

RESOLUTION NO. 2022 - 62

A RESOLUTION BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA, AUTHORIZING THE COUNTY ADMINISTRATOR, OR DESIGNEE, TO PIGGYBACK THE SOURCEWELL CONTRACT NO: 120617-CAT AND TO EXECUTE A PURCHASE ORDER FOR THE PURCHASE OF ONE (1) 600KW CATERPILLAR C18 DIESEL ENGINE GENERATOR SET.

RECITALS

WHEREAS, the County seeks to purchase one (1) 600 Kw Caterpillar C18 Diesel Engine Generator for the SJC Utility Department for the SR 16 Wastewater Treatment Plant; and

WHEREAS, in accordance with section 302.6.5.4 of the St. Johns County Purchasing Procedure Manual, entitled "Piggyback or Cooperative Purchasing", the County is authorized to make said purchase subject to the terms and conditions of the Sourcewell Contract #120617-CAT ("Contract"); and

WHEREAS, purchase of the equipment will be funded by the SJC Utility Department;

WHEREAS, the County has reviewed the terms, provisions, conditions and requirements of the Contract and finds that entering into the Contract for the purchase of the generator serves a public purpose.

NOW, THEREFORE BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF ST. JOHNS COUNTY, FLORIDA, as follows:

Section 1. The above Recitals are incorporated by reference into the body of this Resolution and such Recitals are adopted as finds of fact.

Section 2. The County Administrator, or designee, is hereby authorized to piggyback the Sourcewell Contract #120617-CAT for the purchase of one (1) 600Kw Caterpillar C18 Diesel Engine Generator

Section 3. In accordance with the terms and conditions of the Contract, the County Administrator, or designee, is further authorized to execute and issue a purchase order in the amount of \$180,237.29 to Ring Power Corporation for the specified Generator.

Section 4. To the extent that there are typographical and/or administrative errors that do not change the tone, tenor, or concept of this Resolution, then this Resolution may be revised without subsequent approval by the Board of County Commissioners.

PASSED AND ADOPTED by the Board of County Commissioners of St. Johns County, Florida, as of this 1 day of March, 2022.

BOARD OF COUNTY COMMISSIONERS OF  
ST. JOHNS COUNTY, FLORIDA

By: Henry Dean  
Henry Dean, Chair

Rendition Date 3/3/22

ATTEST: Brandon J. Patty, Clerk of the Circuit  
Court & Comptroller

By: Pam Halterman  
Deputy Clerk





**OLYMPIAN™  
GENERATORS**

**Your North and Central Florida Caterpillar Dealer**

**ST. AUGUSTINE**  
500 World Commerce Prkwy  
St. Augustine, FL 32092  
904-737-7730

**TALLAHASSEE**  
32000 Blue Star Hwy  
Midway, FL 32343  
850-562-1622

**OCALA**  
6202 N US 301/441  
Ocala, FL 34475  
352-732-4600

**ORLANDO**  
9901 Ringhaver Dr.  
Orlando, FL 32824  
407-855-6195

**TAMPA**  
9797 Gibsonton Dr  
Riverview, FL 33569  
813-671-3700

**SALES                      SERVICE                      PARTS                      LEASING                      RENTALS**  
**QUOTATION / SALES AGREEMENT / SECURITY AGREEMENT**

DATE: 1/25/2022

QUOTATION NO: BM2022\_E210139BDSTOCK

CUSTOMER NAME: St Johns County Utility Department  
ADDRESS: 1205 State Road 16  
CITY/STATE/ZIP: St Augustine, Florida 32084  
PHONE: 904.209.2652 Office  
CONTACT NAME: Alan Flood, P.E.

ESTIMATED SHIPPING LEAD TIME: 11-15 Weeks  
SHIPPING VIA/FOB: RPC/Jobsite  
ESTIMATED SUBMITTAL LEAD TIME: 4 Weeks  
JOBSITE ADDRESS: TBD  
CITY/STATE/ZIP: St Augustine FL 32084  
PROJECT NAME: Generator SR 16 WWTP

**TERMS:** Full payment is due from buyer within 10 days of delivery or pickup of the equipment.

DESCRIPTION OF MATERIAL	UNIT PRICE	EXTENSION
One (1) New Caterpillar C18 Diesel Engine Generator Set, 600 Kw Rated Standby, 277/480Volt, 3 Phase, Tier 3 Equipped as Follows: <ul style="list-style-type: none"> <li>• Generator Control Panel – Shutdowns include Low Oil Pressure, High-Coolant Temperature, Overspeed, Overcrank</li> <li>• UL2200 Listed Generator</li> <li>• Integrated Voltage Regulator</li> <li>• Qty. (2) 1200Amp UL 100% Rated Breakers w/Solid Neutral, LSI, Mold Case</li> <li>• Shunt Trip &amp; Auxiliary Contact</li> <li>• Anti-Condensation Heater</li> <li>• Low Coolant Alarm Temp 69/80 F</li> <li>• Lead Acid Battery</li> </ul>		

Quotation Accepted By: \_\_\_\_\_ Date: \_\_\_\_\_ Tax No.: \_\_\_\_\_

Customer: \_\_\_\_\_ Salesman's Signature: Brian Martinez

Brian Martinez – EPG Sales NE FL

**TERMS**

- This offer to sell is made subject to buyer's acceptance within ten **(10) days** from this date (noted above).
- All quoted prices are subject to change without notice. Those in effect on the date of shipment shall prevail.
- Subject to credit approval.
- Used equipment is subject to prior sale.
- A 25% restocking fee will be assessed for all canceled orders or returned materials.
- No retainage to be withheld. Ring Power Systems is an equipment supplier and is not a sub-contractor. Our terms are Net 10 days.
- No sales tax is included.
- Buyer grants to seller a security interest in all equipment as described in this agreement until such time as payment is made in full in accordance with the terms and conditions of this agreement and in accord with the seller's credit application.
- Ring Power requires a purchase order to secure this sales agreement.

DESCRIPTION OF MATERIAL	UNIT PRICE	EXTENSION
<ul style="list-style-type: none"> <li>• Aluminum Enclosure 150MPH Wind Rated.</li> <li>• 10 Amp-Dual Rate Battery Charger 110VAC</li> <li>• Jacket Water Heater</li> <li>• <b><u>5 Year Caterpillar Platinum ESC</u></b></li> <li>• 2 Hour Resistive Load Bank Test</li> </ul>		
<b>TOTAL NET COST FOR ABOVE</b>		<b>\$180,083.00</b>
SOURCEWELL Discount – 37% Off of List Price		(\$66,630.71)
<b>Total List Price with SOURCEWELL Discount</b>		<b>\$113,452.29</b>
<p style="text-align: center;"><b><u>Sourced Good and Support Service SOURCEWELL Discount</u></b></p> <p><b><u>CAT Dealer Additions – All Receive 5% Off List Price per SOURCEWELL</u></b></p>		
Stand-Alone Fuel Tank (Diesel) Convault 3,000-gallon UL 2085		\$59,100.00
Freight		\$4,800.00
Startup and Commissioning		\$6,400.00
<b>Total List Price for Above Sourced Goods and Service Items</b>		<b>\$70,300.00</b>
5% Off List CAT Dealer Additions		(\$3,515.00)
<b>Total List Price with SOURCEWELL Discount</b>		<b>\$66,785.00</b>
<b>TOTAL NET COST FOR ABOVE</b>		<b>\$180,237.29</b>
<b>Trade In Offer for Existing Generator 3412 SN# 5NA09954 Year 1995 500 Kw</b>		<b>-\$5,000.00</b>
SOURCEWELL – Sourcewell Contract #120617 – CAT		
St Johns County Florida SOURCEWELL <u>Contract Account Number # 20998 &amp; 64415</u>		
NOTES:		
1. NO DIESEL FUEL IS INCLUDED UNLESS QUOTED.		
2. FREIGHT TO THE JOB SITE IS INCLUDED, OFFLOADING IS INCLUDED.		
3. <b><u>NO SPECIFICATIONS WERE GIVEN FOR THIS QUOTE.</u></b>		
4. GENERAL EXCEPTION IS TAKEN TO ANY REQUIREMENT NOT PROVIDED AT THE TIME OF THIS PROPOSAL.		
5. CURRENT PRODUCT LEAD TIME IS NOTED ABOVE IN WEEKS BUT IS SUBJECT TO CHANGE ACCORDING TO FACTORY AVAILABILITY.		
6. ALL WORK BY RPC TECHNICIANS WILL BE PERFORMED DURING NORMAL WORKING HOURS. MONDAY-FRIDAY 7:30AM TO 4:00PM.		
7. FDEP & EPA NOTICES OF DELIVERY, PERMITTING, AND REGISTRATION ARE NOT INCLUDED. THIS IS THE RESPONSIBILITY OF THE INSTALLING CONTRACTOR AND/OR OWNER.		
8. ALL START-UP AND TESTING INCLUDED IN THIS PROPOSAL WILL BE PERFORMED BY RING POWER TECHNICIANS. ANY REQUIRED THIRD-PARTY TESTING SHALL BE PROVIDED BY OTHERS.		
9. Under no circumstances does Ring Power accept any flow down provisions without specific written agreement between Ring Power and Buyer".		
10. "The Seller shall not be responsible for any failure to perform, or delay in performance of, its obligations resulting from the COVID-19 pandemic or any future epidemic, and Buyer shall not be entitled to any damages resulting thereof."		
11. "The Seller has provided product lead times based upon the information provided to Seller from its suppliers at the time of quotation. The Buyer accepts that lead times for products can change without notice and due to reasons, that are beyond any control of the Seller. As such, the Seller shall not be responsible for any failure to perform, or delay in performance of, its obligations resulting from lead times that extend past those originally quoted, and Buyer shall not be entitled to any damages resulting thereof		
12. CREDIT TERMS TO BE DETERMINED AT THE TIME OF ORDER.		
a. 95% Due at time of equipment delivery		
b. 5% Due at completion of startup and commissioning		
13. Providing a 2021 Model New Caterpillar Generator in stock (All stock generators are subject to prior sale without notice)		

DESCRIPTION OF MATERIAL	UNIT PRICE	EXTENSION
<p><b>Note:</b>            January 24, 2022, pricing            Current and approximate Steel Escalation is estimated to be \$1.38 Per Pound Per Month.            This time includes submittal phase. Only a Purchase order will lock pricing.</p> <p><u>Nothing other what is on this quote will be provided</u></p>		




### Caterpillar Inc.

CAT Diesel & Natural Gas Generator Sets

#120617-CAT

Maturity Date: 01/29/2023

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Products & Services 

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## Products & Services

Sourcewell contract 120617-CAT gives access to the following types of goods and services:

- CAT diesel generator sets
- CAT natural gas generator sets
- Automatic transfer switches
- Switchgear
- Controls
- Installation
- Extended service coverage
- CAT rental equipment
- Used equipment
- Parts
- Maintenance contracts
- Cat Finance Government Lease & financing

Locate your local dealer or representative

(nongovernment site)

Additional information can be found on the vendor-provided, nongovernment website at:  
[cat.com](http://cat.com) 

For rental of Caterpillar machines, tools, gensets, etc. please refer to contract #062320-CAT.

For purchase of new Caterpillar machines and work tools please refer to contract #032119-CAT.

## Become a Member

Simply complete the online application or contact the Client Development team at [service@sourcewell-mn.gov](mailto:service@sourcewell-mn.gov) or 877-585-9706.

## Search Vendors & Contracts

[General Contracts](#)

[ezIQC Contracts](#)

Sourcewell's website may contain links to nongovernment websites being provided as a convenience and for informational purposes only. Sourcewell neither endorses nor guarantees, in any way, the external organization's services, advice, or products included in these website links. Sourcewell bears no responsibility for the accuracy, legality, or timeliness of any content on the external site or for that of subsequent links. All questions related to content on external sites should be addressed directly to the host of that particular website.



[Sourcewell for Vendors](#) →

You can now create an account to manage your preferences and personalize your experience on Cat.com.



**SELECT AS MY DEALER**

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**50 DEALERS NEAR THIS LOCATION**

1-RING POWER CAT 

7.8 Miles Away | [Directions](#)

904 737-7730  
500 World Commerce Pkwy  
Saint Augustine Florida 32092-3788  
United States Of America

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2-RING POWER RENTALS 

7.8 Miles Away | [Directions](#)

The Cat Rental Store

904-737-7730  
500 World Commerce Pkwy  
Saint Augustine Florida 32092-3788  
United States Of America

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3-NORTH FLORIDA WESTERN STAR INC 

28.4 Miles Away | [Directions](#)

5040 University Blvd Jacksonville, Fl 32216  
Jacksonville Florida 32216  
United States Of America

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4-DIESEL PARTS,SALES & SERVICE,INC 

34.1 Miles Away | Directions

1 904 356-3341  
1276 West Adams St  
Jacksonville Florida 32204-1406  
United States Of America

5-TOM NEHL TRUCK CO. ★

35.4 Miles Away | Directions

1 904 389-3653  
417 S Edgewood Ave  
Jacksonville Florida 32254-3792  
United States Of America

6-RUSH TRUCK CENTERS ★

36.1 Miles Away | Directions

1 904 783-6170  
5175 W Beaver St  
Jacksonville Florida 32254-2908  
United States Of America

7-KENWORTH OF JACKSONVILLE ★

37.5 Miles Away | Directions

1 904 739-2296  
833 Picketville Road  
Jacksonville Florida 32220-2708  
United States Of America

8-MAUDLIN INTERNATIONAL ★

38.2 Miles Away | Directions

1 904 783-9822  
1881 Picketville Rd  
Jacksonville Florida 32220-2467  
United States Of America



9-RING POWER CAT



*43.7 Miles Away* | [Directions](#)

904 714-2600  
330 Pecan Park Rd  
Jacksonville Florida 32218-1308  
United States Of America

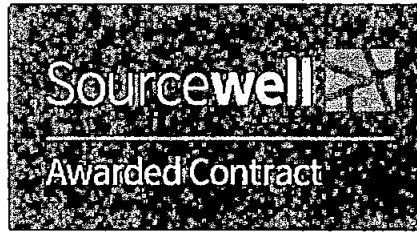
10-RING POWER RENTALS



*43.7 Miles Away* | [Directions](#)

The Cat Rental Store

904 714-3517  
330 Pecan Park Rd  
Jacksonville Florida 32218-1308  
United States Of America



**Caterpillar Inc.**

CAT Diesel & Natural Gas Generator Sets

#120617-CAT

Maturity Date: 01/29/2023

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Contract Documents

**Contract Documents**

**Electrical Energy Power Generation with Related Parts, Supplies, and Services**






Contract #120617-CAT

Effective 01/29/2018 - 01/29/2023

**Contract Documentation**

- Request for Proposal (RFP) (1.4 MB)
- Contract Forms (749.29 KB)
- Contract Acceptance & Award (193.71 KB)
- Contract Extension (85.9 KB)

**Competitive Solicitation Documentation**

-  **Affidavit of Advertisement (1.4 MB)**
-  **Proposal Opening Witness Page (344.74 KB)**
-  **Proposal Evaluation (361.96 KB)**
-  **Evaluation Committee Comment & Review (206.82 KB)**
-  **Board Minutes (132.73 KB)**

## Become a Member

Simply complete the online application or contact the Client Development team at [service@sourcwell-mn.gov](mailto:service@sourcwell-mn.gov) or 877-585-9706.

## Search Vendors & Contracts

General Contracts

ezlQC Contracts

Sourcwell's website may contain links to nongovernment websites being provided as a convenience and for informational purposes only. Sourcwell neither endorses nor guarantees, in any way, the external organization's services, advice, or products included in these website links. Sourcwell bears no responsibility for the accuracy, legality, or timeliness of any content on the external site or for that of subsequent links. All questions related to content on external sites should be addressed directly to the host of that particular website.



## Letter of Agreement To Extend the Contract

Between

**Caterpillar Inc.**  
**100 NE Adams Street**  
**Peoria, IL 61629**

And

**Sourcewell**  
**202 12<sup>th</sup> Street NE**  
**Staples, MN 56479**  
**Phone: (218) 894-1930**

The Vendor and Sourcewell have entered into an Agreement (Contract #120617-CAT) for the procurement of Electrical Energy Power Generation with Related Parts, Supplies and Services. This Agreement has an expiration date of January 29, 2022, but the parties may extend the Agreement for one additional year by mutual consent.

The parties acknowledge that extending the Agreement for another year benefits the Vendor, Sourcewell and Sourcewell's members. The Vendor and Sourcewell therefore agree to extend the Agreement listed above for a fifth year. This existing Agreement will terminate on January 29, 2023. All other terms and conditions of the Agreement remain in force.

So DocuSigned by:

*Jeremy Schwartz*

By: C0FD2A139D06489...

its: **Director of Operations & Procurement/CPO**

Name printed or typed: **Jeremy Schwartz**

2/12/2021 | 11:57 AM CST

Date

Cat DocuSigned by:

*Jason Kaiser*

By: 3E9FF774E086402...

its: **VP - Electric Power Division**

Name printed or typed: **Jason Kaiser**

2/13/2021 | 6:05 AM PST

Date

**Form C**

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



Company Name: Caterpillar Inc.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
6.26 / Page 22	Vendors' certificate(s) must include all subcontractors as additional insureds under its policies	Caterpillar Dealers cannot be named as additional insureds on this certificate.	NJPA Accepts
1.16 / Page 26 - 27	The Vendor must disclose to NJPA any litigation, bankruptcy, or suspensions/insiderments that occur during the Contract period.	As a large international enterprise, Caterpillar Inc. can manage numerous litigation and other proceedings all over the globe for itself and for its subsidiaries and its affiliates. Caterpillar Inc. agrees to provide the information requested in 7.16 for activities that directly impact Caterpillar Inc.'s performance obligations under the NJPA contract.	NJPA Accepts
8.2 / Page 20	Prevailing wage: The Vendor must comply with applicable prevailing wage legislation in effect in the jurisdiction of the NJPA Member.	Caterpillar Inc. will use its subcontractors, who are independently owned and operated Dealers, to provide services to NJPA Members. Caterpillar Dealer's will comply with the applicable prevailing wage legislation required for the services provided to NJPA Members in their jurisdictions.	NJPA Accepts

Proposer's Signature: [Signature]

Date: 11/21/2017

**NJPA's clarification on exceptions listed above:**

Review and Approved:  
[Signature] 4/23/18  
 NJPA Legal Department

Contract Award  
RFP #120617

FORM D



Formal Offering of Proposal  
(To be completed only by the Proposer)

ELECTRICAL ENERGY POWER GENERATION WITH RELATED PARTS, SUPPLIES, AND SERVICES

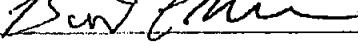
In compliance with the Request for Proposal (RFP) for ELECTRICAL ENERGY POWER GENERATION WITH RELATED PARTS, SUPPLIES, AND SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Caterpillar Inc. Date: November 21, 2017

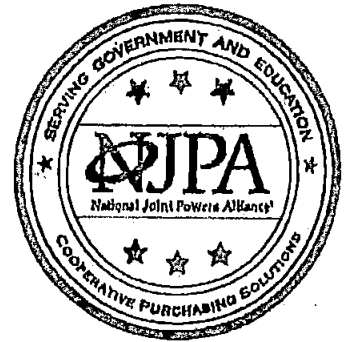
Company Address: 100 NE Adams Street

City: Peoria State: IL Zip: 61629

Contact Person: Seth Charna Title: Industry Representative

Authorized Signature: Bart Myers  (Name printed or typed)

**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

NJPA Contract #: 120617-CAT

Proposer's full legal name: Caterpillar Inc.

**Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.**

The effective date of the Contract will be January 29, 2018 and will expire on January 29, 2022 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

**NJPA Authorized Signatures:**

  
\_\_\_\_\_  
NJPA DIRECTOR OF COOPERATIVE CONTRACTS  
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

  
\_\_\_\_\_  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on January 25, 2018

NJPA Contract # 120617-CAT

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Caterpillar Inc.

Authorized Signatory's Title General Manager - IPSD Power Generation

  
\_\_\_\_\_  
VENDOR AUTHORIZED SIGNATURE

Bart Myers  
\_\_\_\_\_  
(NAME PRINTED OR TYPED)

Executed on January 26, 2018.

NJPA Contract # 120617-CAT

**PROPOSER ASSURANCE OF COMPLIANCE**



**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[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: Caterpillar Inc.

Address: 100 NE Adams Street

City/State/Zip: Peoria, IL 61629

Telephone Number: (309) 675-1000

E-mail Address: Contact Seth Charna: Charna\_Seth@cat.com

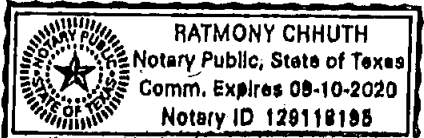
Authorized Signature: *Bart Myers*

Authorized Name (printed): Bart Myers

Title: General Manager - IPSD Power Generation

Date: November 21, 2017

Notarized :



Subscribed and sworn to before me this 21 day of November, 20 17

Notary Public in and for the County of Harris State of Texas

My commission expires: 9/10/2020

Signature: *Ratmony Chhuth*

**Form P**



**PROPOSER QUESTIONNAIRE**

**Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: \_\_\_\_\_ Caterpillar Inc. \_\_\_\_\_

Questionnaire completed by: \_\_\_\_\_ Seth Charna \_\_\_\_\_

**Payment Terms and Financing Options**

- 1) What are your payment terms (e.g., net 10, net 30)?  
Payment terms that Caterpillar Dealers would offer to NJPA Members vary by dealer, but are most certainly equivalent to local competition. Payment terms will be made very clear to potential NJPA customers upon quotation.
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

Caterpillar Financial offers financial tools for NJPA Members through the Caterpillar Dealer Network on a case by case basis. Leasing terms that Caterpillar Dealers would offer to NJPA Members vary by dealers, but are most certainly equivalent to local competition. Leasing terms will be made very clear to potential NJPA customers upon quotation.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

The order process will not change compared to the current NJPA contract. The NJPA Member references the NJPA contract number on the P.O., which is then presented directly to their local Caterpillar Dealer.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Not Applicable.

## Warranty

5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

- Do your warranties cover all products, parts, and labor?
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?
- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?
- What are your proposed exchange and return programs and policies?

Please reference the following attachments in response to these questions specifically for the Power Generation products listed in this proposal. There are no geographic regions of the United States or Canada for which Caterpillar cannot provide a certified technician to perform warranty repairs.

Additionally, when purchased through the NJPA contract, select products will automatically include options for Extended Service Coverage in 2018. Customized Extended Service Coverage is also available through the Caterpillar Dealer Network on a case by case basis.

See Attached: Caterpillar Standard Warranty SELF5709.pdf

See Attached: Olympian Standard Warranty LEXF3074.pdf

See Attached: 2018 ESC NJPA Announcement Letter – October 6 2017.pdf

6) Describe any service contract options for the items included in your proposal.

Service contracts that Caterpillar Dealers would offer to NJPA Members vary by dealer, but are most certainly at least equal to local competition. Service contract terms will be made very clear to potential NJPA customers upon quotation.

## Pricing, Delivery, Audits, and Administrative Fee

7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Caterpillar is offering a full line of diesel and natural gas packaged generator sets from 40 to 4000 kW. Caterpillar is also offering our XQ Products, which is our mobile generator line including trailers. Other popular and almost necessary equipment included to enhance generator set purchases are Automatic Transfer Switches, Switchgear, EPIC paralleling gear, and Microgrid components all provided from Caterpillar. The Caterpillar Dealer Network can also offer custom shop work, installation, "turn-key" solutions, delivery/freight, training, custom enclosures, custom fuel tanks, custom automatic transfer switches, dealer labor, additional/custom parts, and general contracting labor. To further enhance the NJPA members' product offering, the Caterpillar Dealer Network can also offer an expansive network of used equipment along with rental agreements.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Percentage Discount from Manufacturer's and Dealer's List Pricing per the included documentation along with product price lists. The discounts included are typically higher than standard discount for each product solution. There may be specific cases with specific options or attachments where the NJPA discount is not as deep as the non-NJPA offer. Caterpillar does have the ability to make additional discounts for NJPA members and non-NJPA customers on a case by case basis. For 2018 shipments, the price increase above the provided price lists is 2%. New price lists will be updated and submitted in January 2018. Please note, there are some items in the provided Caterpillar price lists that are marked as "Net" pricing that do not get discounted. These items usually include certifications (EPA, UL, IBC), standard EPA Tier 4f components, extended service coverage, and factory testing/packaging options. These items only follow the cost plus a percentage of cost pricing process that is acceptable for pricing sourced goods or services.

See Attached: Caterpillar Gen Disc List RFP December 2017.xlsx

See Attached: List of Caterpillar Price Lists by Product Family.zip

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

Overall pricing from published list price is discounted from 10% up to 40% with an average of 27% overall. Specific discounts apply to each diesel or natural gas platform product line. Services, used products, rental agreements, and microgrid solutions are also included at different discounting levels. For 2018 shipments, the price increase above the provided price lists is 2%. New price lists will be updated and submitted in January 2018.

See Attached: Caterpillar Gen Disc List RFP December 2017.xlsx

See Attached: List of Caterpillar Price Lists by Product Family.zip

- 10) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

Volume discounts or rebate programs are not offered. The best discounting has been included in this RFP response for Caterpillar solutions.

- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

There are some items in the provided Caterpillar price lists that are marked as “Net” pricing that do not get discounted. These items usually include certifications (EPA, UL, IBC), standard EPA Tier 4f components, extended service coverage, and factory testing/packaging options. These items only follow the cost plus a percentage of cost pricing process that is acceptable for pricing sourced goods or services. The percentage mark-up offered by Caterpillar Dealers to NJPA Members will vary by dealer, but is certainly equivalent to local competition. Exercising the ability to offer cost plus a percentage for “Net” items will ensure more clarity for the Caterpillar Network regarding NJPA offers because the current contract makes it difficult to calculate “Net” items since they cannot be discounted by Caterpillar. For a majority of sales including EPA Tier 2 or EPA Tier 3 platforms, the “Net” items on average are no more than 1-2.5% of the total customer list pricing. EPA Tier 4f platforms have a higher percentage of “Net” items due to the significant amount of set priced emissions components required for EPA certification.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

All transactions will take place and be negotiated between a Caterpillar Dealer and an NJPA member. Only those generator set items specifically included in a Caterpillar List Price are subject to the NJPA administration fee. Most costs associated with acquiring a generator set and related products are included within the pricing file (Caterpillar Gen Disc List RFP December 2017.xlsx) and are subject to discount. In some cases, there may be costs involved that have not been listed. These costs associated with acquiring a generator set involve items that a manufacturer (Caterpillar) cannot competitively provide.

- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

These programs and policies vary with products and geographic regions. Each quote from a Caterpillar Dealer to an NJPA member will have unique shipping fees. These fees may include shipment from the Caterpillar factory and, in some cases, additional local shipping fees either to a third-party packager or to the customer when factory shipment timing doesn't align with customer requirements. Shipping fees will be handled on a case-by-case basis between the selling Caterpillar Dealer and the NJPA member.

- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery are included in question 14. These items vary by Caterpillar Dealer due to the different geographic locations. The Caterpillar Network located in Alaska, Hawaii, Canada, or other offshore location is aware of their local shipment requirements and is knowledgeable on how to quote shipping to NJPA customers.

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

Caterpillar offers a factory freight program specific to certain product lines. Where applicable, this program utilizes economies of scale to ensure the best shipment cost to the local Caterpillar dealer from our factories. This portion of the freight cost to customers will pass through the Caterpillar network as it did before, but is managed by Caterpillar for the first point of delivery.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

The Caterpillar Dealer Network will receive additional discounts from Caterpillar to help reach NJPA members purchasing prices per the NJPA contract. To qualify for the discounts, the selling Caterpillar Dealer must identify each applicable sale as an NJPA sale on their order and they must also send a report to the Caterpillar designated NJPA custodian, Seth Charna, including the product order number and NJPA member number. Reports are updated and reviewed on a quarterly basis to assist in providing payment to NJPA. The Caterpillar designated NJPA custodian, Seth Charna, has and will remain actively involved in the auditing process both with auditing Caterpillar Dealer pricing to NJPA members as well as the quarterly administration fee process.

- 18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

The proposed administrative fee payable to NJPA is proposed to be 1% of transaction price, in line with the previous two Caterpillar contracts, for all NJPA contract sales of generator sets. This 1% is the same percent as outlined in our current NJPA contract #080613-CAT

Should Caterpillar be exclusive, like the previous two Caterpillar contracts, this is valuable to the Caterpillar Dealer Network and Caterpillar would be willing to increase the administrator fee to 1.25% of transaction price.

### Industry-Specific Questions

- 19) Please specify product and voltage range the generator equipment that you are offering.

Caterpillar offers factory voltage options for the majority of customer requirements. In general, here's a snapshot of the factory options based on the diesel product line. Voltage options may slightly differ on the natural gas product line and the full Caterpillar price list should be consulted to determine which specific ratings can be configured with the voltages listed below. There may also be a few exceptions where the Caterpillar Dealer Network can work towards custom solutions when necessary.

100 kW and Below Single Phase:	240V
750 kW and Below Three Phase:	480V, 600V, 208V, 240V
1000 kW up to 1250 kW:	480V, 600V, 208V, 240V, 400V, 380V
1500 kW up to 4000 kW:	480V, 600V, 240V, 440V, 380V, 2400V, 416V, 4160V, 6300V, 6600V, 6900V, 12470V, 13200V, 13800V

- 20) Describe your mobile or trailer mounted units, if any, and specify the ranges.

The XQ product line is included in the Caterpillar proposal. These units are offered with trailers for mobile use and for the most part they include switchable voltage options, which is preferred since they can be utilized at multiple customer locations with unique voltage requirements. The following XQ products are available and are EPA Tier 4f certified for mobile usage. We are working on a platform between the XQ125 and XQ425 that will be available/added to an awarded contract once released. The number represents the kVA rating of the generator and not the kW output.

XQ35  
XQ60  
XQ125  
XQ425  
XQ570

**21) If you are providing trailers as part of a turnkey package, please provide details.**

All XQ packages described in question 20 include trailers with selectable options including the ball size and brake type. These are the only factory product offerings that can be configured on trailers due to EPA emissions requirements.

It is important to note that the Caterpillar Dealer Network can also place Caterpillar genset packages on trailers when necessary as long as EPA regulations for stationary applications are met (EPA requires the generator to remain stationary for a specific period of time).

**22) Describe how you will include customization and the pricing of such for the units.**

The Caterpillar Dealer Network can offer custom shop work, installation, "turn-key" solutions, delivery/freight, training, custom enclosures, custom fuel tanks, custom automatic transfer switches, dealer labor, additional/custom parts, and general contracting labor. To further enhance the NJPA members' product offering, the Caterpillar Dealer Network can also offer an expansive network of used equipment along with rental agreements. Most costs associated with acquiring a generator set and related products are included within the pricing file (Caterpillar Gen Disc List RFP December 2017.xlsx) and are subject to discount. In some cases, there may be costs involved that have not been listed. These costs associated with acquiring a generator set involve items that a manufacturer (Caterpillar) cannot competitively provide.

**23) Describe installation and service programs, and identify the associated services, service provider locations and pricing.**

The Caterpillar Dealer Network will be the provider of all Caterpillar and non-Caterpillar components and services required to meet the NJPA members' local requirements.

**24) Describe any preventative maintenance or extended service coverage agreements.**

Preventative maintenance and extended service coverage/contracts agreements in addition to the standard product offering are covered in the "Caterpillar Gen Disc List RFP December 2017.xlsx" file.

**25) Do you provide preventive, periodic or full maintenance plans/programs for the solutions you are proposing in this response?**

- a. If so, provide a recommended service & maintenance agreement for a periodic/preventative and or full maintenance plan.
- b. What are recommended service intervals?

The Caterpillar Dealer Network will be the provider of all preventative maintenance plans / programs that are specific to the product being provided to the NJPA member. Preventative maintenance and extended service coverage/contracts agreements in addition to the standard product offering are covered in the "Caterpillar Gen Disc List RFP December 2017.xlsx" file.

**26) Describe your rental agreements and pricing schedule.**

Rental agreements in addition to the standard product offering are covered in the "Caterpillar Gen Disc List RFP December 2017.xlsx" file.

**27) Will you include used equipment and if so, provide a pricing strategy for these units.**

Used product agreements in addition to the standard product offering are covered in the "Caterpillar Gen Disc List RFP December 2017.xlsx" file.

28) Provide a general overview of your products EPA compliance.

Caterpillar offers a full range of products for use in the United States per EPA compliance guidelines. Per these guidelines, the application determines the EPA emissions level that is required for that specific product. For diesel emergency standby ratings (most of the market for <1000 kW) Caterpillar offers both EPA Tier 2 and EPA Tier 3 emissions levels and the specific emissions level is auto selected based on the EPA defined brake horsepower requirements. For non-emergency and/or mobile applications, Caterpillar has select ratings available with EPA Tier 4f factory certification. The Caterpillar Dealer Network is familiar with EPA regulations and can direct the NJPA member to the applicable product line required for their application.

29) Identify the lifecycle cost of ownership of your generator solutions.

The Caterpillar Dealer Network will be the provider of all preventative maintenance and lifecycle costs at the request of NJPA members. Due to the vast differences across geographic locations and product lines, this request will be handled on a case-by-case basis.

Signature:  Date: 11/21/2017



**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

NJPA Contract #: 120617-CAT

Proposer's full legal name: Caterpillar Inc.

**Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.**

The effective date of the Contract will be January 29, 2018 and will expire on January 29, 2022 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

**NJPA Authorized Signatures:**

  
\_\_\_\_\_  
NJPA DIRECTOR OF COOPERATIVE CONTRACTS  
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

  
\_\_\_\_\_  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on January 25, 2018

NJPA Contract # 120617-CAT

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Caterpillar Inc.

Authorized Signatory's Title General Manager - IPSD Power Generation

  
\_\_\_\_\_  
VENDOR AUTHORIZED SIGNATURE

Bart Myers  
(NAME PRINTED OR TYPED)

Executed on January 26, 2018

NJPA Contract # 120617-CAT