

AGREEMENT

34810

THIS AGREEMENT is made and entered, in duplicate, as of October 11, 2017 for reference purposes only, pursuant to Resolution No. RES-17-0122 adopted by the City Council of the City of Long Beach at its meeting on October 10, 2017, by and between HAAKER EQUIPMENT COMPANY, a California corporation ("Contractor"), with a place of business located at 2070 N. White Ave., La Verne, California 91750, and the CITY OF LONG BEACH ("City"), a municipal corporation.

WHEREAS, Section 1802 of the Long Beach City Charter permits the City to make purchases under the purchasing contracts of other governmental agencies when authorized to do so by a resolution; and

WHEREAS, the City desires to purchase three (3) CNG-powered Street Sweepers, with related equipment and accessories ("Street Sweepers"); and

WHEREAS, the National Joint Powers Alliance has a Contract for the purchase of these Street Sweepers, Contract No. 022014-FSC ("NJPA Contract"); and

WHEREAS, Resolution No. RES-17-0122 authorizes the City to purchase three (3) CNG-powered Street Sweepers, with related equipment and accessories by virtue of the NJPA Contract;

NOW, THEREFORE, in consideration of the terms and conditions contained in this Agreement, the parties agree as follows:

1. The NJPA Contract with Contractor, attached hereto as Exhibit "A", is incorporated by this reference as if fully set forth, and the same terms and conditions contained in the NJPA Contract shall be applicable here except as follows:

A. Wherever the NJPA Contract refers to the National Joint Powers Alliance, it shall be deemed to refer to the City of Long Beach;

B. Contractor shall sell, furnish and deliver to the City three (3) CNG-powered Street Sweepers, with related equipment and accessories of substantially the same type and kind purchased under the NJPA Contract,

1 except as modified by Exhibit "B" attached hereto and incorporated by this
2 reference, in an annual amount not to exceed Nine Hundred Seventy Four
3 Thousand Eight Hundred Five Dollars (\$974,805), including tax and fees. To the
4 extent that the NJPA Contract and this Agreement are inconsistent, the following
5 priority shall govern: (1) this Agreement and (2) the NJPA Contract.

6 C. Payment for the Street Sweepers purchased from
7 Contractor by the City shall be made by the City on delivery to and acceptance
8 of the Street Sweepers by the City and submittal of an invoice to the City.
9 Payment is due thirty (30) days after the date of the invoice.

10 D. All warranties shall accrue to the City of Long Beach.

11 2. Neither this Agreement nor any money that becomes due to
12 Contractor under this Agreement may be assigned by Contractor without the prior written
13 consent of the City Manager or his designee.

14 3. Any notice given under this Agreement shall be in writing and
15 personally delivered or deposited in the U.S. Postal Service, return receipt, and shall be
16 delivered or mailed to Contractor at the relevant address first stated above, and to the City
17 at 333 West Ocean Boulevard, Long Beach, California 90802 Attn: City Manager. Notice
18 shall be deemed given three days after deposit in the mail.

19 4. The terms appearing on the NJPA Contract are incorporated in this
20 Agreement.

21 5. Contractor shall cooperate with the City in all matters relating to self-
22 accrual of use tax. Contractor shall contact the City Treasurer for additional information
23 regarding self-accrual.

24 6. This Agreement and all documents which are incorporated by
25 reference in this Agreement constitute the entire understanding between the parties and
26 supersede all other agreements, oral or written, with respect to the subject matter of this
27 Agreement.

28 ///

1 IN WITNESS WHEREOF, the parties have caused this document to be duly
2 executed with all formalities required by law as of the date first stated above.

3 HAAKER EQUIPMENT COMPANY, a
4 California corporation

5 Oct. 27, 2017

By Robin Haaker
Name Robin Haaker
Title President

7 Oct. 27, 2017

By Cindy M. Haaker
Name CINDY M. HAAKER
Title CHAIRMAN OF THE BOARD

9 "Contractor"

11 CITY OF LONG BEACH, a municipal
12 corporation

12 Nov. 3, 2017

By [Signature]
City Manager
Tom Modica
"City" Assistant City Manager

EXECUTED PURSUANT
TO SECTION 301 OF
THE CITY CHARTER.

15 This Agreement is approved as to form on November 2, 2017.

17 CHARLES PARKIN, City Attorney

By [Signature]
Deputy

OFFICE OF THE CITY ATTORNEY
CHARLES PARKIN, City Attorney
333 West Ocean Boulevard, 11th Floor
Long Beach, CA 90802-4664

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EXHIBIT "A"



NJPA VENDOR CONTRACT SUMMARY – FEDERAL SIGNAL

DATE May 27, 2014	RFP # 022014
AWARDED CONTRACT NUMBER 022014-FSC Contract covers both Elgin Sweepers & Vactor Mfg.	NJPA RFP TITLE & CATEGORY SEWER VACUUM, HYDRO-EXCAVATION, AND/OR STREET SWEEPER EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES
CONTRACT PERIOD May 27, 2014 through March 18, 2018	PRICING MODEL Discount from MSRP (List)
DESCRIPTION Street Sweepers & Sewer Vac Trucks/Catch Basin Cleaners	
VENDOR NAME AND ADDRESS Federal Signal ESG 1415 West 22 nd Street, Suite 1100 Oak Brook, IL 60523	VENDOR CONTACT David Panizzi, Business Development Manager Office: (847)622-7153 Cell:(630) 240-2385 DPanizzi@elginsweeper.com www.vactor.com www.elginsweeper.com

NJPA CONTRACTS CONSIST OF THE FOLLOWING DOCUMENTS "Contract" as used herein shall mean cumulative documentation consisting of this RFP, an entire Proposer's response, and a fully executed "Acceptance and Award" pursuant to this RFP. <ul style="list-style-type: none"> • <u>Request for Proposal (RFP)</u> • <u>Bid Acceptance & Award</u> • Bidder's Response and Pricing - Available upon request from the NJPA Contract Manager 	RELATED CONTRACT DOCUMENTATION <u>Bid Evaluation</u> <u>Bid Comment & Review</u> <u>Bid Opening Witness Page</u> <u>Affidavit of Advertisement</u> <u>Board Minutes</u>
DOCUMENTATION OF CONTRACT MAINTENANCE	ADDITIONAL INFORMATION:

NJPA INFORMATION

NJPA CONTACT Tony Glenz	TITLE Contract Manager
PHONE 218-894-5491	EMAIL tony.glenz@njpacoop.org
ADDRESS 202 12th Street NE, P.O. Box 219, Staples, MN 56479	WEBSITE www.njpacoop.org

National Joint Powers Alliance®

Contract Purchasing Department



PROPOSER QUESTIONNAIRE - General Business Information
(Products, Pricing, Sector Specific, Services, Terms and Warranty are addressed on Form P)

Proposer Name: Federal Signal Corp. (Elgin & Vactor) Questionnaire completed by: David Panizzi

Please identify the person NJPA should correspond with from now through the Award process:

Name: David Panizzi E-Mail address: dpanizzi@federalsignal.com

Please provide an answer to all questions below and address all requests made in this RFP. Please use the Microsoft Word/Excel document version of this questionnaire to respond to the questions contained herein. Please provide your answer to each question indented below the question. Please supply any applicable supporting information and documentation you feel appropriate in addition to answers entered to the Word document. All information must be typed, organized, and easily understood by evaluators.

Company Information

- 1) Why did you respond to this RFP?
We would like to continue the excellent relationship that we have established with NJPA and their Membership.
- 2) What are your company's expectations in the event of an award?
We would expect continued cooperation with increased sales to the ever growing NJPA membership.
- 3) Provide the full legal name, address, tax identification number, and telephone number for your business.

TAX ID Number 36-2351764
 Federal Signal Corporation
 1413 W. 22nd Street
 Suite 1100
 Oak Brook, IL 60523
 630-954-2000

- 4) Demonstrates your financial strength and stability.
The link shown here will provide the latest quarterly and annual reports. These reports will clearly show Federal Signal's financial strength and stability. http://www.federalsignal.com/AnnualQuarterlyReports_3977.asp
- 5) Are you now, or have you ever been the subject of a bankruptcy action? Please explain.
Federal Signal Corporation has never been the subject of a bankruptcy action.
- 6) Provide a brief history of your company that includes your company's core values and business philosophy.
Federal Signal Corporation (NYSE: FSS) enhances the safety, security and well being of communities and workplaces around the world. Founded in 1981, Federal Signal is a leading global designer and manufacturer of products and total solutions that serve municipal, governmental, industrial and institutional customers.

Federal Signal Environmental Solutions Group:

As we embark on the 21st century, we are faced with many new opportunities and challenges providing the necessary cleaning and maintenance services to our cities, airports and industries in an environmentally friendly manner. With clean air and clean water at the forefront of today's concerns - now is the time to think about how the environmental risks will affect communities, business and government worldwide. To meet these challenges, Federal Signal Corporation has created the **Environmental Solutions Group**. This group includes industry leading solutions from **Elgin Sweeper Company and Vactor Manufacturing** each with a large, innovative and productive line of environmental cleaning products. Our mission is to enhance the safety, security and well-being of communities and workplaces around the world.

- 7) How long has your company been in the "SEWER VACUUM, HYDRO-EXCAVATION, AND/OR STREET SWEEPER EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES" industry?

Elgin Sweeper Company has been cleaning roadways since 1914 -- picking up and disposing of harmful debris before it contaminates surface runoff and accumulates into roadside pollution. Today Elgin is the leading manufacturer of sweepers for municipal, contractor, airport and industrial sweeping needs. Elgin Sweeper offers the world's broadest selection of street sweepers and includes all variations of today's sweeping technology -- mechanical, vacuum, regenerative air, and now waterless dust control, PM10-compliance, and alternatively fueled sweepers. Elgin Sweeper is leading the way for testing sweeper effectiveness and for BMP qualification. From general street maintenance to special industrial and airport applications, Elgin puts its customers in the sweeper that best meets their needs.

Vector Manufacturing, located in Sreator, IL, is a world leader in high quality sewer cleaning and Hydro excavation solutions. For 50 years Vector has been advancing their expertise in air conveyance and high pressure water. Starting with agricultural conveyor products that led to engineering and manufacturing quality products for sewer cleaning, line jetting, vacuum excavating and hydro excavating. Vector products feature a unique design and Vector's exclusive Jet Rodder water pump, designed for the most efficient use of water. Vector Manufacturing is ISO9001 and ISO14001 certified and takes pride in enhancing the well being of workplaces and communities around the world.

- 8) Is your organization best described as a manufacturer or a distributor/dealer/re-seller for a manufacturer of the products/equipment and related services being proposed?

Elgin Sweeper and Vector Manufacturing are best described as manufacturers.

- a) If the Proposer is best described as a re-seller, manufacturer aggregate, or distributor, please provide evidence of your authorization as a dealer/re-seller/manufacturer aggregate for the manufacturer of the products/equipment and related services you are proposing.

- b) If the Proposer is best described as a manufacturer, please describe your relationship with your sales/service force and/or Dealer Network in delivering the products/equipment and related services proposed.

Both Elgin and Vector products are sold and serviced through a network of more than 100 factory trained dealer locations worldwide.

Are these individuals your employees, or the employees of a third party?

The dealer network is a third party and their employees are of a third party.

- c) If applicable, is the Dealer Network independent or company owned?

The Dealer Network is independently owned.

- 9) Please provide your bond rating, and/or a credit reference from your bank.

Wells Fargo Bank, N.A.

MAC DL109-019

1525 W.T. Harris Blvd. 1A1

Charlotte, NC 28262

Lafocia Attidzah, Dealer Administrator, lafocia.attidzah@wellsfargo.com, 704-590-2755

Charmie Bynes, Dealer Administrator, charmie.bynes@wellsfargo.com, 704-590-2735.

Group mailbox: anycorpservicesrequests@wellsfargo.com

- 10) Provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held by your organization in pursuit of the commerce and business contemplated by this RFP.

While not required both Elgin and Vector Facilities are ISO 9001 certified. This means that we adhere to appropriate manufacturing and quality processes and procedures.

- 11) Provide a detailed explanation outlining licenses and certifications both required to be held and actually held by third parties and sub-contractors to your organization in pursuit of the commerce contemplated by this RFP. If not applicable, please respond with "Not Applicable."

Many States require sales/services of our products to maintain State or local level business licenses. Where required our third party dealers hold applicable business licenses.

12) Provide all "Suspension or Disbarment" information as defined and required herein.
None.

13) In addition to the \$1.5 million in General Liability and/or in conjunction with umbrella insurance coverage, what level of automobile and workers compensation insurance does your organization currently have? If none, please explain.

Please see attached certificate of liability insurance describing our automobile liability and workman's compensation.

14) Within the RFP category there is potential to be several different sub-categories of solutions. What sub category title/s would best describe your products, services and supplies?

The only Sub-Category that would apply would be High Pressure Sewer Cleaner.

Industry-Marketplace Successes

15) List and document recent industry awards and recognition.

Not applicable.

16) Supply three references/testimonials from customers of like status to NIPA Members to include Government and Education agencies. Please include the customer's name, contact, and phone number.

Eligham Young University
Scott Sherwood
801-427-5412

Midvale City, Utah
Ken Vance
801-256-2575

Lahi City, Utah
Jeremy Estes
801-341-9198

17) Provide names and addresses of the top five (5) government or education agency customers to include the scope of projects, size of transaction, and dollar volumes from the past three (3) fiscal years.

Confidential

18) What percentages of your current (within the past three (3) fiscal years) national sales are to the government and education verticals? Indicate government and education verticals individually.

Confidential

Proposer's ability to sell and service nationwide

19) Please describe your company sales force in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale and services of the equipment/products contemplated in this RFP?

Environmental Solutions Group (ESG) North American Sales division consists of a Director of Sales with eight Regional Sales Managers (RSM) reporting to him. 100% of their time is dedicated to the sales and dealer support of Elgin and Vector equipment.

20) Please describe your dedicated dealer network and number of individual sales forces within your dealer network in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sales distribution and delivery of your equipment/products and related services contemplated in this RFP?

Each RSM has a Dealer network within their respective territory that is managed by the RSM. As previously stated, the Dealer network is a third party with approximately 50 dealer locations and well over 200 dealer sales personnel covering all of North America.

- 21) Please describe your dedicated company service force or dedicated network in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale of the equipment/products and related services contemplated in this RFP?
 ESG Service division consists of a VP of Parts and Service with 5 Regional Operations and Service Managers (ROSM) reporting through a field parts and service manager. This covers all of North America and many countries throughout the developed world.
- 22) Please describe your dedicated dealer service force or network in terms of numbers, geographic dispersion, and the proportion of their attention focused on the sale of the equipment/products and related services contemplated in this RFP? Additionally, please describe any applicable road service and do they offer the ability to service customers at the customer's location?
 ESG dealers have factory trained service technicians fully trained to service Elgin and Vactor products. 100 % of North American ESG dealers have the ability to provide some level of road service for ESG Equipment. ESG dealers attention to Elgin and Vactor products will vary from 50 -100 % depending on dealership.
- 23) Describe in detail your customer service program regarding process and procedure. Please include, where appropriate, response time capabilities and commitments as a part of this RFP response and awarded contract.
 Any sale or servicing of equipment to the NIPA member will be conducted through our dealer network. All paperwork (i.e. Purchase Orders, Warranty Claims, etc) will be submitted by the NIPA member to the ESG Dealer. The ESG Dealer network is a well established group of first class organizations having a vast array of knowledge and experience in the municipal equipment market. Elgin and Vactor Service Department maintain a 24-hour a day service support line as an additional resource for dealer or customer issues.
- 24) Identify any geographic areas or NIPA market segments of the United States you will NOT be fully serving through the proposed contract.
 All US Market segments will be fully served.
- 25) Identify any of NIPA Member segments or defined NIPA verticals you will NOT be offering and promoting an awarded contract to? (Government, Education, Non-profit)
 Elgin and Vactor products will be made available to all NIPA member segments. Promotion to non-profit organizations is limited as this market segment typically does not have a need for Elgin or Vactor Products.
- 26) Define any specific requirements or restrictions as it applies to our members located off shores such as Hawaii and Alaska and the US Islands. Address your off shore shipping program on the Pricing form P of this document.
 No Restrictions

Marketing Plan

- 27) Describe your contract sales training program to your sales management, dealer network and/or direct sales teams relating to a NIPA awarded contract.
 ESG'S four year relationship with NIPA has provided a solid base of knowledge from both sales management and dealer network with regard to use of the contract for ongoing sales. NIPA contract training at both national and local sales meetings is ongoing (performed as required by our RSMs). This has also been facilitated by presentations from our NIPA contract manager and managers from within the company.
- 28) Describe how you would market/promote an NIPA Contract nationally to ensure success.
 ESG has annual Sales Meetings for our dealer network. As in the past, we would welcome an NIPA representative to attend and present at our annual dealer sales meetings (Tony is already scheduled for our annual meeting this year in June). Our dealers and regional sales managers attend local NIPA/GTKU events. In addition, we have a section for the NIPA program on both dealer and public websites. We also advertise our NIPA contract at national (and local) trade shows.
- 29) Describe your marketing material, and overall marketing ability, relating to promoting this type of partnership and contract opportunity. Please send a few representative samples of your marketing materials in electronic format.
 ESG marketing literature is currently available on the dealer and public websites for NIPA members to download electronic copies. We also participate in and will continue to participate in, a very active PR program, do direct mailings, attend tradeshow, write and publish application stories - all of the traditional Marketing Communication tactics that are being applied to promoting this program will continue. This is facilitated through our full service Marketing Communications Department.

- 30) Describe your use of technology and the Internet to provide marketing and ensure national contract awareness.
Elgin Sweeper Company and Vector Manufacturing have embraced the use of technology in five primary ways that would impact marketing and product awareness:
1. Public Websites - we employ a webmaster and staff that makes updating and improving the public websites a priority - our current NIPA relationship is reflected on these website.
 2. Dealer Website - we have a secure dealer website that is constantly updated with new program, promotional and product information that is relevant - all programs, including our current NIPA purchasing contract is listed on that website complete with appropriate link.
 3. ESGU - we have an online "University" training curriculum and system that allow us to produce on-line classes and learning modules, hold meetings, and collaborate. These training classes can be accessed at a users location and provide real-time essential training and information.
 4. E-Newsletter - ESG has a monthly newsletter that updates our dealers with new information they should be aware of, including marketing updates, training information, and any other pertinent sales or service information.
 5. Product Sales Configurator - both Elgin and Vector will have an on-line configurator available to the dealers to build customer products for presentation and proposals as well as eventual order entry and production planning. Ability to provide NIPA proposals for our equipment is/will be available.
- 31) Describe your perception of NJPA's role in marketing the contract and your contracted products/equipment and related services.
We would expect NJPA to support the Elgin and Vector product line and supply us with information and materials making it the most advantageous cooperative purchasing program in the country.
- 32) Describe in detail any unique marketing techniques and methods as a part of your proposal that would separate you from other companies in your industry.
Both Elgin and Vector are the #1 manufacturer in their respective industry based on overall sales. Our distributor network experience and breadth of sales and service coverage enables Elgin and Vector to maintain their market leadership positions.
- 33) Describe your company's Senior Management level commitment with regards to embracing, promoting, supporting and managing a resultant NIPA awarded contract
Senior management has fully embraced our current NIPA contract and is wanting to continue this relationship going forward. Administrative effort for our current contract and possible future contract is fully supported.
- 34) Do you view your products/equipment applicable to an E-procurement ordering process? Yes/ No.
No not at the user/member level. Our scope of option and special contract is too great.
- a) If yes, describe examples of E-procurement system/s or electronic marketplace solutions that your products/equipment was available through. Demonstrate the success of government and educational customers to ordering through E-procurement.
- 35) Please describe how you will communicate your NIPA pricing and pricing strategy to your sales force nationally?
Elgin and Vector communicate our NIPA pricing through price sheets. The price sheets are available to our Dealer Network through a secure Dealer website. Also, RSMs are aware of all potential NIPA sales and ensure pricing accuracy and provide dealer training and support if required.

Other Cooperative Procurement Contracts Held

- 36) Identify all cooperative contracts hosted by any government or education agency or government or education cooperative or by a third party marketing company, which are marketed in more than one state, held or utilized by the Proposer.
While not held by our company, several of our third party dealers do hold state and local purchasing contracts. While utilized by our local dealers these purchasing contracts do not necessitate specific pricing discounts.
- 37) What is the annual dollar sales volume generated through each of the contract(s) identified in your answer to the previous question.
Unknown
- 38) Identify awarded WSCA or specific state procurement contracts held or utilized by the Proposer with any State of the United States.
As noted in question 36, several of our dealers hold specific state or DOT purchasing contracts. While these contracts are utilized specific factory discount are minimal if any.
- 39) What is the annual combined dollar sales volume for each of these contracts?
Unknown

40) Identify any GSA Contracts held or utilized by the Proposer.

We do not hold a GSA contract, however, we do utilize a GSA contract help by one of our dealers.

GS-30F-1012H

41) If you are awarded the NJPA contract, are there any market segments or verticals (e.g., higher education, K-12 local governments, non-profits etc.) or geographical markets where the NJPA contract will not be your primary contract purchasing vehicle? If so, please identify those markets and which cooperative purchasing agreement will be your primary vehicle.

Our NJPA contract is the lead purchasing vehicle on a national level with the only possible exception of local dealer sponsored procurement contracts. It should be noted that these local dealer sponsored contracts do not enjoy the same level of discounted pricing from manufacture.

42) If you are awarded the NJPA contract, is it your intention and commitment to lead with your NJPA contract?
 Yes No Explain and demonstrate your commitment and/or restrictions.

Our intentions can be seen with the annual growth from our current NJPA contract from March of 2010 to the present.

43) Identify a proposed administrative fee payable to NJPA for facilitation, management and promotion of the NJPA contract, should you be awarded. This fee is typically calculated as a percentage of Contract sales and not a line item addition to the customers cost of goods.

We propose the fee payable to NJPA for facilitation, management, and promotion of the NJPA contract to be 0.5% of the contract sale (less third party supplied items, same as current arrangement).

Value Added Attributes

44) If applicable, describe any product/equipment training programs available as options for NJPA members. If applicable, do you offer equipment operator training as well as maintenance training? Yes No

ESG offers hands on training programs to our end users at both the Elgin and Vector facilities. These classes are geared primarily towards maintenance and are most appropriate for new customers or new users. In addition, our dealers provide user training and basic maintenance upon product deliver, most dealers have annual product training programs ("Refresher classes") held at their facilities for their area customers.

45) Is this training standard as a part of a purchase or optional?

The basic training as part of the delivery is a standard offering with purchase of equipment. In-depth operator or mechanics training can be arranged and is optional.

46) Describe current technological advances your proposed equipment/products and related services offer.

Both Elgin and Vector offer our various models in Alternative Fuel configurations. Elgin also offers Waterless Sweeping technologies.

47) Describe your "Green" program as it relates to your company, your products/equipment, and your recycling program, including a list of all green products accompanied by the certifying agency for each (if applicable).

Elgin

1. Recycle Steel
2. Recycle Aluminum
3. Recycle Copper
4. Recycle Cardboard
5. Recycle Bulk Plastic
6. Recycle Oil/Coolant
7. Recycle Wood Pallets
8. Have some reusable pallets
9. Cleaning agent of choice is "Simple Green"
10. Fluorescent bulbs recycled
11. Powder Coat Paint - no VOC's
12. Run Energy Efficient Compressors (Variable Drive)
13. Run Energy Efficient Boilers (Localized heating)
14. Have ability to run air compressors on natural gas
15. Recycle Computer equipment
16. Dispose of hazardous and non-hazardous waste efficiently
17. Current Plan to implement energy management system
18. An environmentally sound spill clean-up program that minimizes waste is in-place
19. Old batteries are recycled

20. All Units Re-circulate water on assembly line water testing
21. Installed flushless toilets and faucets
22. Participate in ComEd Curbside program (not all companies can or do)

Vector

1. White Office Paper
2. Colored Paper
3. Computer Paper
4. Envelopes And Junk Mail Minus The Plastic Wrap
5. Newspaper
6. Glossy Magazines, Catalogs And Phone Books
7. Wire
8. Cans
9. All Grades Of Scrap Steel Incl. Carbon Steel, Stainless Steel, Aluminum, & Shavings From Machinery Work
10. Solvent From Painting Operations
11. Recycle wood pallets
12. Recycle cardboard

48) Describe any Women or Minority Business Entity (WMBE) or Small Business Entity (SBE) accreditations and the general minority and small business program of your organization as it relates to a Contract resulting from this RFP.
Not Applicable.

49) Identify any other unique or custom value added attributes of your company or your products/equipment or related services.

Both Elgin and Vector are American made products.

50) Other than what you have already demonstrated or described, what separates your company, your products/equipment and related services from your competition? What makes your proposed solutions unique in your industry as it applies to NJPA members?

Elgin offers a full range of mechanical, vacuum, and regenerative air sweeper products in various sizes, sold and serviced through the largest dealer network in North America. Vector offers a full range of truck-mounted sewer line cleaning equipment with various debris body sizes, including the ability to customize with user specific features. Also, Vector offers several sizes of truck-mounted hydro-excavation products designed to suit specific needs and applications.

51) Identify and describe any service contract options included in the proposal, or offered as a proposed option, for the products/equipment being offered.

Service contracts are not offered at the manufacture level. Most ESG dealerships do offer service contract options.

52) Identify your ability and willingness to offer an awarded contract to qualifying member agencies in Canada specifically and internationally in general.

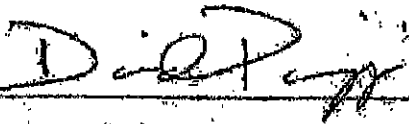
Both Elgin and Vector products are sold and serviced through a network of more than 100 factory trained dealer locations worldwide. We have thorough dealer sales and service support throughout Canada. Elgin and Vector are willing to explore international contract sales opportunities assuming currency fluctuation risks can be mitigated.

53) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Not Applicable

(Products, Pricing, Sector Specific, Services, Terms and Warranty are addressed on Form F)

Signature:



Date:

Feb. 17, 2014

Form B



PROPOSER INFORMATION

Company Name: Federal Signal Corp.
Address: 1415 W. 22nd Street Suite 1100
City/State/Zip: Oak Brook, IL 60523
Phone: 630-954-2000 Fax: _____
Toll Free Number: _____ E-mail: _____
Web site: www.federalsignal.com

voids sometimes exist between management (those who respond to RFPs) and sales staff (those who contact NJPA Members) that result in communication problems. Due to this fact, provide the names of your key sales people, phone numbers, and geographic territories for which they are responsible

COMPANY PERSONNEL CONTACTS

Authorized Signer for your organization*

Name: David Parizzi
Email: dparizzi@federalsignal.com Phone: 847-622-7153

* By executing Form F, the "Proposer's Assurance of Compliance," you are certifying this person identified here has their authorization to sign on behalf of your organization.

Author of your proposal response

Name: David Parizzi Title: Business Development Mgr
Email: dparizzi@federalsignal.com Phone: 847-622-7153

Your Primary Contact person regarding your proposal:

Name: David Parizzi Title: _____
Email: _____ Phone: _____

Other important contact information:

Name: Dan Federico Title: Director, Dealer Sales
Email: dfederico@federalsignal.com Phone: 813-713-1455

Name: _____ Title: _____
Email: _____ Phone: _____

Form C

**EXCEPTIONS TO PROPOSAL TERMS, CONDITIONS
AND SOLUTIONS REQUEST**



Company Name: Federal Signal Corp. (Elgin and Vector)

Note: Original must be signed and inserted in the inside front cover pouch.

Any exceptions to the Terms, Conditions, Specifications, or Proposal Forms contained herein shall be noted in writing and included with the proposal submitted. Proposer acknowledges that the exceptions listed may or may not be accepted by NIPA and may or may not be included in the final contract. NIPA may clarify exceptions listed here and document the results of those clarifications in the appropriate section below.

Section/Page	Term, Condition, or Specification	Exception		
		None		

Proposer's Signature: David P. [Signature]

Date: Feb 17, 2014



Formal Offering of Proposal
(To be completed Only by Proposer)

SEWER VACUUM, HYDRO-EXCAVATION, AND/OR STREET SWEEPER EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES

In compliance with the Request for proposal (RFP) for "SEWER VACUUM, HYDRO-EXCAVATION, AND/OR STREET SWEEPER EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES", the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby propose, fully commit and agree to furnish the defined equipment/products and related services in full compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they accept the full responsibility as the sole source of responsibility of the proposed response herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this proposal is the sole responsibility of the Proposer.

Company Name: Federal Signal Corp. Date: Feb 17, 2014

Company Address: 1415 W. 22nd Street Suite 1100

City: Oak Brook State: IL Zip: 60523

Contact Person: David Parizzi Title: Business Development Mgr. - ESS

Authorized Signatures (ink only): [Signature] David Parizzi
(Name printed or typed)



Contract Acceptance and Award

(To be completed only by NJPA)

NJPA 022014 Sewer Vacuum, Hydro Excavators, and/or Street Sweepers Equipment with related Accessories + Supplies
Federal Signal Corp
Proposer's full legal name

Your proposal is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined product/equipment and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, your Response, and any exceptions accepted or rejected by NJPA on Form C.

The effective start date of the Contract will be May 27th, 20 14 and continue for four years from the board award date. This contract has the consideration of a fifth year renewal option at the discretion of NJPA.

National Joint Powers Alliance (NJPA)

NJPA Authorized signature: [Signature]
NJPA Executive Director Chad Conville
(Name printed or typed)

Awarded this 18th day of March, 20 14 NJPA Contract Number # 022014-FSC

NJPA Authorized signature: [Signature]
NJPA Board Member Scott Veronen
(Name printed or typed)

Executed this 18th day of March, 20 14 NJPA Contract Number # 022014-FSC

Proposer hereby accepts contract award including all accepted exceptions and NJPA clarifications identified on FORM C.

Vendor Name Federal Signal Corp.

Vendor Authorized signature: [Signature]
Vendor Authorized signature: David Panizzi
(Name printed or typed)

Title: Business Development Manager

Executed this 24th day of March, 20 14 NJPA Contract Number # 022014-FSC

PROPOSER ASSURANCE OF COMPLIANCE



Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, representing the persons, firms and corporations joining in the submission of the foregoing proposal (such persons, firms and corporations hereinafter being referred to as the "Proposer"), being duly sworn in his/her oath, states in the best of his/her belief and knowledge:

1. The undersigned certifies the Proposer is submitting their proposal under their true and correct name, the Proposer has been properly organized and legally exists in good standing in its state of residence; that the Proposer possesses, or will possess prior to the delivery of any product/equipment and related services, all applicable licenses necessary for such delivery to NIPA members/agencies nationally; and that they are authorized to act on behalf of, and encumber the "Proposer" in this Contract, and
2. To the best of my knowledge, no Proposer or Potential Proposer, nor any person duly representing the name, has directly or indirectly entered into any agreement or arrangement with any other Proposer, Potential Proposer, any official or employee of the NIPA, or any person, firm or corporation under contract with the NIPA in an effort to influence either the offering or non-offering of certain prices, terms, and conditions relating to this RFP which tends to, or does, lessen or destroy free competition in the letting of the Contract sought for by this RFP, and
3. The Proposer or any person on his/her behalf, has not agreed, connived or colluded to produce a deceptive show of competition in the manner of the proposal or award of the referenced contract, and
4. Neither I, the Proposer, nor any officer, director, partner, member or associate of the Proposer, nor any of its employees directly involved in obtaining contracts with the NIPA or any subdivision of the NIPA, has been convicted of false pretenses, attempted false pretenses or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1982, and
5. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the proposal submitted, and
6. If awarded a contract, the Proposer will provide the equipment/products and services and/or services to qualifying members of the NIPA in accordance with the terms, conditions, scope of this RFP, Proposer offered specifications and other documents of this solicitation, and
7. The undersigned, being familiar with and understand the expectations requested and outlined in this RFP under consideration, hereby proposes to deliver through valid requests, Purchase Orders or other acceptable means ordering and procurement by NIPA Members. Unless otherwise indicated, requested and agreed to on a valid purchase order per this RFP, only new, unused and first quality equipment/products and related services are to be transacted with NIPA Members relating to an awarded contract, and
8. The Proposer has carefully checked the accuracy of all proposed products/equipment and related services and listed total price per unit of purchase in this proposal to include shipping and delivery considerations. In addition, the Proposer accepts all general terms and conditions of this RFP, including all responsibilities of commitment as outlined and proposed, and
9. In submitting this proposal, it is understood that the right is reserved by the NIPA to reject any or all proposals

and it is agreed by all parties that this proposal may not be withdrawn during a period of 90 days from the date proposals were opened regarding this RFP, and

10. The Proposer certifies that in performing this Contract they will comply with all applicable provisions of the federal, state, and local laws, regulations, rules, and orders, and
11. The Proposer understands that submitted proposals which are marked "confidential" in their entirety, or those in which a significant portion of the submitted proposal is marked "nonpublic" will not be accepted by NJPA. Pursuant to Minnesota Statute §325C.01, subd. 5 and §13.03, subd. 1, only specific parts of the proposal may be labeled a "trade secret". All proposals are nonpublic until the contract is awarded; at which time, both successful and unsuccessful vendors' proposals become public information.
12. The Proposer understands and agrees that NJPA will not be responsible for any information contained within the proposal. Should Vendor not comply with the labeling and packing requirements, proposals will be released as submitted.
13. By signing below, the Proposer understands it is his or her responsibility as the Vendor to act in protection of labeled information and agree to defend and indemnify NJPA for honoring such designation. Proposer duly realizes failure to so act will constitute a complete waiver and all submitted information will become public information; additionally failure to label any information that is released by NJPA shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands and agrees to comply with the terms and conditions specified above.

Company Name: Federal Signal Corp

Contact Person for Questions: David Parizzi 847-622-7153

(Must be individual who is responsible for filling out this Proposer's Response form)

Address: 1415 W. 22nd Street Suite 1100

City/State/Zip: Oak Brook, IL 60521

Telephone Number: 847-622-7153 Fax Number: 847-622-7191

E-mail Address: dparizzi@federal-signal.com

Authorized Signature: D. Parizzi

Authorized Name (typed): David Parizzi

Title: Business Development Manager - ESO

Date: Feb. 17, 2014

Notarized

Subscribed and sworn to before me this _____ day of _____, 20____

Notary Public in and for the County of _____ State of _____

My commission expires: _____

Signature: _____



PROPOSER QUESTIONNAIRE
Products/Equipment, Pricing, Sector Specifics, Services, Terms and Warranty

Proposer Name: Federal Signal Corp. (Elgin and Vector)

Questionnaire completed by: David Panzani

Payment Terms and Financing Options

- 1) Identify your payment terms if applicable. (Net 30, etc.)
 Payment Terms are determined between the ESG Dealer and the NIPA member. General terms between dealer and ESG are Net 30.
- 2) Identify any applicable leasing or other financing options as defined herein.
 Available leasing programs are determined between the ESG Dealer and NIPA member. We do sponsor third party full service lease and turnkey maintenance program for our dealers.
- 3) Briefly describe your proposed order process for this proposal and contract award. (Note: order process may be modified or refined during an NIPA member's final Contract phase process).
 - a. Please specify if you will be including your dealer network in this proposal. If so, please specify how involved they will be. (For example, will be Dealer accept the P.O.?), and how are we to verify the specific dealer is part of your network?
 NIPA member submits a Purchase Order to the ESG Dealer with payment made by the NIPA member to the ESG Dealer; ESG dealer will facilitate all product orders. Elgin and Vector equipment is exclusively provided by contracted dealers. If required, a detailed listing of dealers can be provided.
- 4) Do you accept the P-card procurement and payment process?
 Not Applicable.

Warranty

- 5) Describe, in detail, your Manufacture Warranty Program including conditions and requirements to qualify, claims procedure, and overall structure.
 Standard Warranty is for 12 months on the complete unit, but certain components have longer standard warranties. These are identified in our Standard Limited Warranty Statement. The Statement also defines start date, application, etc. Units are registered for warranty in our on-line warranty system. Claims are filed by the ESG Service provider within this system, as well. Additionally, the ESG Service Parts and Warranty Guide is published on the ESG Dealer website, and contains claim submission standards, and guidelines for conducting warranty repairs.
- 6) Do all warranties cover all products/equipment parts and labor?
 All Standard Warranties include material and labor to either repair or replace, at our option.
- 7) Do warranties impose usage limit restrictions?
 Standard Limited Warranty is based on days in service only. There is no restriction on operating hours.
- 8) Do warranties cover the expense of technicians travel time and mileage to perform warranty repairs?
 ESG dealers are compensated for travel time up to 3 hours round trip, per reasonably required trip.
- 9) Please list any other limitations or circumstances that would not be covered under your warranty.
 Such conditions are defined in the Standard Limited Warranty Statement, such as customer abuse, misuse, or lack of proper maintenance, etc.
- 10) Please list any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs. How will NIPA Members in these regions be provided service for warranty repair?
 ESG dealer network covers the entire U.S. NIPA member can arrange with ESG dealer in their respective area to receive warranty work.

Equipment/Products and Related Services and Pricing

- 11) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.
Elgin Street Sweepers and Vector Combination Sewer Cleaners and Hydro Excavation Machines.
- 12) Provide a general narrative description of your pricing model identifying how the model works (line item and/or published catalog percentage discount).
Excel Spread sheets for both Elgin Street Sweepers and Vector Combination Sewer Cleaners are listed in separate folders on the electronic (CD) version of this submittal. Each model has a base unit price with options listed as line items.
- 13) Please quantify the discount range presented in this response pricing as a percentage discount from MSRP/published list.
NIPA members enjoy a 3% minimum discount from list price. The price sheets provided will show line item pricing and calculate and apply the 3% NIPA discount.
- 14) Provide an overall proposed statement of method of pricing for individual line items, percentage discount off published product/equipment catalogs and/or category pricing percentage discount with regard to all equipment/products and related services and being proposed. Provide a SKU number for each item being proposed.
The end user is able to configure a machine to meet their needs using the Excel Spreadsheet. Each model and all options have a part number and all manufacturer supplied options receive a 3% discount (minimum).
- 15) Propose a strategy, process, and specific method of facilitating "Sourced Product/Equipment and Related Services" (AKA, "Open Market" items or "Non-Standard Options").
Elgin and Vector offer "special" option capability which allows engineering to research and design unique product features. These "Specials" will be priced using our specials process and discounted at the 3% level (minimum). The only exception being our "sourced product" chassis or special chassis options to which the 3% would not apply. Chassis are a pass through cost item.
- 16) Provide your NIPA customer volume rebate programs, as applicable.
Reviewed on an individual basis.
- 17) Identify any Total Cost of Acquisition (as defined herein) cost(s) which is **NOT** included "Pricing" submitted with your proposal response. Identify to whom these charges are payable to and their relationship to Proposer.
Any dealer costs for dealer installed items including local freight and PDI are not included in our pricing submittal.
Any costs associated with the delivery of a piece of equipment to an NIPA member AFTER it has been delivered to the respective ESG dealer is negotiated between the ESG Dealer and the NIPA member. Such costs could be delivery from the ESG Dealer to the NIPA member, putting the unit into service, special training, recommended spare parts list, etc.
- 18) If freight, delivery or shipping is an additional cost to the NIPA member, describe in detail the complete shipping and delivery program.
Any costs associated with the delivery of a piece of equipment to an NIPA member AFTER it has been delivered to the respective ESG dealer is negotiated between the ESG Dealer and the NIPA member. Such costs could be delivery from the ESG Dealer to the NIPA member, putting the unit into service, training, recommended spare parts list, etc.
- 19) As an important part of the evaluation of your offer, you must indicate the level of pricing you are offering.
Prices offered in this proposal are (Your proposal will be deemed "Non-Responsive" if this question is not answered):
_____ a. Pricing is the same as typically offered to an individual municipality, Higher ed or school district.
 b. Pricing is the same as typically offered to GPOs, cooperative procurement organizations or state purchasing departments.
_____ c. Better than typically offered to GPOs, cooperative procurement organizations or state purchasing departments.
- 20) Do you offer quantity or volume discounts? YES _____ NO Outline guidelines and program.
Volume discounts are evaluated on a case-by-case basis.
- 21) Describe in detail your proposed exchange and return program(s) and policy(s).
Products exchanges and returns are extremely rare. Should an exchange or return be warranted because of product failure appropriate accommodations would be handled on a case-by-case basis.

22) Specifically identify those shipping and delivery and exchange and returns programs as they relate to Alaska and Hawaii and any related off shore delivery of contracted products/ equipment and related services

Products exchanges and returns are extremely rare. Should an exchange or return be warranted because of product failure appropriate accommodations would be handled on a case by case basis including shipping charges?

23) Please describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with NIPA. Please be as specific as possible.

Dealers are required to indicate an NIPA purchase on their purchase order. Dealers are required to report customer information including Name, Contact information, and transaction price. RSC Director of Sales tracks and reports on all NIPA contract sales on a quarterly basis.

Industry or Sector Specific Questions

24) NA

Signature: _____

D. D. Peij

Date: Feb. 17, 2014



ADDENDUM ONE (1)
To that certain
NIPA RFP #022014
Issued by
National Joint Powers Alliance
For the procurement of

SEWER VACUUM, HYDRO-EXCAVATION, AND/OR STREET SWEEPER EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES

Consider the following to be part of the above titled RFP:

1) Questions submitted by Potential Responders at the Pre-Proposal Conference on February 5, 2014 are listed in black font and NIPA Answers are listed in blue:

Q: What percentage of your client base are public works departments versus school systems?
 A: Approximately 80% of NIPA's membership is in Government and about 40% of membership is in Education.

Q: How many contracts do you expect to award in this category?
 A: Per section 1.13 of the RFP, NIPA's intent is to award a contract to a single exclusive vendor but reserves the right to award to multiple Proposers where the result of the responding Proposers justifies a multiple award and multiple contracts are deemed to be in the best interests of the NIPA member agencies.

Q: Clarify the normal purchase order and payment flow for a manufacturer that utilizes distributors: manufacturer accepts order from distributor, and manufacturer pays admin fee to NIPA quarterly?
 A: When a vendor is awarded an NIPA contract all authorized distributors/dealers are able to sell through the contract. The PO would be accepted at the distributor/dealer level and the administrator/manufacturer would be responsible to submit a cumulative sales report to NIPA on a quarterly basis with admin fee payment.

Q: How and where in your point scale will you recognize a successful previous NIPA awarded vendor?
 A: Form A questions address this and could be reflected in a number of different criteria including but not limited to: Industry & Marketplace Success and Ability to Sell and Service Nationwide.

ACKNOWLEDGMENT OF ADDENDUM ONE (1) TO RFP DISTRIBUTED VIA EMAIL ON FEBRUARY 6, 2014

COMPANY NAME: Federal Signal Corp.
 SIGNATURE: [Signature]
 DATE: Feb 17, 2014

CERTIFICATE OF LIABILITY INSURANCE

DATE OF POLICY
11/01/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT ALTER, SUPPLEMENT, OR MODIFY THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER, AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED (as permitted) under an endorsement, it does not constitute a contract between the certificate holder and the insurer. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER:
Aon Risk Services Central, Inc.
Chicago 31, Office
150 West 22nd Street, Suite 1100
Oak Brook, IL 60521-9945 USA

AGENCY:
Aon Risk Services Central, Inc.
Chicago 31, Office
150 West 22nd Street, Suite 1100
Oak Brook, IL 60521-9945 USA

INSURER	DESCRIPTION	CLASSIFICATION
National Union Fire Ins Co of Pittsburgh	General Liability	9841
Nat'l Indemnity Co	General Liability	9841
Starnet Insurance Co of PA	General Liability	9841
Lloyd's Syndicate No. 823	General Liability	9841

COVERAGES **CERTIFICATE NUMBER: 890518035** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES LISTED BELOW HAVE BEEN ISSUED TO THE OPERAS ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT, WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE COVERAGE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF EACH POLICY. LAWS WHICH MAY HAVE BEEN ENFORCED BY PAID IN AID.

TYPE OF POLICY	CLASSIFICATION	INSURER	START DATE	END DATE	COVERAGES
A. GENERAL LIABILITY A. COMMERCIAL GENERAL LIABILITY CLASSIFICATION: [X] HOME	[X] HOME	AON Products	11/01/2013	11/01/2014	EACH OCCURRENCE BODILY INJURY PROPERTY DAMAGE ADVERTISING \$1,000,000
			11/01/2013	11/01/2014	ADVERTISING \$1,000,000
A. AUTOMOBILE LIABILITY X ANY AUTO ALL OTHER AUTO BUSINESS AUTO PERSONAL AUTO PERSONAL AUTO PERSONAL AUTO	PERSONAL AUTO BUSINESS AUTO	AON Products	11/01/2013	11/01/2014	PERSONAL AUTO \$100,000
			11/01/2013	11/01/2014	PERSONAL AUTO \$100,000
			11/01/2013	11/01/2014	PERSONAL AUTO \$100,000
			11/01/2013	11/01/2014	PERSONAL AUTO \$100,000
E. PRODUCT LIABILITY WARRANTY LIABILITY PRODUCT LIABILITY PRODUCT LIABILITY PRODUCT LIABILITY	WARRANTY LIABILITY PRODUCT LIABILITY PRODUCT LIABILITY PRODUCT LIABILITY	AON Products	11/01/2013	11/01/2014	EACH ACCIDENT \$1,000,000
			11/01/2013	11/01/2014	EACH ACCIDENT \$1,000,000

DESCRIPTION OF OPERATION: [Blank]

Signature of Insurer: _____

CERTIFICATE HOLDER Federal Signal Corporation The Division and Subsidiaries 1515 West 22nd Street, Suite 1100 Oak Brook, IL 60521-9945 USA	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE POLICY PERIOD, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE <i>Aon Risk Services Central, Inc.</i>



CERTIFICATE OF LIABILITY INSURANCE

DATE: 11/01/2013
10:46:20

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
Acc Risk Services Central, Inc.
Chicago IL Office
500 East Madison
Chicago IL 60602 USA

CONTACT
Tel: (800) 253-2122 Fax: (800) 243-0145

INSURER	INSURANCE APPROVED COVERAGE	RATE
INSURER A: National Union Fire Ins Co of Pittsburgh		19445
INSURER B: New Hampshire Ins Co		23841
INSURER C: The Indemnity Co of the State of PA		19429
INSURER D: AIG Indemnity Company		21314
INSURER E: Berkeley National Insurance Company		13881

COVERAGES: CERTIFICATE NUMBER: 670682168815 REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. Limits shown are as required.

TYPE	TYPE OF INSURANCE	CLASS	POLICY NUMBER	POLICY EFF DATE	POLICY EXP DATE	COVERAGE	LIMIT
A	GENERAL LIABILITY		GL5819409	11/01/2013	11/01/2014	EACH OCCURRENCE	\$1,000,000
A	COMMERCIAL GENERAL LIABILITY		GL Products	11/01/2013	11/01/2014	PERSONAL & ADJ INJURY	\$1,000,000
	CLAIMS MADE					PROPERTY DAMAGE	\$1,000,000
	OCCLER					PERSONAL & ADJ INJURY	\$1,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER					GENERAL AGGREGATE	\$2,000,000
	POLICY					PRODUCTS-GROSS	\$5,000,000
						Per Contract-Per Occ	\$3,000,000
A	AUTOMOBILE LIABILITY		CA6579515	11/01/2013	11/01/2014	OCCLER	\$1,000,000
A	ANY AUTO		CA6579517	11/01/2013	11/01/2014	PERSONAL & ADJ INJURY	\$1,000,000
A	ALL OWNED AUTOS	SCHEDULED AUTOS	CA6579516	11/01/2013	11/01/2014	PROPERTY DAMAGE	\$1,000,000
	FINED AUTOS	NON-OWNED AUTOS	VA			PROPERTY DAMAGE	\$1,000,000
						Per occurrence	\$1,000,000
D	UMBRELLA (CAS)		UC065443	11/01/2013	11/01/2014	EACH OCCURRENCE	\$1,000,000
	EXCESS/MADE					AGGREGATE	\$1,000,000
	NO WRIT RESTRICTION						
D	WORKERS COMPENSATION AND EMPLOYERS LIABILITY		WC026020465	11/01/2013	11/01/2014	PER EMPLOYEE	\$100,000
	ANY OCCASIONAL / FREQUENT / EXECUTIVE		WC026020489	11/01/2013	11/01/2014	PER EMPLOYEE	\$500,000
	DESCRIPTION OF OPERATIONS below					PER EMPLOYEE	\$500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if space is required)
 Insured includes: Elgin Sweeper Co. & Vector Manufacturing, 1300 W. Bartlett Road, Elgin, IL 60120. Reg. Rtn. No. 031710. Certificate holder is included as Additional Insured as required by written contract, but limited to the operations of the insured under said contract, with respect to the General Liability policy.

CERTIFICATE HOLDER	CANCELLATION
National Joint Powers Alliance Attn: Andy Campbell 200 First Street Northeast Staples MN 56479 USA	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE: <i>Ann Paul Service Central Inc</i>



ADDITIONAL REMARKS SCHEDULE

AGENCY Acc Risk Services Central, Inc.		NAMES INSURED Federal Signal Corporation	
POLICY NUMBER See Certificate Number: 5700215015			
OWNER See Certificate Number: 5700215015	CLASS CODE	EFFECTIVE DATE	

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM.
 FORM NUMBER: ACORD 25 FORM TITLE: Certificate of Liability Insurance

INSURER(S) AFFORDING COVERAGE	NAIC#
INSURER	
INSURER	
INSURER	
INSURER	

ADDITIONAL POLICIES If a policy below does not include full information, refer to the corresponding policy on the ACORD certificate form for policy limits.

TYPE OF INSURANCE	ADDL. INFO	SUBR. INFO	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	LIMITS
WORKERS COMPENSATION						
	N/A		WC026020470 FL	11/01/2013	11/03/2014	
	N/A		WC026020472 MA, ND, SD, WI	11/01/2013	11/01/2014	
	N/A		WC026020468 IL, KY, NC, VT	11/01/2013	11/01/2014	
	N/A		WC026020467 NJ, PA	11/01/2013	11/01/2014	
	N/A		WC026020466 AZ, CA, VA	11/01/2013	11/01/2014	

www.njpacoop.org



202 12th Street NE
P.O. Box 219
Staples, MN 55479

Pricing, financials and marketing material were submitted with the response and is available upon request. Due to the difficulty in emailing such a large file they were not included.

As a public agency, NJPA proposals, responses and awarded contracts are a matter of public record, except for that data included in the proposals, responses and awarded contracts that is classified as nonpublic; thus, pursuant to NJPA policies and RFP terms and conditions, all documentation, except for data which is nonpublic, is available for review through a formal request process including a written request.

EXHIBIT "B"

HAAKER

EQUIPMENT COMPANY

2070 North White Avenue, La Verne, California
91750 (909) 598-2706 ~ FAX (909) 598-1427 ~
haaker.com

NJPA AWARDED
CONTRACT

PROPOSAL
September 12th 2017

TO: CITY OF LONG BEACH
2600 Temple Avenue
Long Beach CA 90806

ATTN: Mr. John Seevers
562-570-5401
Email: John.Seevers@longbeach.gov

In accordance with your request, we are pleased to submit the following proposal for your consideration and approval based on the *NJPA Cooperative Purchasing Agreement – Contract #022014-FSC.*

(3) CNG POWERED ELGIN PELICAN P DUAL STREET SWEEPER

With Dual Gutter broom, Hydraulic Drive, Cummins 5.9L CNG Engine, 35 DGE CNG Fuel System, Hydrostatic Drive and Steering Painted White.

Standard and Optional Equipment Included:

- ✓ Air Cleaner, Two Stage, Dry Type With Restriction Indicator
- ✓ Alternator, 120 Amp
- ✓ Automatic Engine Shutdown (Oil pressure/engine temperature)
- ✓ Automatic Pick Up in Reverse with Return to Sweep feature
- ✓ Back Up Alarm, Electric
- ✓ Battery-Maintenance Free
- ✓ Brakes, Power
- ✓ Broom, Main, Prefab, Disposable
- ✓ Broom, Main, Hydraulically Suspended
- ✓ Bumper Pads, Front
- ✓ Doors, See-thru with Sliding Upper Windows
- ✓ Engine, Hour Meter
- ✓ Fenders, Over Front Wheels
- ✓ Flushing System For Hopper/Conveyor
- ✓ Hose, Hydrant Fill, 16'8" With Coupling
- ✓ Light, Spotlight, Adjustable, One Per Side Broom
- ✓ Lights, 2 Combination, Tail/Stop Lights
- ✓ Lights, Headlights, Multiple Beam
- ✓ Manuals, Operator and Parts
- ✓ Mirror, Inside Rear View
- ✓ Mirrors, Outside, Front Mounted 6" Fish Eyes
- ✓ Mirrors, Outside, West Coast Type, One Each Side
- ✓ Parking Brake with Interlock
- ✓ Seat Belts, Both Sides for Dual
- ✓ Seat, Deluxe Foam Cushions, Both Sides for Dual, with Armrests
- ✓ Steering Wheel, Tilt and Telescoping
- ✓ Signals, Self-Canceling Directional With Hazard Switch
- ✓ Sun Visor
- ✓ Tachometer, Diesel Engine
- ✓ Temperature Gauge, Hydrostatic Oil
- ✓ Tires, Tubeless Radials
- ✓ Tow Loops, Four
- ✓ Water Tank, Molded Polyethylene, 180 Gallon Total, Nominal Capacity
- ✓ Water Tank, Fill Gauge
- ✓ Wheels, Dual Guide
- ✓ Windshield, Tinted
- ✓ Windshield Washer
- ✓ Windshield Wipers, 2 Speed
- ✓ Front Jack Pads
- ✓ Low Water Indicator Light

- ✓ Coolant Recirculation System
- ✓ Sprung Heavy Duty Guide Wheel
- ✓ Low Hydraulic Warning Buzzer
- ✓ Anti Siphon Water Fill
- ✓ Main Broom Controls in Cab
- ✓ Cummins Cng Engine, 5.9L
- ✓ CNG Gas Detection Device
- ✓ CNG Emblem
- ✓ 4-Function Engine Shutdown (High Coolant, Low Oil Coolant Level, Hydraulic Oil Level)
- ✓ 35 DGE Fuel System
- ✓ T-Fitting on Fuel Tank for De-Fueling the Tank
- ✓ Battery Disconnect Switch
- ✓ Conveyor Clean Out/Lower Roller Washout
- ✓ AM/FM/CD Player
- ✓ Two (2) map lights
- ✓ Air Conditioner/Heater/Pressurizer
- ✓ Heated & Motorized Cab Mirrors
- ✓ LED Arrowstick (part number to be determined)
- ✓ Single LED Beacon with Guard
- ✓ Wink Mirror on Right Hand Side
- ✓ Left Side Post Mirror on Front of Unit
- ✓ Connection for Laptop Computer in Cab
- ✓ PM10 Water System
- ✓ Double Jacket Fill Hose
- ✓ Fire Extinguisher 2.5#
- ✓ Side Broom Tilt, Right/Left
- ✓ Heavy Duty Limb Guards
- ✓ Hydrant Wrench
- ✓ Back Up Camera

Unit Price: \$ 294,725.00
 Sales Tax (10.25%) \$ 30,209.31
TOTAL PRICE, F.O.B. LONG BEACH, CA: \$ 324,934.31

THE PROPERTY HEREIN IS GUARANTBED BY MANUFACTURER'S WARRANTY ONLY AND SELLER MAKES NO WARRANTY EXPRESSED OR IMPLIED, OF MERCHANTABILITY OR OTHERWISE, OR OF FITNESS FOR ANY PARTICULAR PURPOSE, THAT EXTENDS BEYOND THE ABOVE DESCRIPTION OF THE EQUIPMENT.

NOTE: Price is good for 90 Days. Cost increases due to the addition of Government mandated safety or environmental devices incurred after the date of this proposal, will be charged to you at our cost. Proof of such costs, if any, will be documented.

TAXES: SALES TAX applicable at time of delivery will be shown on our invoice. FEDERAL EXCISE TAXES, if applicable, will require payment unless a properly executed Exemption Certificate is submitted.

DELIVERY: 240-270 Days TERMS: Net 30

Add-On/Cooperative Purchase Authorization: Haaker Equipment Company offers the above proposed price, terms and conditions to any governmental agency or subdivision in the State of California or Nevada for a period not to exceed a full calendar year from the date of original purchaser's purchase order or contract.

We appreciate the opportunity to present this proposal and look forward to being of further and continued service.

HAAKER EQUIPMENT COMPANY ACCEPTED BY: _____

BY: Matt Muinch DATE: _____
 Matt Muinch
 Sales Representative,