



STATE OF DELAWARE
EXECUTIVE DEPARTMENT
OFFICE OF MANAGEMENT AND BUDGET

April 23, 2012

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

FROM: WILLIAM W. PICKRUM
DEPUTY DIRECTOR, GOVERNMENT SUPPORT SERVICES
302-857-4501

SUBJECT: **AWARD NOTICE – Addendum # 3, effective July 3, 2012**
CONTRACT NO. GSS12673-LANDSCAPE
Landscaping and Grounds Related Equipment, Accessories and Supplies

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OF
KEY CONTRACT INFORMATION

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GOVERNMENT SUPPORT SERVICES – CONTRACTING
100 ENTERPRISE PLACE – SUITE 4 – DOVER, DE 19904-8202
PHONE: (302) 857-4550 – FAX: (302) 739-3779 – GSS.OMB.DELAWARE.GOV

KEY CONTRACT INFORMATION

1. CONTRACT USE:

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- a. **REF: Title 29, Chapter 6911(d) Delaware Code.** 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.
- b. 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.
- c. 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 landscaping and grounds related equipment, accessories and supplies on or around September 22, 2009 (hereinafter, "Master Agreement").
- d. Government Support Services, Office of Management and Budget has entered into a cooperative agreement with the State of Virginia, under the National Association of State Procurement Officers (NASPO)/Western States Contracting Alliance (WSCA) for the ground maintenance equipment.

2. CONTRACT PERIOD:

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Each contractor's contract shall expire September 10, 2013.
The Toro Company's contract expires November 4, 2015.

3. VENDORS:

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<p>Contract # GSS12673-LANDSCAPE V01 NJPA Contract Number: 081209-JDE FSF Vendor ID: 0000022081 Deere and Company Attn: Bill Frank 2000 John Deere Run Cary, NC 27513-2789 Phone: 972-974-0984or 800-358-5010 Email: FrankWilliamD@JohnDeere.com Website: www.johndeere.com</p> <p>Agencies should submit P. O. to John Deere Company for processing, noting the NJPA and GSS contract numbers on the P.O. and the preferred delivering dealer. John Deere invoices the agency upon delivery of product. Delivery of product is by the designated delivering dealer.</p> <p>The purchasing agency will be responsible for any service call and/or transportation of equipment to and from the authorized dealer's place of business, for any premium charged for overtime labor requested by the purchaser and for any service and/or maintenance not directly related to any defect covered under the warranties.</p>	<p>Local Dealers: Atlantic Tractor LLC Contract # GSS12673-LANDSCAPE V03 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>Atlantic Tractor LLC Contract # GSS12673-LANDSCAPE V03 FSF Vendor ID: 0000006283 2688 Pulaski Highway Newark, DE 19702-3915 Phone: 302-834-0114 Fax: 302-834-2847 Email: tpatrick@atjd.net Website: http://www.atlantictractor.net/glasgow.htm</p> <p>Foukl Lawn & Equipment, Inc. Contract # GSS12673-LANDSCAPE V04 FSF Vendor ID: 0000024785 2018 Foukl Road Wilmington, DE 19810-3624 Phone: 302-475-3233 Fax: Email: fouklawn@verizon.net Website: www.fouklawn.com</p> <p>Taylor and Messick, Inc. Contract # GSS12673-LANDSCAPE V05 FSF Vendor ID: 0000024381 325 Walt Messick Road Harrington, DE 19952-3300 Phone: 302-398-3729 or 800-237-1272 Fax: 302-398-4732 Email: taylormessick@taylormessick.com Website: www.taylormessick.com</p>
<p>Contract # GSS12673-LANDSCAPE V02 NJPA Contract Number: 081209-KBA FSF Vendor ID: 0000127362 Kubota Tractor Corporation Attn: Tim Bauer</p>	<p>Local Dealers: Conway Power Equipment, Inc. Contract # GSS12673-LANDSCAPE V06 FSF Vendor ID: 1614 East Strasburg Rd.</p>

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<p>3401 Del Amo Blvd Torrance, CA 90503-1636 Phone: 310-303-7836 Email: tbauer@kubota.com Website: http://www.kubota.com/</p> <p>Agencies can contact Kubota Direct Sales for a quote and assistance with product specifications and selection. Local dealers can provide product information; help with specifications and product selection. Contact Kubota Direct Sales for a quote with appropriate discounts and added cost items like Freight, Dealer Preparation and Delivery Fees.</p> <p>Agencies will issues a P.O. to Kubota Tractor Corporation. Remittance will be to Kubota Tractor Corporation, Torrance, CA.</p> <p>Warranty will be provided by the local delivering Kubota Dealer.</p>	<p>West Chester, PA 19380-6418 Phone: 610-696-6198 Fax: 610-696-3517 Email: conwaypower@verizon.net Website: www.conwaypower.com</p> <p>Hooper, Inc. Contract # GSS12673-LANDSCAPE V07 FSF Vendor ID: 0000006985 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>Hooper, Inc. Contract # GSS12673-LANDSCAPE V07 FSF Vendor ID: 0000006985 6367A Stein Highway Seaford, DE 19973-6942 Phone: 302-378-9555 Fax: 302-378-0634 Email: hoober@hoober.com Website: www.hoober.com</p> <p>Burke Equipment Company Contract # GSS12673-LANDSCAPE V08 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>Burke Equipment Company Contract # GSS12673-LANDSCAPE V08 FSF Vendor ID: 0000026253 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>Burke Equipment – Seaford, Inc. Contract # GSS12673-LANDSCAPE V08 FSF Vendor ID: 0000026253 11196 East Snake Rd. Delmar, DE 19940-3452 Phone: 302-629-7500</p>
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	Fax: 302-629-5570 Email: cwagner@burkeequipment.com Website: www.burkeequipment.com
Contract # GSS12673-LANDSCAPE V09 NJPA Contract Number: 081209-VRM FSF Vendor ID: 0000029582 Vermeer Corporation Attn: Payce Reynolds 1210 Vermeer Road East Pella, IA 50219-7660 Phone: 641-621-7197 Fax: 641-621-8185 Email: preynolds@vermeer.com Website: www.vermeer.com	Local Dealer: Vermeer Mid Atlantic, Inc. Contract # GSS12673-LANDSCAPE V09 FSF Vendor ID: 0000029582 Contact: John Vos 8830 Corridor Road Annapolis Junction, MD 20701-1159 Phone: 301-498-5200 or 800-492-1274 Fax: 301-498-8720 Email: annapolisjunction.md@vermeermidatlantic.com Web: www.vermeermidatlantic.com
Contract # GSS12673-LANDSCAPE V10 Virginia Contract Number: E194-1485 FSF Vendor ID: The Toro Company Attn: Peter Whitacre 8111 Lyndale Ave S Bloomington, MN 55420-1196 Phone: 952-888-8801 Cell: 612-963-0892 Fax: 952-887-8694 Email: peter.whitacre@toro.com Website: www.thetorocompany.com Toro- Specifications Equipment furnished under this Contract is warranted for a minimum of one year after receipt of Equipment or by the most favorable commercial warranty offered by the contractor given to any customer for such goods or services. The contractor's equipment sold under this Contract comes with the manufacturer's standard warranty that exceed the minimum 12-month requirement. The End Users may purchase an extended warranty services agreement at the Contractor's standard extended warranty service rate agreed upon by the End Users and Contractor's local distributor, prior to purchase of the new equipment. The Contractor shall provide material Safety Data sheets and descriptive literature, if applicable, upon request. Contractor must provide warranty service and aftermarket services, if requested by an agency	Local Dealer: Turf Equipment and Supply Company, Inc. Contract # GSS12673-LANDSCAPE V11 FSF Vendor ID: 0000029837 Contact: Tina du'Monceau, Ext 3985 8015 Dorsey Run Rd Jessup, MD 20794-9380 Phone: 410-799-5575 or 800-827-3711 Fax: 410-799-6953 or 888-384-8676 Email: tinadumonceau@turf-equipment.com Web: www.turf-equipment.com

(for equipment purchased under this Contract), through their local Distributor. The <u>Distributor's service rates are not subject to the OEM's Contract discount(s). Service rates shall be quoted by the Contractor or Distributor and approved by the End User or agencies authorized personnel, prior to entering an order.</u>	
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4. SHIPPING TERMS:

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- a. FOB Shipping point.
- b. For Toro equipment, FOB Destination.

5. DELIVERY AND PICKUP:

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The vendor will deliver the purchased equipment.

6. PRICING:

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- a. Price information may be obtained from the State Contract Procurement Officer or the vendor.
- b. For Toro equipment, the contractor or distributor are required, upon request of any user, to provide the user with catalogs and descriptive literature. This information is to be provided to the ordering agency within five (5) business days of the request. [Toro Price Schedule](#)

ADDITIONAL TERMS AND CONDITIONS

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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.

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:

- a. 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.
- b. To order Toro equipment, agencies must contact the "local distributor".

11. 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.

12. 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.

13. 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.

14. 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

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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>.

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Thanks to the **National Joint Powers Alliance®**, we can offer your agency a cost-free membership to a competitively bid, nationally leveraged contract, regardless of the size of your operation.

This means you can obtain high-quality and cost-effective John Deere grounds maintenance equipment—plus reduce the time and expense typically generated during the purchasing process itself.

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Contract: 081209-JDC



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1400 and 1500 Series II Full-Size Front Mowers
 These versatile, high-capacity mowers are best in their class. Available in two- and four-wheel drive with a wide variety of attachments, advanced safety features, cast-iron axles, 7-Iron II™ decks, and self-reinforcing frames.



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 The Gator XUV is your choice for greater speed. As the fastest diesel on the market, it quickly accelerates to a top speed of 30 mph. Combine its impressive speed with independent rear suspension and you are in for one superior ride on even the roughest terrain.



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45 to 140 hp. Versatile, reliable, efficient, and affordable, the wide variety of John Deere 5 and 6 Series Utility Tractors bring power, performance, and simple controls to everyday work.



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 Accept nothing less in a zero turn mower than one with a high-capacity 7-Iron™ PRO mower deck, reliable integrated ground drive transmission, and innovative Brake and Go™ system for simpler starting.



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 Stable, and easy to load. Most models are equipped with a new 16.4 cubic foot cargo box that has 20 tie-down points and converts to flat-bed mode in minutes. Electric models available.



2000, 3000 and 4000 Series Tractors
24.1 to 66 hp. Great power, and incredibly easy to use it. That's the 2000, 3000 and 4000 Series tractors. With available eHydro transmissions on many models, high-torque engines and easy daily servicing.



X700 Select Series™ Riding Mowers
 Expand the possibilities with our X700 Ultimate™ Tractor. Tackle anything on any terrain with this versatile mower, which features the 7-Iron II™ deck or the Edge™ Xtra Cutting System.

The National Joint Powers Alliance® (NJPA) serves over 30,000 Members throughout the nation with competitively awarded purchasing solutions from industry-leading vendors. NJPA membership is available in all 50 states to government, education and non-profit agencies at no cost or obligation. As a government agency itself, NJPA responds to its Members' purchasing needs by securing legal, competitive and valuable product and service solutions that range from office supplies to heavy equipment.



*Engine hp is provided by engine mfr. for comparison purposes only.

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ZD Series



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RTVII40CPX



Contract Number 081209-KBA

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