NOTICE OF AWARD OF CONTRACT

TO: K. NEAL INTERNATIONAL TRUCK, INC.
10025 RICHMOND HWY
LORTON VA 22079

DATE ISSUED: AUGUST 19, 2010
CURRENT REFERENCE NO: 360-10

CONTRACT TITLE: SINGLE AXLE DUMP TRUCK

PRIOR REFERENCE NO: N/A

THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

Your firm is awarded the above referenced contract in accordance with the response submitted by you on AUGUST 17, 2010. The contract term covered by this Notice of Award is effective IMMEDIATELY and expires on AUGUST 31, 2011.

This is the FIRST year award notice of a possible FIVE year contract.

The contract documents consist of the terms, conditions, and specifications of Invitation to Bid No.360-10 and the bid of the Contractor, incorporated herein by reference.

CONFIRM CONTRACT PRICING:

1) REFER TO BID FORM (ATTACHED)

2) PRICE ADJUSTMENTS FOR EXTENSION OPTIONS BASED ON CPI-U FOR THE MONTH OF JANUARY.

ATTACHMENTS:

SPECIFICATION EXCERPT
COG RIDER CLAUSE

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: EVON BLUNK
VENDOR TEL. NO.: 703-550-3613
VENDOR PAYMENT TERMS: NET 30 DAYS
VENDOR FAX. NO.: 703-550-1805
TAX IDENTIFICATION NUMBER (EIN/SSN): 52-1259153
EMAIL ADDRESS: eblunk@knealinternational.com

COUNTY CONTACT: ADAM LEHMAN
COUNTY TEL. NO.: 703-228-6466

CONTRACT AUTHORIZATION

Yvette Gonzalez
Procurement Officer

8/19/10

DISTRIBUTION

VENDEO 1
BID FOLDER 1
AGENCY 1
ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT

INVITATION TO BID NO. 360-10

BID FORM

PAGE 1 OF 5

SUBMIT TWO (2) SIGNED BID FORMS TO THE OFFICE OF THE BID CLERK, SUITE 511,
2100 CLARENDON BLVD., ARLINGTON, VIRGINIA, 22201 (ONE FORM SHALL CONTAIN AN
ORIGINAL LONGHAND SIGNATURE; THE OTHER MAY BE A PHOTOCOPY OF THE SIGNED
ORIGINAL).

BIDS WILL BE OPENED AT 3:00 P.M. ON AUGUST 17, 2010

FOR PROVIDING SINGLE TANDEM AXLE DUMP TRUCK PER THE TERMS, CONDITIONS AND
SPECIFICATIONS OF THIS SOLICITATION:

<table>
<thead>
<tr>
<th>CURRENT MODEL YEAR</th>
<th>QUANTITY</th>
<th>UNIT PRICE</th>
<th>TOTAL PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>SINGLE AXLE DUMP</td>
<td>8</td>
<td>$99,000.00</td>
<td>$792,000.00</td>
</tr>
</tbody>
</table>

DELIVERY TIME

185 DAYS AFTER RECEIPT OF ORDER

The undersigned understands and acknowledges the following:

The official, true, and complete copy of the solicitation documents, WHICH
SHALL INCLUDE ALL AMENDMENTS THERETO, is the hard copy of the documents
available from the Office of the Purchasing Agent.

An electronic copy of the solicitation documents provided at the County
Purchasing Agent’s website (http://www.arlingtonva.us/purchasing) is subject
to an important disclaimer which must be acknowledged online before the
documents can be downloaded.

Each bidder is responsible for determining the accuracy and completeness of
ALL solicitation documents they receive, including documents obtained from
the County by either of the methods described above, and documents obtained
from all other sources.

BIDDER NAME: KEANEY INTERNATIONAL TRUCKS, INC

BID FORM, PAGE 2 OF 5
TRADE SECRETS OR PROPRIETARY INFORMATION:
Trade secrets or proprietary information submitted by an bidder in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, Section 4-111 of the Arlington County Purchasing Resolution states that the bidder must invoke the protection of this section prior to or upon submission of the data or other materials, and must identify the data or other materials to be protected and state the reasons why protection is necessary.

Please mark one:

( ) No, the bid I have submitted does not contain any trade secrets and/or proprietary information.

( ) Yes, the bid I have submitted does contain trade secrets and/or proprietary information.

If Yes, you must clearly identify below the exact data or other materials to be protected and list all applicable page numbers of the bid containing such data or materials:

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

State the specific reason(s) why protection is necessary:

________________________________________________________________________

________________________________________________________________________

If you fail to identify the data or other materials to be protected and state the reasons why protection is necessary in the space provided above, you will not have invoked the protection of Section 4-111 of the Purchasing Resolution. Accordingly, effective upon the award of contract, the bid will be open for public inspection consistent with applicable law.

CERTIFICATION OF NON-COLLUSION: The undersigned certifies that this bid is not the result of, or affected by, any act of collusion with another person (as defined in the Code of Virginia § 59.1-68.6 et seq.), engaged in the same line of business or commerce; or any act of fraud punishable under the Virginia Governmental Frauds Act (Code of Virginia § 18.2-498.1 et seq.).

BIDDER NAME: KINERIAL INTERNATIONAL TRUCKS, INC.

BID FORM, PAGE 3 OF 5
CONTACT PERSON AND MAILING ADDRESS FOR DELIVERY OF NOTICES
Provide the name and address of the person designated by the Bidder to receive notices and other communications (Refer to section headed Notices in the Contract Terms and Conditions of this solicitation for further details):

Evan Blunk, Municipal Sales
10025 Richmond Hwy
Lorton, VA 22079

THE PROPER LEGAL NAME OF THE FIRM OR ENTITY SUBMITTING THIS BID MUST BE WRITTEN IN THE SPACE PROVIDED BELOW. THIS BID FORM, AND ALL OTHER DOCUMENTS REQUIRED BY THE INVITATION TO BID TO BE SUBMITTED WITH THIS BID FORM, INCLUDING, BUT NOT LIMITED TO ALL ISSUED AMENDMENTS, MUST BE FULLY AND ACCURATELY COMPLETED AND SIGNED BELOW BY A PERSON AUTHORIZED TO LEGALLY BIND THE BIDDER, OR THE BID MAY BE REJECTED:

AUTHORIZED SIGNATURE ____________________________
PRINT NAME AND TITLE ____________________________

INDICATE THE NAME AND CONTACT INFORMATION OF THE PERSON WHO CAN RESPOND AUTHORITATIVELY TO ANY QUESTIONS REGARDING THIS BID (I.E. PROJECT MANAGER):

NAME (PRINTED): Evan Blunk TITLE: Municipal Sales
E-MAIL ADDRESS: eblunk@kineal.com TEL. NO.: 703-550-1617 EXT. 4115

SUBMITTED BY: (LEGAL NAME OF FIRM) Kineal International Trucks, Inc.
ADDRESS: 10025 Richmond Hwy
CITY/STATE/ZIP: Lorton, VA 22079
TAX ID NUMBER (EIN/SSN): 52-1259153

THIS FIRM IS A: • INSERT NAME OF STATE Delaware
✓ CORPORATION, ___ GENERAL PARTNERSHIP, ___ LIMITED PARTNERSHIP, ___ UNINCORPORATED ASSOCIATION, ___ LIMITED LIABILITY COMPANY, ___ SOLE PROPRIETORSHIP

IS FIRM AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VA? Yes

IDENTIFICATION NO. ISSUED TO THE FIRM BY THE SCC: F052789-7

ANY BIDDER EXEMPT FROM SCC AUTHORIZATION REQUIREMENT SHALL INCLUDE A STATEMENT WITH ITS BID WHY THEY ARE NOT REQUIRED TO BE SO AUTHORIZED

IS YOUR FIRM CURRENTLY DEBARRED FROM SUBMITTING BIDS TO ARLINGTON COUNTY, VIRGINIA, OR ANY OTHER STATE OR POLITICAL SUBDIVISION? No

BIDDER STATUS: MINORITY OWNED: X WOMAN OWNED: NEITHER:

BID FORM, PAGE 4 OF 5
SPECIFICATIONS EXCERPT
360-10

FOR THE PROVISION OF EIGHT (8) CURRENT MODEL YEAR INTERNATIONAL, MODEL 7300 SFA, 4X2, SINGLE AXLE DUMP, FOR UP TO A FIVE (5)-YEAR PERIOD.

GENERAL SPECIFICATIONS:
1. This specification describe a current model year International, model 7300 SFA, 4X2; single axle dump. Equipped with all of the standard features for this model along with the items in the “Detailed Specifications Section”.
2. Registered Owner: County of Arlington, Board, 2701 S. Taylor St., Arlington, VA 22206
3. Delivery; FOB: ARLINGTON COUNTY, Equipment Bureau

DETAILED SPECIFICATIONS:
2. Minimum Engine: 260 hp, 800 ft. lb. torque and 2400 governed speed. The engine also needs to be equipped with the following items: automatic shutdown for low oil pressure and high engine temperature, magnetic drain plug, tachometer, block heater, and be a “Wet Sleeve Engine” REQUIRED.
3. Transmission: Allison 3500 RDS 6 speed, with PTO provision, and TranSynd oil and (5) five year extended warranty.
4. Minimum GVWR: Unit(s) shall have a minimum GVWR of 35,000 lbs.
5. Frame: 2,500,000 RBM minimum, State Section Mod. & P.S.I with 86 inch CA
7. Starter: Delco-Remy MT-41 type 450 with thermal over-crank protection.
9. Batteries: 2 maintenance free with a combine 1850 CCA, mounted on the left side of unit(s)
10. Fuel Filter: in addition to the standard filter, a fuel water separator, with heater, sight glass, and drain. Also required is a light mounted on the dash to indicate water in the separator.
11. PTO: Front engine mounted with integral frame extension 12 to 20 inches
13. Front Springs: Multi-leaf with 14,000 lbs. required.
17. Brakes: full air S-cam, Bendix AD-9 air dryer, air compressor, ABS full vehicle control system (4 channel/4 wheel); fronts 16.5 x 5 inch, rear 16.5 x 7 inch, and parking brake 30/30 chambers. All chambers shall be equipped with “BrakeSentry” visual brake stroke indicator. http://www.brakesentry.com/
18. Tires: 11R22.5 14 Ply (Front), and 11R22.5 14 Ply Mud & Snow (Rear)
19. Wheels: 8.25 x 22.5 hubs piloted steel disc rims. All outboard wheel positions shall be equipped with “Wheel Check” (or equal) loose nut indicators. http://www.wheel-check.com/
20. **Fuel Tank**: minimum 50 gal. mounted left side (Step Fuel Tank)
21. **Exhaust**: vertical w/90 degree bend, discharged to right side.
22. **Cab**: Conventional, 107” BBC maximum, fiberglass tilt hood with stationary grill. Grab handles for each door, combination Heater/Defroster/Air Conditioner, with tinted glass. LED marker lights required on cab. Cab minimum interior shoulder width of 88”.
23. **Lights**: All marker, brake/turn signal, clearance/marker, and backup lights shall be LED
24. **Radio**: AM/FM Stereo with clock and dual speakers.
25. **Seats & Belts**: air ride bucket drivers with over the shoulder belt and fixed 2 passengers seat. Seats vinyl covered and **orange seat belts**.
26. **Mirrors**: 2 (Lang Mekra) style, rectangular 7 x 15 breakaway and integral convex both sides, heated thermostatically controlled and motorized, bright finish.
27. **Wipers**: intermittent electric wipers with automatic headlights on feature.
28. **Tow Hooks**: tow hooks front two (2) frame mounted.
29. **Horns**: one (1) electric & one (1) air horn.
30. **Back-up Alarm**: horn or buzzer required.
31. **Exterior Paint**: Cab Bright White (NAV #9219, SIKKINS), wheels and frame Black
32. **Electrical**: Circuit breakers required in lieu of fuses.
33. **Warranty**: Standard warranty.
34. **Extended Warranty**: 72 months or 4500 engine hours (engine and engine electronics and INCLUDING Injectors). Warranty coverage periods shall commence when the unit is actually put into service as evidenced by owner’s records, rather than commencing upon delivery.
35. **Operation/Maintenance/Parts Manuals on CD (compact disk)**. Software and software updates will be furnished at no charge for the entire warranty period for the engine, transmission and any chassis/body multiplexing, so that diagnostic tests can be performed by maintenance staff. Should the County order multiple units from a vendor at one time then only one complete set of manuals/software is required, so long as all units are identical.
36. **Training for Equipment Bureau staff on operational and technical training for the software and system**: a minimum of 8 hours and up to 16 hours provided at the Equipment Bureau facility is required.

10 FOOT GODWIN DUMP BODY AND HOIST SPECIFICATIONS

1. **General**:
   a) Commercial type contractor’s body with running boards and side braces
   b) All welded construction
   c) Water level capacity, 4.75 cu. Yd. (22” x 84” x 120”)
   d) Overall length, 120”
   e) Inside width, 84”
   f) Height of sides, approximately 19”
   g) Height of headboard and tailgate, approximately 25”, minimum 6” above sides
   h) Height of top of chassis frame to dump body floor, not to exceed 16”
2. **Structural:**
   a) Sides, headboard, tailgate, steel, 45,000 PSI yield strength, 10 gauge, high-tensile
   b) Floor, steel, 45,000 PSI yield strength, 8 gauge, high-tensile
   c) Side wall braces, three (3) on each side, manufacturer's standard design, full height with bottom drain hole, may be vertical or near vertical
   d) Rear corner posts, 11" wide, full depth
   e) Side wall top rails, full length, triple bend or boxed, 4" wide
   f) Double gussets, atop each top rail, form sideboard pockets
   g) Headboard, single V-braced for additional strength and stiffness
   h) Floor to side radius (or 45 degree chamfer) 3", compatible with tailgate spreaders currently in use by County
   i) Top of running board shall be angled at least 30 degrees, to prevent material falling over sides and lodging on running boards
   j) Full width rear apron, formed steel, serves as or supplements the rear-most cross sill. In combination with corner posts, creates rear body rigidity.
   k) Rear apron has three (3) holes cut for installation of identification lamps.
   l) Keyhole tabs, upper and lower, 5/16" steel, welded to corner posts, provide anchor and adjustment for tailgate chains

3. **Spreader Pan:**
   a) Removable, extends full width of body, bolts to corner posts and rear apron
   b) Approximately 8" wide, angled at 15° from horizontal, deflects hot asphalt away from lights

4. **Tailgate:**
   a) Double-acting, controlled by an air-operated tailgate latch cylinder, reference: Air Power Systems Company Model C6063 or equal
   b) Non-protruding upper hardware at each rear corner post to prevent snagging of load cover
   c) Upper and lower pins, 1 ¼" diameter
   d) Top has integral inverted “V” to prevent material accumulation
   e) Chains, 4' of 5/16", Grade 70 transport chain, attached at the top corner area, one on each side
   f) Chain retainers, slide through, one near each lower corner, for use with chains to limit tailgate opening
   g) Inner surface is even with bed floor when lowered to level position

5. **Body under structure:**
   a) Long sills, 5" structural channel, 9.0 Lb. per foot
   b) Cross members, 4" structural channel, 5.4 Lb. per foot, positioned 12" on center
   c) Cross members and long sills may be stacked or interlaced
   d) Unsupported floor area, 1,000 square inches or less
   e) Brackets for hoist upper arm pin interface, structural steel with adequate strength to withstand maximum cylinder thrust
   f) Pivot point, approximately 12" from rear of body
   g) Hinges, may be bolted or welded to body long sills
   h) Entire under structure, adequately reinforced and gusseted to resist distortion
6. **Hoist:**
   a) Double acting, single cylinder, arm type with its own subframe, rated NTEA Class 40 for body length specified
   b) Subframe, distributes body weight evenly to chassis frame rails through at least four (4) contact points and is bolted, not welded, to chassis frame
   c) Subframe has adequate strength to withstand maximum cylinder thrust and other operational stresses
   d) Cylinder, 8" diameter with chrome plated, 2 ¾" diameter rod
   e) Hinges, may be bolted or welded to subframe
   f) Hinges pins, 1 ¾" diameter
   g) Dumping angle, 50 degrees
   h) Body safety props, one on each side
   i) Cylinder, 8" diameter with chrome plate, 2 ¾" diameter rod
   j) Hinges, may be bolted or welded to subframe
   k) Hinge pins, 2" in diameter
   l) Dumping angle, 50 degrees
   m) Body safety props, one on each side
   n) Cycle time for raising and lowering body shall be less than one (1) minute

7. **Electrical, all Dump Bodies:**
   a) Furnish and install all lights and reflectors necessary to meet FMVSS 108, CMVSS 108, and USDOT lighting requirements
   b) All lights; sealed, shock resistant, grommet mounted, LED
   c) Relocate chassis supplied remote 7-pole electrical connector to a rear plate common with hydraulic disconnects and other electrical connectors, convenient to hitch but not interfering with other functions (hydraulic connectors, safety chains, etc.)
   d) Furnish and install a trailer wiring harness and 6-pole connector with spring loaded cover, Cole-Hersee #1235 or mating equal mounted on a rear plate common with hydraulic disconnects and other electrical connectors, convenient to hitch but not interfering with other functions (hydraulic connectors, safety chains, etc.)
   e) All connection(s) to chassis shall utilize and mate to the weatherproof connector(s) provided with the chassis
   f) Back-up alarm K-D 621, or equal

**SNOW FIGHTING PACKAGE FOR USE WITH GODWIN DUMP BODY SPECIFICATIONS**

1. **Central Hydraulic System:**
   **Functional Description**
   Functions include; plow lift, plow reverse, spreader and dump body operations. System design shall include capability for all functions to operate simultaneously, without affecting the action of any one or more functions.
   a) **Plow Lift**
      i) Raise and lower plow with double acting cylinder to be provided by the Contractor.
      ii) Plow push frames will be furnished and installed by County at a later time
   b) **Plow Reverse**
      i) Reverse plow angle with two (2), single-acting, 3" cylinders
      ii) Valve center, A & B to T type
iii) Flow control, adjustable control of plow reversing speed

c) Spreader Circuits
  i) Pulse width modulated hydraulic source for a slip-in style
      conveyor/spinner type body unit with independent speed control
      for conveyor and spinner motors
  ii) Spinner circuit has variable flow set by the in-cab spinner
      control, with circuit capacity of 2,000 psi at 0-8 GPM
  iii) Conveyor circuit has variable flow set by the in-cab conveyor
      control, with circuit capacity of 2,000 psi at 1-15 GPM

d) Dump Body Circuit
  i) Dump body cylinder, double acting
  ii) Furnish hydraulic braking on rod end port of hoist counter
      balance valve

2. Power Supply Components

a) Front Mounting for Hydraulics and Plow
  i) Front bumper reinforcement with integral mounting brackets, ¾" 
     steel plate, conforms around chassis bumper face
  ii) Mounting brackets protrude through chassis bumper and bolt to 
      chassis frame ends, cut holes in chassis bumper as required
  iii) Tow hooks or eyes, two (2), welded to bumper reinforcement
  iv) Plow push frame ears, two pairs (4) total, ¾" steel plate, 
      welded to bumper reinforcement
  v) Ear location, on 23" centerline to centerline between pairs 
      with 1.5" gap between ears in a pair
  vi) Holes for push frame mounting, 13/16" diameter hole drilled 
      through each pair of ears with the center 3 ¾" from face of 
      dumper reinforcement
  vii) Hitch pins, two (2), ¾" diameter, one chain tethered to each 
      pair of ears, hold push frame and protective bumper in place
  viii) Protective bumper, pin mount, used on all trucks, ¾" x 5" mild 
        steel, formed as required, mounts to ears when push frame is 
        removed. Extends downward to protect hoses and quick 
        disconnects
  ix) Protective bumper, bolt on, used only with front mount pump 
      and standard length truck frame, ¾" x 5" mild steel, formed as 
      required, mounts to face of bumper reinforcement with two (2), 
      ¾" grade 8 bolts. Extends forward to protect pump
  x) Complete assembly shall be structurally adequate for plowing 
      operations

b) Pump
  i) Gear type, all cast iron housing, SAE "B", 2 bolt mounting
  ii) Bi-rotational with side and rear ports, can be used in from 
      mount
  iii) Shaft, 7/8", splined to mate with drive and with groove for 
      set screw
  iv) Sized to produce 30 to 35 GPM at maximum engine RPM, pump is 
      the sole source of hydraulic power. An accumulator or second 
      pump is not acceptable
  v) Maximum noise level, 90 dBA in regard to published OSHA 
      specifications
  vi) Bearings, roller, lubricated by the hydraulic fluid being 
      pumped

c) Pump Drive and mount for crank driven hydraulics
  i) Pump mounting flange, SAE "B", 2 bolt type
ii) Engine connection, SAE flange U-joint, compatible with engine Pulley

iii) Slip-yoke and shaft assembly, SAE 13 tooth spline, 16/32 pitch, with 2" of travel to facilitate engine fan belt replacement, Spicer 1310 series or equal

iv) Universals and slip shaft, greasable, align and clearly mark zerk fittings to facilitate lubrication

v) Pump mount, with standard length truck frame, fabricate integral with bumper reinforcement

vi) Pump mount, with extended truck frame, fabricate and install an additional crossmember, full width, mounted just ahead of chassis crossmember. Attach crossmember to frame with four (4), 3/8" grade 8 bolts.

d) Unloader Valve

i) Load sensing flow control valve with a low pressure bypass

ii) Remote mounted between the pump and hydraulic system manifold, or manifold mounted

iii) Sends a pressure signal through the load sense line to determine the amount of flow requirement by the system

iv) Bypasses excess flow to the reservoir through the bypass port

v) Bypasses all flow at low pressure to the reservoir when the system is at idle and requires no flow

vi) Built-in adjustable relief limits maximum pressure to 1,900 to 2,100 psi

e) Reservoir

i) Capacity, 30 gallons

ii) Constructed of 10 gauge steel with baffles

iii) Mounted outboard of truck frame rail, rear of cab, accessible for service. Specific location to be determined per truck model and space available

iv) Prefer curb side location. Include a heat shield from truck exhaust system if required

v) Clearly marked "Hydraulic Fluid Only"

vi) Clean out cover, 10" diameter cast aluminum, top mounted, with silicon sealing ring and four (4) bolt mounting

vii) Filter/breather cap with 300 mesh screen and a combination oil level/temperature gauge

viii) Suction port, 2" NPT, with full flow shutoff ball valve in the line at the port

ix) Return port, 1½" NPT, at top of reservoir and plumbed internally to discharge within 2" of bottom

x) Drain port, ¾" NPT with magnetic drain plug

xi) Supply and return piping arrangement placed for minimum oil loss when replacing filter or pump

f) Filtration

i) Suction strainer, 2", 125 micron with 3 psi bypass when screen is clogged

ii) Return line filter, cartridge type, in reservoir clean out cover, 45 GPM capacity with 10 micron filter element, includes 25 psi bypass when cartridge is clogged

iii) Electric pressure sensor, activates a warning light mounted in the cab control console when the element is clogged
3. Control Components
   a) Valve Enclosure
      i) Weather resistant enclosure for manifold and valves. Consists of steel main base and cover pieces, with formed and welded steel channels, baffles and gussets as required for proper sealing
      ii) Mounted outboard of truck frame rail, rear of cab, accessible for service. Specific location to be determined per truck model and space available
      iii) Main base and back mounting portion, 10 gauge steel plate
      iv) Cover, 10 gauge formed steel with two steel handles
      v) Cover is secured to main enclosure base with two heavy duty rubber latch straps
      vi) All wiring harness cable entries are made through a weather tight compression restraint
      vii) All hydraulic lines shall enter and exit from the bottom of the enclosure to facilitate ease of mounting in confined spaces
      viii) Hose port connections, accessible through a silicone sealed aperture. Provide for direct exterior hydraulic port adapter entry into manifold assembly without use of extension tubing and/or piping within the valve cabinet
      ix) Road clearance, not lower than any truck chassis component
   b) Manifold
      i) Aluminum, bottom ported, mounted in valve enclosure
      ii) All solenoid, flow control, static pressure intensification and pressure compensated proportional type valves mount to this manifold
   c) Direction Control (solenoid) Valves
      i) Parker Hannifin with 3 pin man plug option and/or Hirschman type
      ii) Designed for "stacking"
      iii) System logic valves shall be included within the manifold, not externally mounted
      iv) Solenoids, 12 volt DC, closed center, wet armature type, capable of manual operation
   d) Flow Control Valve
      i) Reverse free flow type
      ii) Knurled, adjustable control to field adjusts the speed of the hydraulic functions such as plow lift, plow angle, etc.
   e) Static Pressure Intensification Valves
      i) Adjustable, cartridge type for bed and plow raise and lower functions. Protect the plow cylinder from high shock loading
      ii) Speed controlled emergency release capable of lowering the bed and plows in an emergency situation with the vehicle engine "off", operated from the valve enclosure to protect the operator. Opening of hydraulic lines to accomplish lowering is not acceptable
   f) Pressure Relief Valves
      i) Dump body raise and lower circuit includes built-in port relief protection to limit maximum pressure in both sides of the double acting cylinder
      ii) Each work port is independently adjustable from 100 to 3,000 psi
iii) Cartridge design, pilot operated for accuracy, and screw lock adjustable
iv) Remote mounted relief protection is not acceptable
g) **Spinner and Conveyor Valves**
i) Pressure compensated proportional type, motor driven valves are not acceptable
ii) Conveyor valve will be capable of a variable forward speed via ground speed sensing and by way of in-cab, manually operated, electric variable controls

4. **Emergency Shut Downs**
a) System must totally shut down, including PTO disengagement, in the event of the hose failure, high temperature or low oil level
b) Fluid level switch, 100 watt side mounted in the reservoir
c) Temperature switch, in the reservoir, plumbed into the return line from the unloader valve
d) Both switches have Packard Weatherpack connectors
e) Both switches activate a relay, which cuts power to the spreader and master switch, and illuminates a low oil light in the control console, as well as disengaging the PTO
f) Manual override switch, momentary type, located in the valve enclosure, includes a low oil indicator light and plunger to test switch located beside it

5. **Plumbing and Connections**
a) **All Circuits**
i) Suction line from reservoir to pump, SAE 100 R4, 2" diameter
ii) Return line from valve cabinet to filter, SAE 100 R1
iii) All other hoses, SAE 100 R2 Type AT
iv) All piping connections to and from the valve cabinet, JIC swivel type
v) Hose routing along chassis provides maximum available clearance from exhaust system, wear points, etc. Clamp in position with rubber line steel hangers
vi) All quick disconnects, **valved**, drip-proof style, with NPT threads, Parker FF Series with connect under pressure feature (Parker FC Series)
b) **Flow lift Circuit**
i) Quick disconnects, 3/8" with NPT threads
ii) Truck mounted "FLOW UP“ disconnect, coupler half
iii) Truck mounted "FLOW DOWN“ disconnect, nipple half
iv) Locate truck mounted disconnects below the front bumper, center of the truck, in a vertical position to each other
v) Mating halves are furnished with lift cylinder
c) **Flow reverse circuit**
i) Quick disconnects, ½" with NPT threads
ii) Truck mounted "FLOW RIGHT“ disconnect, coupler half
iii) Truck mounted "FLOW LEFT“ disconnect, nipple half
iv) Locate truck mounted disconnects below the front bumper, center of the truck, in a horizontal position to each other
v) Mating halves, furnished loose
d) **Spreader circuits**
i) Supply line quick disconnects, ¾" with NPT threads, coupler to conveyor, nipple to spinner
ii) Return line quick disconnect, 1" with NPT threads, coupler
iii) Plump circuits with disconnects at rear of truck
iv) Mating halves, furnish loose

6. Electrical System

Functional Description

Functions include; manual controls through chassis switches and the cab control console, automated ground speed control for application of granular materials, and lighting specific to snow plowing needs. System design shall include a distinct split between power sourced and controlled through chassis circuits vs. power sourced and controlled through accessory circuits. This separation will aid in troubleshooting and in determination of warranty responsibility.

a) Power/signal supply and connections
i) Utilize wiring, circuit breakers, and connectors, per the following: ideally, these will be factory installed by the chassis manufacturer if not factory installed, precede with installation of these connection points as if doing a "dealer installation". The purpose is to facilitate consistent chassis/up-fitter electrical interface and to provide clearly defined separation points between chassis circuits and up-fitter circuits.

ii) This will aid in troubleshooting and in determination of warranty responsibility. All manufacturer names and numbers listed are provided for reference only. Successful bidder is not required to use these products. However, all substitutions shall be approved by County and a pilot mode shall be reviewed and approved by County for quality of materials and installation.

iii) Power Supplies: One twenty (20) amp source direct from the battery and one twenty (20) amp source through a relay energized by the ignition switch. Each source terminates with a heavy duty connector stud and each is clearly marked. Both are located adjacent to each other, in a location that is both protected from damage and convenient to service. Factory installed power supplies can be in the standard factory location (inside or outside the cab). Dealer installed power supplies shall be located inside the cab. Each source is protected by its own circuit breaker which may be located at the chassis manufacturer's breaker panel or adjacent to the terminal studs.

iv) Snow plow light circuit: A dedicated and clearly marked harness that terminates at a convenient location under the hood with a weatherproof connector, such as Packard Weatherpack or Packard Metripack. Harness includes a dash mounted selector switch to choose between chassis headlights and up-fitter mounted plow lights. High/low beam and parking lamp/turn signal functions must remain integrated in the original factory harness and will be operated by the standard factory control at all times.

v) Trailer connector circuit: A dedicated and clearly marked 6-pin trailer connector harness, in addition to the previously specified 7-pin harness. The 6-pin harness will support trailer with combination turn signal/stop lights. Harness to be protected with circuit breakers, located either at the
chassis manufacturer’s breaker panel or adjacent to the
circuit breakers in the 7-pin harness. Harness terminates
with a weatherproof connector, such as Packard Weatherpack or
Packard Metripack, which can be located either behind the cab
or at the end of the frame rails.

vi) Auxiliary Vehicle Speed Signal (VSS): A dedicated and clearly
marked speedometer tape point with minimum 25,000 pulses per
mile shall be provided. Tape point may be inside the cab,
outside the cab, or at the Engine Control Unit (ECU). Tap
points outside the cab shall terminate in a weatherproof
connector. Tap points at the ECU shall have a designated lead
wire, three feet long, that terminates in a weatherproof
connector.

b) Cab Control Console
   i) All power to the Console shall be supplied through the two (2)
      20 amp sources
   ii) All relays, sub-base mounted for each of replacement without
tools

c) Wiring and Connectors
   i) Tamperproof sealed distribution junction boxes and sealed
      wiring harness. Reference: Truck-Lite “88” series or equal
   ii) Wires in circuitry to be of different color, colors with
      stripes, or labeled in 1” increments if same color
   iii) Harnesses, for wiring from under dash to hydraulic valve area
      and rear of truck
   iv) All harness interior of cab, “FVC” or “SO” molded jacket
      type
   v) All control harness or auxiliary cables outside the cab, “SO”
      or “NVN” type
   vi) Wiring hangers, of appropriate design and quantity
   vii) Wiring harness protectors, as appropriate where harness runs
      through frame, metal or other abrasion causing obstructions
   viii) All external connectors, weatherproof, such as Packard
      Weatherpack or Packard Metripack unless otherwise specified

d) Spreader Connector
   i) Four-pole Cole-Hersee #1206 connector with spring loaded cover
   ii) Mounting, on a plate common with hydraulic hose quick
      disconnects for spreader
   iii) Wiring, post - GD goes to ground, post - LT goes to the
      emergency light switch on the cab console, and post - BK goes
      to body up disable function
   iv) Connector wiring, single piece “SO” type molded jacket cable

4. Control components
   a) Cab Control Console
   i) One console approximately 14” long by 4.5” wide, appropriate
      size for all controls, switches, and interior circuitry
   ii) Mounted on brackets attached to floor beside operator’s seat
      near the bottom seat cushion level for ease of operation
   iii) Directional orientation, straight forward with automatic
      transmission, angled as required to clear manual gear shift
      lever
   iv) Gasketed for oil tight and dustproof environment
   v) Design, similar to consoles currently in use by the County,
      but incorporating the following components
vi) See drawing "Control Console" for general layout
vii) Connector at cab control console, placed for easy replacement of console

b) Joystick control
i) Positioned on the console, at front edge
ii) Four-way pistol grip type joystick actuator controls all hydraulic functions, in two modes, as follows:
   iii) Plow Mode:
        Forward = Plow Down
        Back = Plow Up
        Lift = Plow Left
        Right = Plow Right
   iv) Dump Mode:
        Forward = Body Down
        Back = Body Up
        Left = Tarp Cover
        Right = Tarp Uncover
v) Thumb button near the top controls conveyor blast
vi) Trigger switch shall be depressed for any function to activate

c) Dial controls and indicators
i) Positioned on the console, immediately behind the joystick, in two rows
   ii) Spinner and conveyor control dials, eleven position (0 through 10), detented, modular units, defective parts can easily be replaced as needed with standard mechanics tools
   iii) First row, spinner control dial on street side, conveyor control dial on curb side, Spreader On (green) indicator light between the two dials
   iv) Second row, Body Elevated (red) indicator light on street side, Replace Filter (amber) indicator light in center, Low Oil (red) indicator light on curb side

d) Rocker switch, five (5)
i) Positioned on the console, immediately behind the second row indicator light
ii) Back lit to denote function when parking lights are on, get brighter to denote function is on
iii) Spreader - Auto/Off/Manual selector switch with LED indicator between control dials. Switch is a modular unit, defective parts can easily be replaced as needed with standard mechanics tools
iv) Dump Mode/Flow Mode
v) Master switch - Off/On, energizes PTO and hydraulic system
vi) Emergency Lights switch - Off/On
vii) Spreader Light switch - Off/On

e) Circuit breakers
i) Positioned on the console, along curb side of rocker switches
ii) Four Circuit Breakers from front to back - 5, 20, 20, and 20 amp.

5. Electronic ground speed spreader control
a) Electronics, micro-processor based with nonvolatile memory to allow for unanticipated changes in input speed signals and to allow output software changes to be made
b) Capable of manual or ground speed oriented control
c) Designed for flow control regulation at truck speeds from one MPH to 35 MPH in the ground speed controlled mode

d) Independent speed control of the spinner and conveyor motors

e) Speed pulse signals to the spreader control must be supplied through the dedicated VSS tap point described in this section

f) Connection to the V SS tap point must utilize and mate to a weatherproof connector if located outside the cab

6. Lights
   a) Powered and controlled through chassis circuits
      i) Snow plow Lights
          (a) The number 9 position on attached drawing is auxiliary snow removal headlights with park/turn lamps
          (b) Clear halogen head lamps only
          (c) Mounting, shock mount adjustable sockets attached to heavy steel support brackets
          (d) Support brackets, securely mounted in the grill or fender area, minimum height to center of sealed beam is 66° above road surface
          (e) If fender mounted, lights must be mounted far enough forward to allow aiming with mechanical headlight aimer
          (f) Final location subject to County approval
          (g) Headlights must be controlled from the dash mounted selector switch described in this section

   b) Power and controlled through Cab control Console
      ii) Spreader Light
          (a) Sealed, shock resistant, grommet mounted, incandescent with clear lens, Truck-lite 40204 or equal
          (b) Location, under the street side rear corner of the body, facing down
          (c) Controlled from a control console mounted switch with On/Off, maintained action, includes light to indicate function on

      iii) Strobe light
          (a) Reference: Target Tech 851 or equal
          (b) Strobe light (number 8 position on attached drawing) mounted on a self-leveling bracket
          (c) Bracket, attached to body with two, grade five, non-rusting bolts and self-locking nylon nuts
          (d) Bottom light mounted plate, must be as large in dimension as the diameter of the light
          (e) Location of mounting, center on top or front leading edge of cab shield
          (f) Light to be wired to emergency light switch in control console

7. Start-Up and Testing
   Successful bidder shall be responsible for initial pre-testing of hydraulic system to include the following:
   a) Initial fill of hydraulic system complete
   b) Hydraulic system of each truck is to be operated for a period of not less than 15 minutes to purge system of foreign matter. At end of period, a new filter element is to be installed
   c) Any leaks or defective components shall be corrected prior to delivery to County
d) Vendor will be responsible for initial test operation of spreader, plow or auxiliary tools on completed truck units to determine if all systems are functioning properly. Additionally, the hydraulic system should be road or dyno tested in the automatic mode with the spinner console control at "0" position and 7 GPM with control at position 10. The conveyor circuit should produce 0 GPM with conveyor console control at "0" position and 15 GPM with control at position 10.

8. Accessory Components
   a) Forward mud shields, both sides
      i) Constructed of 10 gauge steel with adequate bracing
      ii) Located ahead of the forward rear axle
      iii) Mounted to chassis in near vertical position
      iv) Approximate size, 24" wide and 30" long, similar to mud shield in current use by County
      v) Shields to do not extend beyond outside edge of body
   b) Rear mud flaps, both sides:
      i) Plain black rubber with no logos
      ii) Mounting bracket, 10 gauge steel, includes one hook per flap to hold flap off the tire
      iii) Approximate size 24" wide and 36" long, equivalent to mud flap in current use by County. Mount with 10" road clearance
   c) Tailgate Operation:
      i) Latch cylinder, air operated, retract to latch type, 2.5" bore diameter, 6" stroke
      ii) Valve exhaust vents outside cab
      iii) Approximate size, 36" wide, 18" high, 18" deep
      iv) Constructed of 14 gauge steel
      v) Continuous hinge on door and "T" handle latch
      vi) Specific location, size and mounting arrangement to be determined per truck model and space available
   d) Tow Hitch:
      i) Mounting bracket includes a structurally adequate mounting plate with diagonal bracing, welded to chassis frame rails to form a rear crossmember. All components and welding comply with hitch rating and SAE J849B
      ii) Pintle hook, Wallace Forge R-45-4 or equal, without air and plunger, bolted to mounting plate
      iii) Pintle hook location, height at center approximately 27" from ground, position so dump body apron will not strike it when body is raised
      iv) Safety chain hooks, one on each side of pintle hook, U shaped, ¾" rod with 2 ¾" throat
      v) Wired for electric trailer brakes and control unit mounted under dash on drivers side
   e) Cab shield:
      i) Full body width, similar to cab shield in current use by County
      ii) Steel, 45,000 PSI yield strength, 10 gauge, high tensile
      iii) Extension, 18" forward of bulkhead
      iv) Cab clearance, approximately 3"
      v) Exhaust clearance, 2"
   f) Load Cover System
Reference: Godwin Manufacturing HYDRA-TARP. All components are to be easily replaced or repaired with common mechanics tools

**g) Arms**

i) Dual side arms and crossbar constructed of 1 ¼” schedule 40 pipe

ii) Side arm crossbar connector, constructed of 1” schedule 80 pipe and attached to crossbar by cotter pins

iii) Side mount arms, crossbar, and connector are mandrel bent and arched to provide more clearance for loading of body

iv) Mounted system does not extend more than 3” on either side of body

v) All pivot points have 1” diameter pins and with 1 ¼” long bearing area and zerk type grease fittings

**h) Hydraulic**

(i) Arms are operated by a single or dual hydraulic cylinder(s) mounted in such a manner that they cannot be damaged by loading operations

(ii) Load cover operates as an independent function, capable of being locked at any position in the range of movement

(iii) Tarp cylinder(s) have pilot operated check valve(s) and adjustable flow control valve to adjust speed and lock tarp when covered

(iv) Hydraulic power is taken from the central hydraulic system (no electric pump)

**i) Drum Cover**

(i) Drum assembly, no less than 4” diameter with enclosed spring to maintain constant tension on tarp cover

(ii) Drum bearings, sealed, permanently lubricated type

(iii) Cover material, black, 18 oz. asphalt rated vinyl, with finished width of 84”

(iv) All edges doubled, 2”, complete length and width of cover

(v) All seams, double stitched (sewn twice)

(vi) Front of cover has 4, #2 spur eyelets equally spaced for attaching to roller bar

(vii) Sides of cover have a #4 pocket for installation of crossbar

(viii) Cover is long enough to fully cover body with two rounds of cover material remaining on the roller bar and/or 3’ longer than length of body

9. Sideboards

b) Red oak, 6” high, thickness adequate to fill cuff at each end of body

c) Secured with lag bolts at cuff

10. **Body Safety Steps**

a) Full length of body, both sides

b) Minimum 1” clearance from side of body, allows loose material to fall through

c) Step material, similar to Bustin Part Number 624

11. **Access Ladders**

a) One on curb side and one on street side of the body, forward of the rear wheels. Exact location to be determined during construction

b) Retractable type, two rung, approximate width 14.5” and length 28”

c) Constructed of heavy gauge steel with slip proof treads

d) Reference brands, Automatic Truck Door, Inc., E-Z Step, or approved equal
12. **Grab Handles**
   a) Tow on each side of body, mounted vertically, one on each side of access ladder. Exact size and placement to be determined during construction.
   b) Constructed of 5/8" cold rolled steel rod
   c) Extend from middle of dump body top rail to just above the safety step, 2" from body at closest point

**PAINT SPECIFICATIONS**

The following specification requirements are meant to describe performance characteristics for metal preparation and finish paint of the dump body and all ancillary parts to include front dumper attachment, hoist frame, reservoir, rear hitch plate, splash guards, mud flap brackets, and any other part that is manufactured and installed by the final stage manufacturer.

Although there are two primary forms of application (liquid and powder) the intent is to have a durable long lasting finish for a snow removal/salt air environment. **Powder coat is the required application for dump body.**

   a) All oil, grease, dirt, etc. to be removed chemically or by whatever means necessary to offer a clean surface for blast preparation
   b) All dump body surfaces (top, underneath, and outside perimeter) to be abraded by sandblasting or shot blasting to remove all surface rust and mill scale/slag so an SP-10 finish is obtained
   c) Any blast media residue shall be removed before painting
   d) A zinc rich epoxy primer shall be used that is certified for a minimum of 3000 hours in a 5% salt spray test
   e) A black top coat gloss shall be applied and have a gloss rating of 80% or higher
   f) The finish paint shall be certified for 1000 hours in a 5% salt spray test
   g) The underneath of the dump bed shall have paintable rubberized undercoating applied that is certified for 800 hours in a 5% salt spray test

**SNOWPLOW SPECIFICATIONS**

1. **Plow:** Good Roads model 120M Snowplow
2. **Moldboard:** The moldboard shall be formed using 10 gauge hot rolled stall and shall have a minimum of (8) eight vertical, ½" X 3" ribs with (2) two ribs at the center hinge point and (2) rows of 3/8" X 2" horizontal ribs, running the entire length of the moldboard. The top of the moldboard shall be channel formed and the bottom shall have a back up angle of not less than 3 ⅜” X 3 ¼” X ¾” gusset angle. The sheet shall extend downward, below the holes for the cutting edge. The moldboard shall be equipped with build-in snowshield of 10 gauge steel. The height of the moldboard shall be 30" with approximately 10" of overhang.
3. Cutting Edge:
   a. Blades:
      i. The blade shall be flat, hot-rolled finished stall; with
         the range of SAE 1020 to SAE 1040
      ii. The holes shall be 11/16" square, counter bored to receive
          5/8" diameter plow bolts.
      iii. The groove for the carbide inserts shall be milled in the
           center of the blade edge.
      iv. The center of the holes shall be in line within 1/32" of
          the established centerline.
   b. Tungsten Carbide Inserts:
      i. The inserts shall be a high shock WC grade of tungsten
         carbide with a 12.5 to 10 percent cobalt content.
            › Density: 14.1 minimum to 14.6 maximum grams per cubic
              centimeter.
            › Hardness: 87.5 minimum to 89.0 maximum Rockwell "A"
              Scale.
            › Transverse Rupture Strength: 250,000 minimum per
              square inch.
            › Porosity: (Base on testing in accordance with ASTM
              designation B-276-79) A06 / B00 / C00
      ii. The inserts shall be trapezoid design of the following
          dimension:
            › Height: 0.685" (Long Side)
            › Width: 0.365" +/- .0010"

4. Semi-circle: The semi-circle angle shall be rolled from 3 ⅜" X ⅜"
   angle, with a front angle of 3 ⅛" X 3 1/2" X ⅜", running a minimum
   length of 116", long the rear of the moldboard. The semi-circle shall
   be attached to the moldboard at (5) five points with the outside hinge
   points measuring a minimum of 116".

5. Trip Spring: A fully automatic trip device shall be mounted on the
   semi circle assembly with heavy duty trunion plates, with eight (8)
   5/8" hardened bolts, (grade 5). Trunion support sockets shall be
   equipped with Alemite grease fittings. The trip device shall consist
   of two (2) full enclosed trip springs, with a minimum of 5/8" diameter,
   contained in a 6" OD, minimum 10 gauge tubular housing and shall be
   connected to the moldboard by a 7/8" diameter, grade 5 bolt. Recoil
   springs shall also be provided on the spring rod to cushion the return
   action of the moldboard. The trip of the moldboard, when encountering
   a solid object in the plow path, shall tilt forward and return
   automatically to the plow position after passing over the object.

6. Pushframe: Pushframe side drive members shall be constructed of 3/8"
   formed steel channels and connected by means of an equalizer bar at the
   end. Drive bar cars shall be a minimum of 1 ⅜" thick, 21" apart (on
   centers), with holes drilled to accommodate 1 ⅜" drive pins. Drive
   Pins shall be 1 ⅜" with pointed ends, and fabricated of heat treated,
   hardened steel. Drive pins shall be 6" long to the front of the rivet
   head and will have a hole provide, at 4 ¼" from the flat side of the
   rivet head, for a ¼" cotter pin. The pin locking mechanism shall be
   provided to hold the snowplow in the set position with a ¾" lock pin.
The length of the pushframe, from the moldboard attaching point shall be 36" and shall allow sufficient bumper clearance, at 35 degrees, left or right.

Flowing widths shall consist of the following:

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7. **Power Reversing Mechanism/Locking Tooth:** The hydraulic mechanism shall consist of two (2) single-acting cylinders with a rod diameter of minimum 2 ½" and connected with the pushframe and semi-circle for plowing either to the right, or left hand side. The horizontal leg of the semi-circle shall be equipped with 11 teeth to allow the snowplow to be locked in the plowing position from 0 degrees to 35 degrees, (at 7 degree increments), in either direction, with no strain on the hydraulic cylinders. This shall be accomplished with the use of a self-locking block on the pushframe of the plow. Power reversing shall be accomplished by actuating either the right or left hand hydraulic cylinder, which, after the pressure is released from the cylinder, will automatically lock in the locking teeth and release pressure from the reversing cylinders.

8. **Adjustable Swivel Caster Wheels:** The semi-circle shall be equipped with two (2) heavy-duty, full-swiveling, spring loaded, adjustable self-locking caster assemblies, having steel housing with grease fitting. There shall be one (1) fitting for the caster stem. Wheel assemblies shall be mounted inside the semi-circle assembly. The wheels shall be 8' in diameter, 2 ¼" wide, with hardened crown face, and will ride on roller bearings. These wheels shall be mounted on heavy-duty steel axles of not less than 1 3/16" diameter.

9. **Curb Bumpers:** These protect the plow from damage when coming in contact with curbs. The curb bumpers shall be of high-wearing carbon steel bolted to the front of the plow with 5/8" hardened, grade 5 bolts.

10. **Moldboard End Markers:** These shall be heavy-duty flexible markers. They shall extend 28" and shall be of high visibility orange. They are to remain flexible at low temperatures.

11. **Carbide Edge:** ¾" x 6" carbide edge in 3ft, 4ft, or 5ft sections mounted beneath a ¾" x 6" high carbon standard highway cover blade

12. **Rubber Snow shield:** ¾" x 12" rubbers snow shield mounted with 9 ¾" x 2" cover strip (metal)

Detailed specifications are included herein and in the Bid Form. Bidders shall state in the space provided in the Bid Form their degree of compliance or non-compliance of the unit bid with the requirements listed.

**GENERAL REQUIREMENTS**

The equipment bid must be a vehicle in current production available for inspection by the County.

Vehicles shall be delivered with temporary tags and Virginia state safety inspection at no additional cost to the County.
DOCUMENTATION TO BE PROVIDED
The Vendor shall provide a certificate of origin, Virginia Department of
Motor Vehicles Form VSA 17A, a mileage statement, and other pertinent
documents at time of delivery of the unit. The documents shall list the
owner as:

County Board of Arlington County, Virginia
2701 South Taylor Street
Arlington, VA 22206

Delivered unit shall be complete in all aspects and ready for immediate use.
Any discrepancies noted at the time of delivery will be repaired by the
contractor at no cost to the county.

REORDERS
The County may require additional unit(s) within twelve months of the
purchase of the first unit. The bid form of this solicitation includes a
space for the bidder to insert the number of months after the date of award
for which the original bid price(s) will remain firm for reorders. The
County reserves the right to exercise the reorder option or issue a new bid,
whichever it deems in its best interest at the time of need. The reorder
information offered by a bidder will not be considered in the award
evaluation; however, if a firm price period for reorders is offered, the firm
price provision will become a part of the award. If a firm price period is
not specified by a bidder, the firm price period shall be ninety (90) days
from the bid opening or until the date of placing the original order,
whichever event occurs first.

Delivery shall be FOB at the Arlington County Equipment Division, 2701 S.
Taylor Street, Arlington, Virginia, 22206.

PRICING ON ADDITIONAL BUY-ON
Initial purchase(s) will be made at the Base Unit Price provided on the Bid
Form for the duration of the initial current year or the expiration of the
initial Contract Term, whichever occurs first.

The Contract unit price(s) for each ensuing Contract year, if the County
elects to extend the Contract, shall be negotiated by the County and the
Contractor. Increases in the price(s) for ensuing years shall not exceed the
percentage of change in the U.S. Department of Labor, Consumer Price Index,
All Items, Unadjusted, Urban Areas (CPI-U) for the twelve (12) month period
ending in JANUARY of each Contract Year.

If the Contractor and the County do not agree on a price using the procedure
set forth above by the thirtieth (30th) day prior to the end of the initial
Contract Term or the end of ensuing renewal term or terms, the County will
terminate the Contract whether or not the County has previously elected to
extend the term.

In addition, if there are cost increases due to EPA or DOT mandated changes,
such costs may be added to the Base Unit Price. The Contractor shall provide
documentation justifying any such increases.
The Contract unit price(s) changed as a result of the above procedures shall become effective on the anniversary date of the Contract and shall be binding on the Contractor for the ensuing renewal term or terms.

Any subsequent years will be priced in this same manner.
Solicitation #360-10

Metropolitan Washington Council of Governments Rider Clause

USE OF CONTRACT(S) BY MEMBERS COMPRISING THE METROPOLITAN WASHINGTON COUNCIL OF GOVERNMENTS PURCHASING OFFICERS' COMMITTEE.

A. If authorized by the bidder(s), resultant contract(s) will be extended to any or all of the listed members as designated by the bidder to purchase at contract prices in accordance with contract terms.

B. Any member utilizing such contract(s) will place its own order(s) directly with the successful contractor. There shall be no obligation on the part of any participating member to utilize the contract(s).

C. A negative reply will not adversely affect consideration of your bid/proposal.

D. It is the awarded vendor's responsibility to notify the members shown below of the availability of the Contract(s).

E. Each participating jurisdiction has the option of executing a separate contract with the awardee. Contracts entered into with a participating jurisdiction may contain general terms and conditions unique to that jurisdiction including, by way of illustration and not limitation, clauses covering minority participation, non-discrimination, indemnification, naming the jurisdiction as an additional insured under any required Comprehensive General Liability policies, and venue. If, when preparing such a contract, the general terms and conditions of a jurisdiction are unacceptable to the awardee, the awardee may withdraw its extension of the award to that jurisdiction.

F. The issuing jurisdiction shall not be held liable for any costs or damages incurred by another jurisdiction as a result of any award extended to that jurisdiction by the awardee.

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Vendor Name: International Trucks, Inc.

BID FORM, PAGE 5 OF 5

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