



Invitation For Quote (Bid)

Purchasing Division
General Services Department

John H. McMillin, Purchasing Manager
805/568-2690 - Fax: 568-2705

Bid Data

BID NUMBER: 356012
COMMODITY CODE: INTERNAL: 356-02
COMMODITY TITLE: **WASHING MACHINE**
BUYER: Jo Dean Johnson
BUYER PHONE: 805/568-2690 FAX: 805/568-2705
E-MAIL: Jdjohns@co.santa-barbara.ca.us
ISSUE DATE: November 2, 2009

Bid Opening

DAY / DATE: Tuesday, November 17, 2009
TIME: 2:00pm
LOCATION / MAIL ADDRESS: Purchasing Division
105 E. Anapamu Street, Rm 304
Santa Barbara CA 93101-2070

DIRECTIONS Park in new Granada Parking Garage located on Anacapa Street, directly across from the County Administration Building. Cross Anacapa St. and enter Administration Building, take elevator to 3rd Floor. Right exit from elevator, down hall, to Room 304, to Purchasing.

Bid Contents

- 1.0 **Introduction**
- 2.0 **Primary Specifications** describing what is needed
- 3.0 **Ancillary Requirements** related to this bid
- 4.0 **Terms & Conditions** that are general in scope
- 5.0 **Reply Presentation & Review**
- 6.0 **Forms** to be completed & returned in a **sealed envelope (not fax)**.
- 6.1 **Specification & Quotation Worksheet** – complete & return
- 6.2 **Bidder Questionnaire** complete & return

Sealed written Replies to this Invitation must be received by Purchasing no later than the date, time and location indicated above for the Bid Opening. Submittal by fax is not acceptable.

Note: This Invitation does not constitute an order for the goods or services specified.

To enhance your odds for positive delivery and proper handling of your Reply, we ask that you duplicate the following label and affix it to the outside of your submittal envelope.

Bid #356012 – Due: 11/17/09
Attn: Jo Dean Johnson
County Purchasing Division
105 E. Anapamu Street, 3rd Floor
Santa Barbara CA 93101-2070



See Section 5 for additional instructions regarding Reply submittal. It is **your** complete responsibility to meet the submittal requirements. We recommend you verify the label data with the title page; the latter prevails.

(Note: the barcode has been tested and verified for United States Postal Service first class mail. However, since most Replies are submitted via express or by hand, the barcode may not be useful, and may therefore optionally be omitted from the label.)

1. INTRODUCTION

- 1.1. **INVITATION** - Thank you for your interest in this bid process. The County of Santa Barbara, through its Purchasing Division, invites Replies which offer to provide the goods and/or services identified on the title page and described in greater detail in Sections 2 through 5 below.
- 1.2. **DEFINITIONS** - We will speak with you relatively informally throughout the Invitation in order to help the process be a little more human and friendly. Even though the language is informal, we intend to express our expectations clearly, and they are to be legally interpreted to accomplish the outcome summarized in this document.
- 1.2.1. **We / Us / Our** - These terms refer to the County of Santa Barbara, a duly organized public entity. They may also be used as pronouns for various subsets of the County organization, including, as the context will indicate:
- Purchasing* - the Purchasing Division of the General Services Department, including its Purchasing Manager (also known as Purchasing Agent) and staff of professional Buyers.
- Department/s* - The County department/s for which this bid is prepared, and which will be the end user/s of the goods and/or services sought.
- Designee* - the County employee assigned as your primary contact for interaction regarding Contract performance.
- 1.2.2. **You / Your** - These terms refer to all recipients of this Invitation. The term may apply differently to different classes of entities, as the context will indicate. For instance, "you" as a Supplier would have different obligations than "you" as a Vendor or Bidder may have. We'll be specific whenever it seems warranted.
- Vendors* - All business entities which may provide the subject goods and/or services.
- Bidder* - Any business entity submitting a Reply to this Invitation. Vendors which may be invited to respond or which express interest in this Invitation, but which do not submit a Reply, have no obligations with respect to the Bid requirements.
- Supplier* - The Bidder whose Reply to this Invitation is found by Purchasing to suit the best interests of the County. Supplier will be selected for award, and will enter into an agreement for provision of the goods and/or services described in the Invitation.
- 1.2.3. **Bid** - refers to the entire process we're embarking on here. It includes the Invitation, the Reply, and any other related activities and documentation until the award is consummated.
- 1.2.4. **Invitation** - includes this document, and any related attachments or amendments. An Invitation may be used to solicit various kinds of information. The kind of information this Invitation seeks is indicated by the title appearing at the top of the first page. An "Invitation For Quote" is used when we have a pretty well-defined need to fulfill. An "Invitation For Proposal" is used when multiple alternative ways of meeting the need may be considered.
- 1.2.5. **Reply** - is the document submitted according to the Invitation instructions, plus any written clarifications we may request. Reply does not include any verbal or documentary interaction you may have with us apart from submittal of a formal Reply or of responses to our written request for clarification.
- 1.3. **INVITATION CLARIFICATION** - Questions regarding this Invitation should be directed in writing, preferably by fax, to the Buyer specified on the title page, as soon as possible after you receive the Invitation. Answers, citing the question asked but not identifying the questioner, will be distributed simultaneously to all known prospective Bidders. Note: written requirements in the Invitation or its amendments are binding, but any oral communications between you and us are not.
- 1.3.1. **Bidder Responsibility** - We expect you to be thoroughly familiar with all specifications and requirements of this Invitation. Your failure or omission to examine any relevant form, article, site or document will not relieve you from any obligation regarding this Invitation. By submitting a Reply, you are presumed to concur with all terms, conditions and specifications of the Invitation unless you have raised objection as instructed in Section 5. Objections we consider excessive or affecting vital terms may reduce or eliminate your prospects for award. *If at any time we discover deviations in your Reply that are not identified as instructed, you will be subject to disqualification from consideration or cancellation of contract.*
- 1.3.2. **Invitation Amendment** - If it becomes evident that this Invitation must be amended, we will issue a formal written amendment to all known prospective Bidders. If necessary, a new due date will be established.
- 1.4. **AWARD** - Award will be made to the Bidder whose offer is the most advantageous to the County from the standpoint of suitability to purpose, quality, service, previous experience, price, ability to deliver, or for any other reason deemed by Purchasing to be in the best interest of the County and, as such, will not be determined by price alone. Price does matter, of course; we will be seeking the least costly outcome that meets our needs as specified.
- 1.4.1. **Overall Award** - The Bid will be awarded on an overall basis. You must bid on all items. A split award will not be made.

- 1.5. **CONTRACT EXECUTION** - This Invitation and the Supplier's Reply (pertinent sections) will be made part of any resultant Contract and will be incorporated in the Contract as set forth, verbatim. Additional Contract terms may be negotiated between Supplier and County.
- 1.6. **LOCAL VENDOR PREFERENCE:** a 6% Preference will be applied to all local in-county bids received.
- 1.6.1. **Precedence** - In the event of contradictions or conflicts between the provisions of the documents comprising this Contract, they will be resolved by giving precedence in the following order:
 - 1) the provisions of the Contract (as it may be amended);
 - 2) the provisions of the Supplier's Reply (as it may be clarified);
 - 3) the provisions of the Invitation (as it may be supplemented).

2. **PRIMARY SPECIFICATIONS**

- 2.1. **SCOPE:** The County of Santa Barbara Sheriff's Department, through its Purchasing Agent, invites bids for (2) two Hardmount Washer Extractor, 75lb Capacity, 208-240/60/3 Voltage. See Section 6.1. for the Specifications describing the requirements for the Washing Machine Equipment and the General Procurement Specification Sheet with the washing machine features.
To be installed @ County of Santa Barbara Jail 4436 Calle Real, Santa Barbara CA 93110.
For information please Contact is Jon Green, Storekeeper @ (805)-681-4236.
Note: The space allotted for each washing unit is 43"x width 39 1/2" depth.
- 2.2. **INSURANCE:** The awarded bidder/supplier shall supply the required insurance documents (see the attached Standard Terms and Conditions #10) prior to commencing work installation.
- 2.3. **SPECIFICATIONS** – Enclosed (see section 6.1) are the specifications required to achieve the goals stated in above SCOPE. Bidder to note compliance or deviation to each specification. Deviations (alternative specifications) must be clearly defined in order to properly evaluate and consider your alternative proposal. Minor deviations from specifications may be acceptable provided that the operating capacities or characteristics of the unit are not adversely affected. The County Purchasing Agent reserves the right to make the final determination as to whether or not any deviations are acceptable.
- 2.3.1. **REGULATIONS** - The equipment furnished to meet these specifications, including all accessories, must comply with the requirements of Cal-OSHA worker safety regulations, and any other Federal, State or Local standards which may regulate the design, manufacture or use of this equipment.

3. **ANCILLARY REQUIREMENTS**

- 3.1. **FOB DESTINATION** – Quotations are to be F.O.B. destination and include all delivery and inside installation costs to the area(s) awarded to you as a result of this bid.
- 3.2. **DELIVERY** – Deliveries are to be made to the using department or agency by common transportation carrier, by the Vendor's owned equipment, or by other means so as to affect prompt delivery. Due care shall be exercised in packing, handling and shipping to assure arrival of the material at its final destination in excellent condition. Any damage, loss, breakage, deterioration or other reason causing material not to arrive, or to arrive in other than excellent condition, shall be your responsibility.
- 3.2.1. **Delivery After Receipt of Order (ARO) - Delivery time ARO will be a consideration in the award. Please state your delivery time in days on the Bidder's Questionnaire, Q-10.**
- 3.4. **WARRANTY** – Manufacturer shall fully warrant all materials and equipment furnished under the terms of this bid against poor and inferior quality. While under warranty, manufacturer shall repair and replace inoperable materials or equipment in a timely manner to minimize the disruption of the County operations. A copy of description of the manufacture's warranty shall accompany each bid for material and equipment proposed, detailing the scope of length of the warranty. Where the successful bidder is also the manufacturer of the materials or equipment provided under this bid, the Manufacturer's Warranty requirement will supersede the successful bidder warranty requirement of this bid.
- 3.5. **MANUALS** - Successful bidder will be required to furnish user manual.
- 3.6. **TRAINING** - Supplier shall provide training as necessary to enable department personnel to independently operate the equipment.

- 3.7. **BILLING ARRANEMENTS** – Invoicing will be submitted to the addresses shown on any resulting order (s). It is the responsibility of the receiving department to promptly pay invoices providing supplier has met all requirements enumerated in this invitation. Payment will be made only after item(s) have been received and inspected and all other items for this bid are met.
- 3.8. **PROMPT PAYMENT DISCOUNTS** - Cash discount time will be defined as beginning only after the product(s) have been inspected, delivered, and accepted by the receiving agency, or from the date a correct invoice, whichever is later. Payment is deemed to be made, for the purpose of earning the discount, on the date of mailing the warrant or check. Normally acceptance will be accomplished within twenty (20) normal business hours after products are delivered, unless otherwise stated in this request. Invoices not reflecting the cash discount will be returned to the supplier immediately for correction, with the discount time starting from the date the corrected invoice is received.

4. **TERMS & CONDITIONS**

- 4.1.1. **INDEMNIFICATION** - You will defend, indemnify and hold harmless the County, its officers, agents and employees from any and all claims, demands, damages, costs, expenses (including attorney's fees), judgments or liabilities arising out of this Contract or occasioned by the performance or attempted performance of the provisions hereof; including, but not limited to, any act or omission to act on the part of the you or your agents or employees or other independent contractors directly responsible to you; except those claims, demands, damages, costs, expenses (including attorney's fees), judgments or liabilities resulting solely from our negligence or willful misconduct. You must notify us immediately in the event of any accident or injury arising out of or in connection with this Contract.
- 4.2. **NON-ASSIGNABILITY** - You will not assign any of your rights nor transfer any of your obligations under this Contract without our prior written consent, and any attempt to assign or transfer without our consent shall be void and without legal effect and shall constitute grounds for termination.
- 4.3. **ENTIRE AGREEMENT** - The Contract resulting from this Bid contains the entire understanding and agreement between you and us, and no promises, representations, agreements, warranties or undertakings by either you or us, either oral or written, of any character or nature, will be binding on either you or us, except as otherwise specified in the Contract. This Contract may be altered, amended or modified only in writing (executed by Purchasing).
- 4.4. **TERMINATION OF CONTRACT** -
- With Cause** - The County Purchasing Division may, by giving ten (10) days written notice to the Supplier, terminate this contract. Due cause for termination shall be, but not limited to, failure to deliver within a reasonable time period, failure of the product to meet specifications and/or for reasons of unsatisfactory service.
- Without Cause** - Both the County and the Supplier may, upon giving thirty (30) days written notice, terminate this contract with or without cause.
- 4.5. **MEANINGFUL CONSEQUENCES** - In lieu of our terminating the contract as may be provided elsewhere in the Invitation, we may at our sole discretion invite you to negotiate with us to establish alternative or additional consequences, beyond any specified herein, for failure to fulfill any requirement of this Bid. By submitting a Reply, you agree to engage in such negotiations, if invited, in good faith. Any agreed consequences must be significant enough to 1) incent your future compliance and 2) mitigate satisfactorily for us for any loss or inconvenience occasioned by your failure. The consequences would be reasonable, fitting to the breach, and mutually established prior to being invoked.
- 4.6. **“NO SURPRISES”** - You will implement no changes to prices, or interpretations of contract terms, without the express, advance concurrence and consent of the Purchasing Manager.

5. **REPLY PRESENTATION & REVIEW**

- 5.1. **REPLY CONTENT** - In order to enable direct comparison of competing Replies, you must submit your Reply in strict conformity to the requirements stated here. Failure to adhere to all requirements may result in your Reply being disqualified as non-responsive.
- Reply Assembly** - Assemble your Reply in the following order, with sections marked by Item letter (*Item A, Item B, ...*) and title, as appropriate. In order to conserve paper, please include multiple Items on a page wherever practical. Items marked with asterisk (*) are optional and may not exceed one page (appx 600 words) in length.

Succinctness will be favored throughout.

Cover Letter *

A standard business letter may be included as an option.

Item A. Summary of Distinguishing Features *

Highlight the main features that distinguish your company from your competitors in this industry.

Item B. Company Profile *

Brief history of your company.

Item C. Deviations

State on a point-by-point basis any proposed deviations from full compliance with the requirements described throughout the Invitation. You must cite the paragraph numbers from the Invitation, or describe the specific location of a requirement specified in any attachment, for each deviation proposed. Deviations *may* be considered, provided that you submit adequate explanation and justification for any proposed. If none, **so state** under a heading for this section. (See Paragraph 1.3.1 for important information on this.)

Item D. Literature –

Submit with your bid the latest printed specifications and advertising literature.

Item E. Warranty –

Provide a copy of the warranty(s). It (they) should clearly illustrate what is and is not covered.

Item Z. Bidder Feedback (Optional)

We aim to continuously improve our bid documents and procedures. We welcome your input about your experience of replying to this Invitation, whether as a compliment or as a suggestion for future bids. Please offer any comments in a separate sealed envelope marked *Item Z. Bidder Feedback*, which will remain unopened until after award; we do not wish to be perceived as influenced in the award decision, pro or con, based on this information. (If you note a material flaw in the Invitation that could affect the outcome, it should be reported as specified in paragraph 1.3.)

- Forms & Schedules** - All forms and schedules must be completed on [or in the identical format of] the forms included with this Invitation and according to the instructions provided.
- 5.1.2. **Forms & Schedules** - All forms and schedules must be completed on [or in the identical format of] the forms included with this Invitation and according to the instructions provided.
- 5.1.3. **Pre-Submittal Corrections** - Replies should be free of erasures. Errors may be crossed out with corrections printed in ink or typed adjacent, and must bear dated initials of person signing the Reply.
- 5.2. **SUBMITTAL OF REPLIES** - Unfortunately, some Bidders in the past have done everything correctly up until this last stage. Replies have been turned in minutes late, or to the wrong office - and all the investment in preparing the Reply has gone down the drain. Don't let that happen to you.
- 5.2.1. **Advice of Award** - If you wish to be advised of the outcome of this Bid, enclose with your Reply a self-addressed stamped return envelope (size 10, first-class one-ounce postage) for our use in mailing a copy of the summary recap of the award. Notification will be by mail only, except to awarded Bidder.
- 5.2.2. **Submittal Deadline** - We must receive your Reply as directed no later than the date and time shown on the title page. Any Reply received after that deadline *will not* be considered *unless* you obtain the express consent of all other competing and timely replying Bidders. Absent that unlikely scenario, you will find us merciless in this. Traffic, parking, courier service or other problems (including erroneous delivery to any other County office) are not excusable. We recommend you set for yourself an earlier deadline.
- 5.3. **BID OPENING** - On the date and time and at the location specified on the title page, all Replies will be opened in public. Brief summary information from each will be read aloud, and any person present will be allowed, under supervision, to scan any Reply. The Replies will then be sealed and not again available for public inspection until the award is announced.
- 5.3.1. **Removal from Vendor Database** - If any prospective Bidder currently in our Vendor database to whom the Bid was sent elects not to submit a Reply and fails to reply in writing stating reasons for not bidding, that Vendor's name may be removed from our database following three such instances. Other reasons for removal include unwillingness or inability to show financial responsibility, reported poor performance, unsatisfactory service, or repeated inability to meet delivery requirements.
- 5.4. **REPLY CLARIFICATION** - We reserve the right to request additional written or oral information from Bidders in

order to obtain clarification of their Replies.

- 5.4.1. **Rejection or Correction of Replies** - We reserve the right to reject any or all Replies. Minor irregularities or informalities in any Reply which are immaterial or inconsequential in nature, and are neither affected by law nor at substantial variance with Invitation conditions, may be waived at our discretion whenever it is determined to be in the County's best interest. In such cases, we may allow a Bidder to make minor corrections to any part of their Reply, with the exception of price data that could affect price comparisons between Bidders.
- 5.5. **EVALUATION PROCESS** - Our sole purpose in the evaluation process is to determine from among the Replies received which one is best suited to meet the County's needs. Any final analysis or weighted point score does not imply that one Bidder is superior to another, but simply that in our judgment the Supplier selected appears to offer the best overall solution for our current and anticipated needs.
- 5.5.1. **Investigation** - Submittal of a Reply authorizes us to investigate without limitation the background and current performance of you and your present staff. *Discovery of any material misstatement of fact may lead to disqualification of a Bidder or to cancellation of any resulting Contract.*
- 5.5.3. **Acceptability** - We reserve the sole right to determine whether goods and/or services offered are acceptable for our use.
- 5.5.4. **Endurance of Pricing** - Your pricing must be held until award, and may only be changed after award, if at all, according to terms specified elsewhere in this Bid.
- 5.6. **AWARD CRITERIA** - The evaluation will be in accord with, but not limited to, the results of our inquiries regarding the following criteria:
- 1) Your experience in the subject industry;
 - 2) Your expertise in the subject industry;
 - 3) Our perception of your understanding of our stated needs and specifications, as evidenced by your Reply, and possibly by interviews with your personnel; and
 - 4) evaluation of cost in relationship to the foregoing criteria.

6. ***REPLY FORMS***

The forms listed below are numbered, named and attached in order as shown. Line-by-line instructions are provided for those items not considered self-evident. Additional instructions may be found on some of the forms and schedules themselves.

- 6.1. **SPECIFICATIONS & QUOTATION SCHEDULE & GENERAL PROCUREMENT SPECIFICATIONS** - Bidder must state non-compliance exceptions in writing where applicable where indicated Y or N. Compliance will be expected if no exceptions are stated.
- 6.2. **BIDDER QUESTIONNAIRE Q-8** your terms will be assumed Net 30 unless a prompt payment discount (20 day minimum for award consideration) is offered here.

SIGNATURE – The Questionnaire must bear the signature, printed name, title and direct telephone number of the person authorized to commit your company to the contract.

6.1. WASHING MACHINE SPECIFICATION & QUOTATION SCHEDULE

EQUIPMENT		SPECIFICATIONS	Bidder Compliance or Specification
ON -PREMISE WASHING MACHINE EXTRACTOR			
	CAPACITY	75 lbs	
	CYLINDER DIAMETER	35.5 in.	
	CYLINDER DEPTH	20 in.	
	CYLINDER VOLUME	11.2 Cu. Ft.	
	HEIGHT	57 in.	
	OVERALL WIDTH	43 in.	
	FLOOR TO DOOR	16.5 in. plus base	
	WASHING SPEED	40 rpm	
	SPIN SPEED	510 rpm	
	G-FORCE	131	
	DRAIN DIAMETER	3 in.	
	WATER INLETS (2)	¾ in.	
	WATER PRESSURE	7-90 PSI	
	WATER FLOW	16 gal / min	
	STEAM CONNECTION	½ in.	
	STEAM PRESSURE	30-90 PSI	
	STEAM FLOW	220 lbs/h	
	MOTOR POWER	2.7 kw	
	ELECTRIC HEATING POWER	21.7 kw	
YEAR, BRAND AND MODEL BIDDING:			
WARRANTY, PARTS AND LABOR:			
		2 each @ \$ _____ =	\$ _____
		Tax (8.75%)	\$ _____
		Total	\$ _____
Bidder Name: _____			

GENERAL PROCUREMENT SPECIFICATION SHEET**LAUNDRY EQUIPMENT –TYPE: 75LB. CAPACITY RIGID MOUNT WASHER-EXTRCRATOR**

DRYWEIGHT CAPACITY/VOLUME: Shall be a minimum of 75 lbs./cycle, wash wheel shall be a minimum of 11.2 cu/ft.

CABINET/CYLINDER MATERIAL: Shall be AISI Type 304 (Top/Front/Sides), shall be AISI Type 304 (Inner/Outer Cylinder)

DOOR/DRAIN TO FLOOR (inches): Door bottom to floor shall be no less than 16.5” and drain center to drain at least 3.75”

EXTRACTION G-FORCE: Shall be a minimum of 131

CYCLE SELECTION: Unit shall provide a minimum of 99 laundry cycles with a minimum of 79 cycles which may be customized to adapt to specific linen processing requirements.

PROGRAMMABLE CONTROLS: Unit shall be equipped with a microprocessor control allowing adjustment of wash/rinse temperatures, water level up to a minimum of six (6) levels, three (3) variable rotation options plus “0” rotation with option of reprogramming on/off time by the second, and the programming of extraction times up to twelve (12) minutes per phase. Control shall allow the programming of injection times by one (1) second intervals. Controls shall allow management to limit operator programming through the use of a program access key including audit capability of total and individual cycles run, hours of operation and error code counts.

WATER TEMPERATURE CONTROL: Unit shall permit operator to pre-set wash temperatures from 33* – 194* F to adapt to specific linen treatment specifications and/or government sanitary regulations. Water inlet valve shall be thermostatically controlled.

PROGRESSIVE COOL DOWN/ CREASE GUARD: Unit shall be capable of a gradual reduction of water temperature from wash to rinse so to reduce fabric shock/wrinkles. Reduction shall be limited to no more than 7°F per minute until 113°F is reached.

CHEMICAL DISPENSER: Unit shall be equipped with a top mounted four (4)-compartment pre-wash and wash detergent/bleach/softener dispenser. For safety purposes, dispenser cover shall be self-closing and manufactured using flexible material for optimum durability and longevity.

AUTOMATIC CHEMICAL INJECTION: Unit shall provide five (5) independent chemical injection connections for automatic dispensing of liquid chemicals with a minimum of four (4) independent activation signals. For safety purposes all connection ports shall be mounted on the rear of the machine and shall allow for hook-up without removal of the machine’s top of rear panel.

CYCLE LOCKOUT: Unit shall allow lockout of any program or programs from operator use in order to eliminate the frequency of operator error.

PROGRAM ACCELERATOR/VISUAL CYCLE INDICATOR: Unit shall operator to manually accelerate program to permit bypass of any program step. Accelerator control and visual cycle indicator shall be conveniently located on the microprocessor control and shall allow operator to monitor cycle progress/position. Manual accelerate shall also be able to be locked out at any time.

AUXILIARY HEAT: Devices shall be factory equipped of field retro-fitable auxiliary water heating devices from either steam or electric sources. The machine shall allow for quick and easy addition or removal of this device at the discretion of the facility and processing needs.

WATER SEALS: Machine bearings shall be protected by double seals. Main seal shall be composed of EPDM nitrile rubber for maximum moisture protection.

POWER REQUIREMENT: 208-240/60/3

MACHINE WARRANTY: 3 Years – From the dated of installation on all machine parts, including belts/hoses and components with rubber-like composition. 5-Years-Mainframe, Inner cylinder, including shaft and coupler, bearing housing and seals.

APPROVALS: A minimum of CSA OR ETL

6.2 Bidder Questionnaire

Q-1.	Company Name	
Q-2.	Address	
Q-3.	City/Zip	
Q-4.	Toll-free Phone	
Q-5.	Fax	
Q-6.	Federal Tax ID #	
Q-7.	# years in industry (Manufacturer)	
Q-8.	Prompt Payment Discount? (% or "None")	
Q-9.	State Warranty Offered	Parts: _____ Labor: _____
Q-10.	Delivery After Receipt of Order (Specify in days)	
Q-11.	Any exceptions to the specifications?	Yes (explain as necessary) _____ No _____
Q-12.	Make & Model Quoted	

If selected for award, I/we agree to furnish the items and/or services specified at the prices and under the conditions indicated.

Authorized Signature	
Printed Name	
Title	
Direct Phone Number	
Date Signed	