

## How to Use the Heavy Duty Vehicle Statewide Contract

<b>Contract #:</b> VEH93	<b>Contract Duration:</b> 03/18/2015 to 03/17/2017
<b>MMARS #:</b> VEH93*	<b>Options to Renew:</b> (1) 24 month options
<b>Contract Manager:</b>	Lalana Gunaratne - 617-720-3315 <a href="mailto:Lalana.M.Gunaratne@State.MA.US">Lalana.M.Gunaratne@State.MA.US</a>
<b>This contract contains:</b> <b>SDO Certified Prime Vendors, Supplier Diversity Program and Prompt Pay Discount</b>	
<b>UNSPSC:</b> 22-10-15-01-0000, 25-10-16-01-0000, 25-18-16-05-0000, 25-10-00	
<b>Last change date:</b> 12/22/2016	

### Contract Summary

This statewide contract provides for the sale and service of heavy duty vehicles. Currently the contract contains five vendors offering four different manufacturers dump trucks: Freightliner, International, Mack and Peterbilt and five vendors offering five different manufacturers of front end wheel loaders: Case, Caterpillar, John Deere, Komatsu and Volvo.

### Benefits and Cost Savings

The statewide contract provides pricing for the following:

- Fixed pricing for Freightliner, International, Mack and Peterbilt dump trucks (as specified) for the first year of the contract.
- Fixed pricing for Case, Caterpillar, John Deere, Komatsu and Volvo wheel loaders (as specified) for the first year of the contract.
- Fixed hourly rate for repair services for the initial term of the contract.
- Fixed discount for parts for the initial term of the contract.



- Vendors who offer roadside/emergency repair services.
- Vendors who offer repair services during snow emergencies.

## Who Can Use This Contract?

**Applicable Procurement Law:** MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

### Eligible Entities:

- Cities, towns, districts, counties and other political subdivisions
- Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
- Independent public authorities, commissions and quasi-public agencies
- Local public libraries, public school districts and charter schools;
- Public Hospitals, owned by the Commonwealth;
- Public institutions of high education
- Public purchasing cooperatives;
- Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
- Other states and territories with no prior approval by the State Purchasing Agent required; and
- Other entities when designated in writing by the State Purchasing Agent.

## Pricing and Purchase Options

**Purchase Options:** Purchases made through this contract will be direct, outright purchases.

### How to use the contract:

The intent of this contract is to provide contract users with the ability to purchase a standard base dump truck or loader as specified at the listed price or allow contract users to modify the base specifications and request quotes from the awarded dealers for dump trucks (GVWR over 26,001) or front end wheel loaders.

Contract users have the option of purchasing the dump truck or front end loader as specified at the price listed or modifying the base specifications and requesting quotes from a minimum of three of the awarded vendors for the manufacturers listed on the contract. Vendors are only authorized to sell or provide quotes for the manufacturer of their approved base model.

This contract does not include the purchase of specialized equipment such as a zamboni,



Elgin street sweepers or fire engines.

In addition, if a contract user is interested in purchasing one of the dump trucks which has a pre-negotiated fixed price but is offered by multiple dealers, we encourage you to request best pricing. This may result in lower pricing.

For alternative or additional after-market equipment/components which total more than \$5,000, contract users must seek a minimum of three quotes from awarded vendors.

This contract does not allow for the purchase of after- market equipment/components for *existing* vehicles.

In addition to vehicles for sale, this contract has pre-negotiated pricing for repair and parts discount.

Prior to new vehicle acceptance, contract users are strongly encouraged to inspect the vehicle to ensure all items are in accordance with the specifications.

## **Additional Information**

### **Vendor List and Contact information**

#### **Contractor Information-Heavy Duty Trucks**

***Ballard Mack Sales and Service, Inc., 1 Mack Drive, Avon, MA 02332***

*Truck: 2016 Mack GU712 as specified.*

*Contract Manager: Brian Buckley*

*E-mail: bbuckley@ballardtrucks.com*

*Phone: (508) 559-0771 Fax number: (508) 584-5587*

**Prompt Pay Discount:** .25%-10 days

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***Minuteman Trucks Inc., 2181 Providence Highway, Walpole, MA 02081***

*Truck: 2016 International 7400 SFA as specified.*

*Contract Manager: Marty Castrechini*

*E-mail: mcastrechini@minutemantrucks.com*



Phone: (508)668-3112 x.357 Fax number: (508)668-8466

**Prompt Pay Discount:** 1.5%-10 days, 1.0%-15 days, .5%-20 days

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***The Peterbilt Store of New England LLC, 118 Washington St, Plainville, MA 02762***

*Truck: 2016 Peterbilt Model 348 as specified.*

*Contract Manager: Jeff Arscott*

*E-mail: jarscott@thepetestore.com*

*Phone: (443)677-0920*

**Prompt Pay Discount:** .25%-10 days

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***Tri State Truck Center, Inc., 411 Hartford Turnpike, Shrewsbury, MA 01545***

*Truck: 2016 Freightliner 108SD as specified.*

*Contract Manager: Chris Marsh*

*E-mail: cmarsh@tristatetruckcenter.com*

*Phone: (508)753-1200 ext.251 Fax number: (508)363-2643*

**Prompt Pay Discount:** .25%-10 day

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***Contractor Information-Front End Wheel Loaders***

***Case of New England, 800A Hartford Tpke., Shrewsbury, MA 01545***

*Loader: 2015 Case Model 621F Wheel Loader as specified.*

*Contract Manager: Michael Rice*

*E-mail: Michael.rice@sunbeltrentals.com*

*Phone: (508) 845-4343 Fax number: (508) 845-6418*

**Prompt Pay Discount:** 1%-15days



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***CN Wood Co. Inc., 200 Merrimac Street, Woburn, MA 01801***

*Loader: 2015 Komatsu WA270-7 Wheel Loader as specified.*

*Contract Manager: Tom Fiore*

*E-mail: [tfiore@cn-wood.com](mailto:tfiore@cn-wood.com)*

*Phone: (781)935-1919 Fax number: (617)937-9809*

**Prompt Pay Discount:** 1.0%-10days, .75%-15days, .50%-20days, .25%-30day

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***Milton CAT, 100 Quarry Drive, Milford, MA 01758***

*Loader: 2015 CAT 930M Wheel Loader as specified*

*Contract Manager: Tom Benedetti Jr.*

*E-mail: [tom\\_benedetti@miltoncat.com](mailto:tom_benedetti@miltoncat.com)*

*Phone: (774)258-1636 Fax number: (508)590-7997*

**Prompt Pay Discount:** 1%-30days

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***Schmidt Equipment, Inc., 80 Southbridge Rd., North Oxford, MA 01537***

*Loader: 2015 John Deere 544K Wheel Loader as specified.*

*Contract Manager: Don Masley*

*E-mail: [Masley@schmidtequipment.com](mailto:Masley@schmidtequipment.com)*

*Phone: (800)922-8295 Fax number: (508)987-3578*

**Prompt Pay Discount:** 1%-10days

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***Woodco Machinery, Inc., 22 North Maple Street, Woburn, MA 01801***

***(Suspended from new business until March 31, 2017)***



*Loader: 2015 Volvo L70G Wheel Loader as specified.*

*Contract Manager: Gerry Tessier*

*E-mail: [gtessier@woodcomachinery.com](mailto:gtessier@woodcomachinery.com)*

*Phone: (781)935-3377 x.552 Fax number: (781)935-1563*

**Prompt Pay Discount:** 1.0%-10days, .75%-15days, .50%-20days, .25%-30days

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## Summary of Where to Obtain Important Contract Information in COMMBUYS

This contract has been set up as a line item catalog in COMMBUYS.

There are 9 vendors on this contract and each vendor has been assigned a unique Master Blanket Purchase Order and each vendor has multiple catalog lines.

<a href="#">PO-14-1080-1080C-1080L-00000000162</a>	C.N. Wood Co., Inc.
<a href="#">PO-14-1080-OSD03-SRC02-00000007793</a>	The Peterbilt Store of New England LLC
<a href="#">PO-14-1080-1080C-1080L-00000000169</a>	Minuteman Trucks Inc.
<a href="#">PO-14-1080-1080C-1080L-00000000177</a>	Schmidt Equipment, Inc.
<a href="#">PO-14-1080-1080C-1080L-00000000181</a>	Southworth Milton, Inc
<a href="#">PO-14-1080-1080C-1080L-00000000183</a>	Sunbelt Rentals, Inc. dba Case of New England
<a href="#">PO-14-1080-1080C-1080L-00000000188</a>	Tri State Truck Center, Inc.
<a href="#">PO-17-1080-OSD03-SRC02-9520</a>	Woodco Machinery Inc (suspended from new business in Q1 2017)



[PO-14-1080-OSD01-OSD10-0000000002](#)

Ballard Mack Sales and Service, Inc

Additionally to find complete VEH93 contract information on COMMBUYS

Link: [PO-16-1080-OSD03-SRC02-0000006186](#)

This link provides the entire detailed information as it relates to the statewide contract RFR, award information and specification.

This contract requires soliciting quotes for alternative vehicles OR for pre-fixed vehicles where alterations exceed \$5,000; this link facilitates searching for the quotes. Directions are listed below for how to utilize.

## COMMBUYS

### How to place an order

1. For purchase of Fixed Price vehicles awarded to a particular vendor, the ordering process is as follows:
  - Initiate a new requisition
  - Search for an item (VEH93) in the description
  - Select the vendor you will be placing an order with
  - Select the appropriate catalog line
  - For zero line items enter the total price
  - Attach any related documentations
  - Submit for approval
2. For purchase of an alternate vehicle option, the ordering process is as follows:
  - Start with a New Requisition - on the General Tab, fill in all required information and make sure to put a check mark in the Solicitation Enabled box. Then select requisition type "Release".
  - Within the requisition, Click on the Items tab, click 'Search Items'; then click the plus sign next to Advanced Search to do an advanced search. VEH93 in the Description Field
  - Once item is added to the requisition, COMMBUYS will bring you to the Items tab and have an error message saying that the line item needs to have a value greater than 0. Click on Enter Info under the Catalog Price/ Unit Cost and enter in the estimated cost. This can be hidden from the bid before sending it to the vendors.
  - Click on the "Vendor" Tab, then click the "Distributors" Tab, then select all the vendors (you must solicit quotes from all current vendors).
  - Attach your RFQ and any other pertinent documents in the Attachment tab, making sure to check the box that says Show to Vendor.



- The Reminders tab is for internal reminders visible to those with Basic Purchaser access to COMMBUYS.
- Review the Summary Tab, and then Submit for Approval.
- Once Approved, the Requisition will turn into a bid ready for purchasing, once it is in this status, you will need to click Convert to Bid.

TIP – Contact Vendors if there are no solicitations responses.