

RESOLUTION NO. 2017 - 156

A RESOLUTION AUTHORIZING THE PURCHASE OF A JOHNSTON VT651 VACUUM SWEEPER FROM JOHNSTON NORTH AMERICA, 606 A&B PERFORMANCE ROAD, MOORESVILLE, NC 28115, IN THE AMOUNT NOT TO EXCEED \$278,604.00, PURSUANT TO A NATIONAL COOPERATIVE CONTRACT AGREEMENT WITH HOUSTON – GALVESTON AREA COUNCIL OF GOVERNMENTS NATIONAL COOPERATIVE PURCHASING PROGRAM (HGACBuy) CONTRACT SW04-16.

WHEREAS, the City of Vineland Department of Public Works is in need of a Johnston VT651 Vacuum Sweeper; and;

WHEREAS, the City of Vineland is a member of a National Cooperative Purchasing Agreement known as the Houston – Galveston Area Council of Governments (HGACBuy) under member number ILC #15-4602- and, HGACBuy is a national cooperative contract organization; and,

WHEREAS, HGAC-Buy, National Cooperative Purchasing Program has acted as lead agency and awarded Contract SW04-16, Sweeping Equipment. Specific information regarding the contract may be found on the HGACBuy website at: [www.hgacbuy.com](http://www.hgacbuy.com); and,

WHEREAS, N.J.S.A. 52:34-6.2 permits the City of Vineland to purchase the Johnston VT651 Vacuum Sweeper using the offered National Cooperative Contract without public bidding, subject to the submittal and acceptance of certain documentation by Johnston North American;

WHEREAS, the City of Vineland intends under HGAC-Buy, under the Category: Sweeping Equipment, Contract SW04-16, to purchase from Johnston North American, 606 A&B Performance Road, Mooresville, NC 28115, a Johnston VT651 Vacuum Sweeper, in an amount not to exceed \$278,604.00, as listed in the Quotation, dated November 28, 2016, made available through the HGACBuy.

WHEREAS the Director of Electric Utility and the Qualified Purchasing Agent, with the concurrence of the Assistant Business Administrator, recommend the use of the National Cooperative Pricing through HGACBuy for this procurement;

WHEREAS, notice of the within purchase has been published on February 8, 2017, with a 10-day comment period as required by Local Finance Notice 2012-10 and;

WHEREAS, the City of Vineland Purchasing Agent has determined that the use of the offered National Cooperative Contract will result in cost savings after all factors, including charges for service, material and delivery have been considered and has verified that such equipment is not available through State Contract awarded by the Division of Purchase and Property in the New Jersey Department of the Treasury pursuant to N.J.S.A. 40A:11-12; and

WHEREAS, the availability of funds for said purchase to be awarded herein have been certified by the Chief Financial Officer; and

CITY OF VINELAND, NJ

WHEREAS, the City of Vineland has certified that this meets the statute and regulations governing the award of said contracts;

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF VINELAND, that the Purchasing Agent is authorized to prepare a purchase order to procure the Johnston VT651 Vacuum Sweeper for a price not to exceed \$278,604.00.

BE IT FURTHER RESOLVED that the purchase order shall contain a requirement that “the vendor shall maintain all documentation related to products, transactions or services under this contract for a period of five years from the date of final payment. Such records shall be made available to the New Jersey Office of the State Comptroller upon request”.

Adopted:

---

President of Council

ATTEST:

---

City Clerk

**AWARD CONTRACT RESOLUTION REQUEST**

**From:** Miguel A. Mercado, Purchasing Agent

**To:** Business Administration

**Date of Request:** March 13, 2017

**City Council Meeting Date:** March 28, 2017

**Title:** Johnston VT651 Vacuum Sweeper

**Competitive Process:** National Cooperative Contract - HGACBuy Member ILC #15-4602

**Commend Period Ended:** February 17, 2017

**Resolution Request:**

This is a request to award the purchase of a Johnston VT651 Vacuum Sweeper in the amount of \$278,604.00 through the National Cooperative Contract – HGACBuy Contract #SW04-16. This purchase through the “national cooperative contract” is allowed under PL 2011, c.139.

The vendor is:           Johnston North America  
                                  606 A&B Performance Road  
                                  Mooresville, NC 28115

By using the national contract, the city will save time and costs associated with bid specification preparation, receiving bids and awarding a contract.

As required, a notice of intent to award this item using this NJPA contract was advertised on February 8, 2017 with a comment period ending February 17, 2017. No comments were submitted or received.

If you have any questions or need additional information, please contact me.

**CITY OF VINELAND**  
**DEPARTMENTAL REQUEST**



**USE OF NATIONAL COOPERATIVE CONTRACT**

TO: Purchasing Department

FROM: Department Public Works Solid Waste Div

DATE: 3/13/17

*per M. Mercado: HGAC Buy MG*

NAME OF COOPERATIVE ~~NJPA National Joint Powers Alliance~~

NATURE OF REQUEST (COMMODITY) Street Sweeper

AMOUNT \$ 278,604

Budgeted Item: Yes Recycling Grant Money  
025-0-00-50-5001-2-6230413 - \$92,858.71  
Account # 025-0-00-50-5001-2-6230414 - \$92,858.72  
025-0-00-50-5001-2-6230415 \$92,886.57

**The following documents must be attached:**


Proposal from vendor

Cost savings documentation to support purchase – this will include pricing from other vendors with a complete analysis of each to show a cost savings vs. public bidding.

(conduct due diligence to determine if the contract will result in costs savings after all factors, including charges for service, material and delivery, have been considered. )

12. Approved by:

  
\_\_\_\_\_  
SIGNATURE (DIRECTOR, DEPARTMENT HEAD, SUPERVISOR)

Send copies to:  
Business Administration   
Finance Office

**CITY OF VINELAND  
VINELAND, NEW JERSEY 08360**

**NOTICE OF INTENT TO AWARD CONTRACT UNDER  
A NATIONAL COOPERATIVE PURCHASING AGREEMENT**

The City of Vineland, NJ intends to participate in the HGACBuy Cooperative Program contract for:

Sweeping Equipment  
Johnston VT651 Vacuum Sweeper  
Contract # SW04-16

Information regarding this contract may be found at the City of Vineland, NJ, 640 E. Wood Street, City Hall – 5<sup>th</sup> Floor, Purchasing Office, Monday through Friday except legal holidays, from 8:30 am to 5:00 pm. The City of Vineland is a member of the Houston – Galveston Area Council of Governments National Cooperative Purchasing Program (HGAC-Buy) for contract #SW04-16, Sweeping Equipment. The contract terms as established by HGAC-Buy shall apply.

It is the intent of the Purchasing Division of the City of Vineland, NJ to make a contract award to Johnston North America, pursuant to the proposal submitted in response to the HGACBuy #SW04-16.

The City of Vineland is permitted to join national cooperative purchasing agreements under the authority of N.J.S.A. 52:34-6.2(b)(3)

Comment period ends: February 17, 2017

---

**Miguel A. Mercado, QPA  
Purchasing Agent**



**CONTRACT PRICING WORKSHEET**  
For Standard Equipment Purchases

Contract No.:

SW04-16

Date Prepared:

11/28/2016

**This Worksheet is prepared by Contractor and given to End User. If a PO is issued, both documents MUST be faxed to H-GAC @ 713-993-4548. Therefore please type or print legibly.**

Buying Agency:	City of Vineland, NJ	Contractor:	Johnston North America
Contact Person:		Prepared By:	Todd Parsons
Phone:		Phone:	704-658-1333
Fax:		Fax:	
Email:		Email:	todd.parsons@johnstonnorthamerica.com

Product Code:	<b>BD02</b>	Description:	<b>Johnston VT651 vacuum sweeper</b>
---------------	-------------	--------------	--------------------------------------

**A. Product Item Base Unit Price Per Contractor's H-GAC Contract:** \$145,000.00

**B. Published Options - Itemize below - Attach additional sheet if necessary - Include Option Code in description if applicable**  
(Note: Published Options are options which were submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
VT651-08 Top Mtd. Hydraulic Catch Basin Clnr.	\$7,500.00		
VT651-16 High Pressure Washdown with lance	\$6,900.00		
VT-651-20 Service Platform	\$525.00		
VT-651-30 JD 115 HP Auxiliary Engine	\$4,000.00		
VT-651-36 In Cab GB tilt control - dual	\$3,800.00		
VT-651-48 Bonded Inlet Duct and Seat - dual	\$2,500.00		
AC-VT651 Conv. Chassis Freightliner M2	\$102,000.00		
		<b>Subtotal From Additional Sheet(s):</b>	
		<b>Subtotal B:</b>	<b>\$127,225.00</b>

**C. Unpublished Options - Itemize below - Attach additional sheet if necessary**  
(Note: Unpublished options are items which were not submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
K-39911 - Add'l 4' Aluminim Extension	\$427.00		
K-30483 - Strobe, cab mount LED, w/limbguard	\$800.00		
K-39914 - Extension Rack, rear door	\$2,272.00		
		<b>Subtotal From Additional Sheet(s):</b>	
		<b>Subtotal C:</b>	<b>\$3,499.00</b>

**Check:** Total cost of Unpublished Options (C) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B). For this transaction the percentage is: 1%

**D. Total Cost before any other applicable Charges, Trade-Ins, Allowances, Discounts, Etc. (A+B+C)**

Quantity Ordered:	1	X Subtotal of A + B + C:	\$275,724.00	=	Subtotal D:	\$275,724.00
-------------------	---	--------------------------	--------------	---	-------------	--------------

**E. Trade-Ins / Special Discounts / Other Allowances / Freight / Installation / Miscellaneous Charges**

Description	Cost	Description	Cost
		Factory Freight	\$2,400.00
		Delivery to City	\$480.00
		<b>Subtotal E:</b>	<b>\$2,880.00</b>

**Delivery Date:** 90-120 ARO **F. Total Purchase Price (D+E):** \$278,604.00

The Johnston VT651 vacuum sweeper, which list for \$278,604.00 on the HGAC Buy Contract, would sell for approximately \$292,000.00 if a municipality were not on the HGAC Buy Contract. The City of Vineland Public Works has bought a similar Johnston Sweeper with a large hopper capacity in 2003. This sweeper has done an excellent job sweeping the streets of Vineland. In 2006, the City of Vineland bought an Elgin Whirlwind MV Duel SC8000 Vacuum Street Sweeper and the performance of this street sweeper was far below that of the Johnston Street Sweeper.

The City of Vineland had demos from both of the above vendors and the Johnston Sweeper outperformed the Elgin sweeper by a lot. The Elgin Sweeper does not have many of the features which the Johnston Sweeper has and this is why Elgin did not give us a bid during the public advertising period.

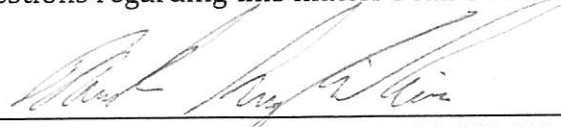
Features such as a top mounted hydraulic catch basin cleaner is a unique feature, which only the Johnston model has. This top mounted feature provides for a 360 turning radius to clean catch basins. This feature, which is also on our current Johnston Sweeper, is used often when flooding occurs.

Another feature which is unique to the Johnston Sweeper is a high pressure wash-down hose. This is used during special events for cleaning sidewalks and park pavilion floors where a lot of geese congregate.

The most important factor is the 115 horsepower vacuum engine which is important to the amount of suction that this vacuum sweeper has. This is far above the horsepower of its competitors and this is why the suction of this sweeper is much better than then the rest. Greater suction means less time sweeping an area, therefore, the City saves money with less time sweeping and more coverage of sweeping miles.

The Cumberland County Public Works bought this same Johnston Sweeper and is quite happy with its performance. I strongly recommend the City of Vineland purchase this Johnston sweeper.

If you have any questions regarding this matter I can be reached at extension 4083.



Mark Guglielmi, CPWM - Director of Public Works

MG/scf

CC: Bob Dickenson - Business Administrator  
Miguel Mercado - Purchasing Agent  
Sue Baldosaro - CFO

