Equipment Company – Seaford FSF Vendor ID: 0000106399 11196 East Snake Rd. Delmar, DE 19940 Phone: (302) 629-7500 Fax: (302) 629-5570 Email: cwagner@burkeequipment.com Website: www.burkeequipment.com</p> <p>Contract # GSS12663-HVYEQUIPV11 Chesapeake Supply and Equipment Co FSF Vendor ID: 0000029403 12915 S DuPont Highway Felton, DE 19943 Phone: (302) 800-483-0885 or 410-792-4750 Fax: (302) 410-792-2854 Email: jeggers@chesupeq.com www.equipmentbychesapeake.com</p> <p>Contract # GSS12663-HVYEQUIPV12 McClung-Logan Equipment Co FSF Vendor ID: 0000029419 17941 Sussex Hwy Bridgeville, DE 19933 Phone: (302)337-3400 Fax: (302)337-9083 Email: tlynch@mcclung-logan.com www.mcclung-logan.com</p>
<p>Contract # GSS12663-HVYEQUIPV07 NJPA Contract Number: 060311-MTQ Multiquip, Inc. FSF ID: 0000171354 Attn: Larry Savitz</p>	<p>Authorized Service Centers:</p> <p>Contract # GSS12663-HVYEQUIPV27 Paradigm Equipment Sales, Inc. 4252 N Point Rd, Ste. 113</p>

<p>18910 Wilmington Ave Carson, CA 90746-2820 Phone: 310-400-1682 or 800-421-1244 Fax: 310-537-3927 Email: lsavitz@multiquip.com Website: www.multiquip.com</p>	<p>Baltimore, MD 21222-3689 Phone: 410-477-1923 Website: http://paradigmequipment.com/</p>
<p>Contract # GSS12663-HVYEQUIPV26 NJPA Contract Number: 060311-SAC Sullair, LLC FSF ID: Attn: Mark Hennessey or Tricia O’Hara 3700 E Michigan Blvd Michigan City, IN 46360-6527 Phone: 413-687-7725 or 773-554-3507 Email: mark.hennessey@sullair.com or tricia.ohara@sullair.com Website: www.sullair.com</p>	<p>Local Dealer: Contract # GSS12663-HVYEQUIPV28 Tate Engineering Systems, Inc. FSF Vendor ID: 0000030219 (Stationary Equipment Only) 2030 Shipley Dr Suite 5 Salisbury, MD 21801-7884 Contact: Brandy Merson Phone: 410-546-3293 or 800-800-8283 Email: brandy.merson@tate.com Website: www.tate.com</p>
<p>Contract # GSS12663-HVYEQUIPV08 NJPA Contract Number: 060311-VTL FSF Vendor ID: 0000184911 V T Leeboy, Inc. (BR Lee Industries) Attn: Naomi Gibson 500 Lincoln County Parkway Ext Lincolnton, NC 28092-6132 Phone: 704-966-3371 Fax: 704-919-5350 Email: ngibson@leeboy.com Website: www.leeboy.com</p>	<p>LeeBoy Products: Asphalt Pavers Motor Grader Force Feed Loader Tack Distributors Rollers / Compaction Maintainers Legend Electric Screed Asphalt Rakes & Tools Concrete Curber LeeBoy Product Guide</p> <p>Local Dealers: Contract # GSS12663-HVYEQUIPV09 U. S. Municipal Supply, Inc. FSF Vendor ID: 0000019576 Attn: Bob Connell or Steve Miller 461 Glennie Cir King of Prussia, PA 19406-2629 Phone: 610-292-9450 or 800-222-1980 Fax: 610-275-4270 Email: rcc@usmuni.com or scm@usmuni.com Website: www.usmuni.com</p> <p>Contract # GSS12663-HVYEQUIPV10 Valley Supply & Equipment Co., Inc. FSF Vendor ID: 0000029906 Attn: Brandon Klein or Larry Elavskey 20332 Leitersburg Pike Hagerstown, MD 21742-1451 Phone: 410-780-4000 or 800-633-5077 Fax: 410-780-4004 Email: bklein@valleysupplyequipment.com or lavlasky@valleysupplyequipment.com</p>

	Website: www.valleysupplyequipment.com
--	---

4. SHIPPING TERMS

[\(Return to Table of Contents\)](#)

Freight – based on FOB point of shipment.

5. DELIVERY AND PICKUP

[\(Return to Table of Contents\)](#)

- a. Agencies may work with the local dealer in specifying machine requirements or call the primary vendor contact directly at the numbers above.
- b. Dealers would submit preliminary build codes to the primary vendor for verification of pricing, discount and freight from factory to dealer. Full delivery address for end-user is required for freight calculation.
- c. Additional charges may occur for installation of attachments as well as for parts, accessories and open market items.
- d. Purchase Orders should be made out to the **Primary Vendor**.
- e. Identify the NJPA contract number, as well as the GSS contract number.
- f. Dealer delivers machine.
 - I. Dealer performs operator review, as needed.
 - II. Dealer files warranty registration.

6. PRICING

[\(Return to Table of Contents\)](#)

Prices will remain firm for the term of the contract year. All items are a percent off the manufacturer's lowest list price catalog. Pricing and discount information may be obtained from the cognizant State Contract Procurement Officer.

ADDITIONAL TERMS AND CONDITIONS

[\(Return to Table of Contents\)](#)

7. BILLING

The successful vendor is required to "Bill as Shipped" to the respective ordering agency(s). Ordering agencies shall provide at a minimum the contract number, ship to and bill to address, contract name and phone number.

8. PAYMENT

The agencies or school districts involved will authorize and process for payment each invoice within thirty (30) days after the date of receipt. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions. Agency pays the primary vendor for purchase and not the dealer.

9. PRODUCT SUBSTITUTION

All items delivered during the life of the contract shall be of the same type and manufacture as specified unless specific approval is given by Government Support Services to do otherwise. Substitutions may

require the submission of written specifications and product evaluation prior to any approvals being granted.

10. ORDERING PROCEDURE

Successful contractors are required to have either a local telephone number within the (302) area code, a toll free (800) number, or agree to accept collect calls. Each agency is responsible for placing their orders and may be accomplished by written purchase order, telephone, fax or computer on-line systems. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

11. PURCHASE ORDERS

Agencies are required to identify the contract number gss12663-HVYEQUIP on all Purchase Orders (P.O.) and shall complete the same when entering P.O. information in the state's financial reporting system.

12. HOLD HARMLESS

The contractor agrees that it shall indemnify and hold the State of Delaware and all its agencies harmless from and against any and all claims for injury, loss of life, or damage to or loss of use of property caused or alleged to be caused, by acts or omissions of the contractor, its employees, and invitees on or about the premises and which arise out of the contractor's performance, or failure to perform as specified in the Agreement.

13. NON-PERFORMANCE

In the event the contractor does not fulfill its obligations under the terms and conditions of this contract, the ordering agency may purchase equivalent product on the open market. Any difference in cost between the contract prices herein and the price of open market product shall be the responsibility of the contractor. Under no circumstances shall monies be due the contractor in the event open market products can be obtained below contract cost. Any monies charged to the contractor may be deducted from an open invoice.

14. FORCE MAJEURE

Neither the contractor nor the ordering agency shall be held liable for non-performance under the terms and conditions of this contract due, but not limited to, government restriction, strike, flood, fire, or unforeseen catastrophe beyond either party's control. Each party shall notify the other in writing of any situation that may prevent performance under the terms and conditions of this contract.

15. AGENCY'S RESPONSIBILITIES

The Agency shall:

- a. Examine and review in detail all letters, reports, drawings and other documents presented by the Contractor to the Agency and render to the Contractor in writing, findings and decisions pertaining thereto within a reasonable time so as not to delay the services of Contractor.

- b. Give prompt written notice to the Contractor whenever the Agency observes or otherwise becomes aware of any development that affects the scope or timing of the Contractor's services.
- c. When an ordering agency first experiences a relatively minor problem or difficulty with a vendor, the agency will contact the vendor directly and attempt to informally resolve the problem. This includes failure to perform by the date specified and any unacceptable difference(s) between the purchase order and the merchandise received. Ordering agencies should stress to vendors that they should expedite correction of the differences because failure to reply may result in an unfavorable rating in the execution of the awarded contract.
- d. The state has several remedies available to resolve non-performance issues with the contractor. The Agency should refer to the Contract Terms and Conditions to view these remedies. When a default occurs, the Agency should first review the contract to confirm that the issue is a part of the contract. If the issue is not covered by the contract, the state cannot expect the contractor to perform outside the agreement. If the issue is a part of the contract, the Agency or GSS - Contracting must then contact the contractor, discuss the reasons surrounding the default and establish a date when the contractor will resolve the non-performance issue.
- e. If there is a performance deficiency, a Corrective Action Report (CAR) may be used. Complete this form to report concerns with vendors or commodities. Be sure to furnish as much detail as possible. <http://gss.omb.delaware.gov/divisionwide/forms.shtml>.