NOTICE OF AWARD OF CONTRACT

TO: K. NEAL INTERNATIONAL TRUCKS, INC.
5000 TUXEDO ROAD
HYATTSVILLE, MD 20781

DATE ISSUED: NOVEMBER 14, 2012
CURRENT CONTRACT NO: 567-13
CONTRACT TITLE: DES/EQUIP: SELF-LOADER DUMP TRUCK

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 October 23, 2012. The contract term covered by this Notice of Award is effective IMMEDIATELY and expires upon delivery and acceptance by the County.

The contract documents consist of the terms, conditions, and specifications of Invitation to Bid No. 567-13 and the bid of the Contractor, incorporated herein by reference.

CONTRACT PRICING:

REFER TO CONTRACTOR'S BID FORM (ATTACHED)

ATTACHMENT:

CONTRACTOR’S BID FORM

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
TELEPHONE NO.: 301-772-5100 X4115
EMAIL ADDRESS: EBLUNK@KNEALINTERNATIONAL.COM

VENDOR PAYMENT TERMS: NET 30 DAYS

COUNTY CONTACT: ADAM LEHMAN
TELEPHONE NO.: 703-228-6466
EMAIL ADDRESS: ALEHMAN@ARLINGTONVA.US

CONTRACT AUTHORIZATION

Mr. Ashley Barnes, MPA
Procurement Officer

DISTRIBUTION

VENDOR: 1
BID FOLDER: 2

Ashley Barnes
Date
11-14-12
ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT

INVITATION TO BID NO. 567-13

BID FORM

SUBMIT TWO (2) FULLY-COMPLETED AND 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 SHALL BE A PHOTOCOPY
OF THE SIGNED ORIGINAL)

BIDS WILL BE OPENED AT 2:30 P.M. ON OCTOBER 23, 2012,

FOR PROVIDING ONE (1) SELF-LOADER DUMP TRUCK (“NO SUBSTITUTE”) 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>1. SELF-LOADER DUMP TRUCK</td>
<td>1</td>
<td>$107,884.00</td>
<td>$107,884.00</td>
</tr>
<tr>
<td>2. CRANE REFURBISHMENT</td>
<td>1</td>
<td>No Bid, See Letter Point #5</td>
<td></td>
</tr>
</tbody>
</table>

DELIVERY TIME 120 DAYS AFTER RECEIPT OF ORDER

3. TOTAL BID: $107,884.00

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: K. Neal International Trucks, Inc.

BID FORM, PAGE 1 OF 5
TRADE SECRETS OR PROPRIETARY INFORMATION:
Trade secrets or proprietary information submitted by a 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: K. Neal International Trucks, Inc.

Invitation to Bid No. 567-13
**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):

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Evon Blank</td>
<td>5000 Tuxedo Rd</td>
</tr>
<tr>
<td></td>
<td>Hyattsville, Md 20781</td>
</tr>
</tbody>
</table>

THE PROPER AND FULL 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 AND CONTRACTUALLY BIND THE BIDDER, OR THE BID MAY BE REJECTED:

**AUTHORIZED SIGNATURE**

[Signature]

**PRINT NAME AND TITLE**

William C. Clendenen
Supervisor
General Manager

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

<table>
<thead>
<tr>
<th>Name (Printed)</th>
<th>Title</th>
<th>E-Mail Address</th>
<th>Phone</th>
<th>Extension</th>
</tr>
</thead>
<tbody>
<tr>
<td>Evon Blank</td>
<td>Fleet Sales Mgr</td>
<td><a href="mailto:blank@kmeinternational.com">blank@kmeinternational.com</a></td>
<td>301-772-5100</td>
<td>ext 4115</td>
</tr>
</tbody>
</table>

**SUBMITTED BY:** (LEGAL NAME OF FIRM)

K. Neal International Trucks, Inc.

**ADDRESS:**

5000 Tuxedo Rd.

**CITY/STATE/ZIP:**

Hyattsville, Md 20781

**TELEPHONE NO.:** 301-772-5100

**FACSIMILE NO.:** 301-772-4305

**TAX ID NUMBER (EIN/SSN):**

**THIS FIRM IS A:**

- 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:** 0002898639

**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: ________________
- WOMAN OWNED: ________________
- NEITHER: ________________

---

Invitation to Bid No. 567-13
If you have no exception, please check the box □. Otherwise, please complete this page. Additional sheets may be used as necessary.

**Page Number:** 10  
**Exception Description:** Starter Leece-Neville M125 w/o overcrank protection - Not Available w/ Engine Required in Bid

**Proposed Change:** See Attached Letter  
Delco 39MT w/o overcrank protection  
Only overcrank protection starter available.

**Page Number:** 12  
**Exception Description:** Hoist 8" Cylinder

**Proposed Change:** See Attached Letter  
Body Co wanted to lower dump body.  
Using low profile hoist w/ dual 6" cylinders,  
Meets hoist capacity.
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 of the 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.

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.

BIDDER'S AUTHORIZATION TO EXTEND CONTRACT:

<table>
<thead>
<tr>
<th>YES</th>
<th>NO</th>
<th>JURISDICTION</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>ALEXANDRIA, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>ALEXANDRIA PUBLIC SCHOOLS</td>
</tr>
<tr>
<td></td>
<td></td>
<td>ALEXANDRIA SANITATION AUTHORITY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>ARLINGTON COUNTY, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>ARLINGTON COUNTY PUBLIC SCHOOLS</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BOWIE, MARYLAND</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BLADENSBURG, MARYLAND</td>
</tr>
<tr>
<td></td>
<td></td>
<td>CHARLES COUNTY PUBLIC SCHOOLS</td>
</tr>
<tr>
<td></td>
<td></td>
<td>COLLEGE PARK, MARYLAND</td>
</tr>
<tr>
<td></td>
<td></td>
<td>CULPEPER COUNTY, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>DISTRICT OF COLUMBIA COURTS</td>
</tr>
<tr>
<td></td>
<td></td>
<td>DISTRICT OF COLUMBIA PUBLIC SCHOOLS</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FAIRFAX, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FAIRFAX COUNTY, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FAIRFAX COUNTY WATER AUTHORITY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FALLS CHURCH, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FAIRFAX COUNTY, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FAIRFAX COUNTY SERVICE AUTHORITY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FAIRFAX COUNTY, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FAIRFAX COUNTY, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FAIRFAX COUNTY, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>STAFFORD COUNTY, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>TAKOMA PARK, MARYLAND</td>
</tr>
<tr>
<td></td>
<td></td>
<td>VIENNA, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>VIRGINIA RAILWAY EXPRESS</td>
</tr>
<tr>
<td></td>
<td></td>
<td>WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY</td>
</tr>
<tr>
<td></td>
<td></td>
<td>LOUDOUN COUNTY, VIRGINIA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>LOUDOUN COUNTY PUBLIC SCHOOLS</td>
</tr>
<tr>
<td></td>
<td></td>
<td>LOUDOUN COUNTY SANITATION AUTHORITY</td>
</tr>
</tbody>
</table>

Bidder Name: K. Neal International Tracks, Inc.

Invitation to Bid No. 567-13
October 22, 2012

Arlington County, Virginia
Office of the Purchasing Agent
2100 Clarendon Blvd., Suite 500
Arlington, Virginia 22201

Re: Invitation to Bid No. 567-13

Clarification Letter

1. The chassis is an International Model 7400 SBA 4X2. The 7400 SBA 4X2 has the engine required in the bid.

2. To meet the GVWR requirement on page 10, item 4, the front axle and front spring are 16,000 lbs and the tires are 315/80R22.5.

3. The starter is a Delco with over-crank protection.

4. The body and hoist are Godwin. The hoist is a low profile hoist with dual 6" double acting cylinders in its own sub frame. This will still meet all the requirements of the hoist but it will lower the body/hoist height by 5 inches.

5. We contacted the following companies about transferring and refurbishing the crane. None of the companies would give me a price. They all wanted the crane taken to their shop for testing. We are not including a price for transferring and refurbishing the crane in our bid price.
RMS, Westminster, Md.
Westminster Hydraulic, Taneytown, Md.
Dixie Equipment, Ashland, Va.

Sincerely

Evon Blunk
Fleet Sales Manager