



La Crosse County
Request for Proposal
Two (2)

Truck Bodies and associated
Snow removal equipment

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Section 1 - RFP Overview

1.1 Introduction

The objective of this procurement process is to select a vendor to provide the La Crosse County Highway Department with two (2) installed and operational dump truck bodies, front mounted, right side 9' wing plows, 12' reversible snow plow, front mounted, left side 9' wing plow, "V" box salt spreaders, on County supplied cabs and chassis'.

Incurred costs

The County is not responsible for any costs incurred by the Vendor in the preparation of the proposal, participation in the Vendors' meeting, or for any other cost to the Vendor associated with responding to the RFP

Section 2 - Proposal Submittal Instructions

2.1 RFP Schedule

The following is a list of the important dates for activities related to the RFP process. The County reserves the right to change these dates and will post the changes on its web site.

Activity	<i>Time</i>	Date
RFP released		December 1, 2016
Submission of proposals	10:00 AM	January 5, 2017
Public Works and Infrastructure Committee meeting	4:00 PM	February 6, 2017

*County Administrative Building
400 North 4th Street
La Crosse, WI
Room 3220

*Please note that this is the scheduled date as of the release of this RFP. It is the vendor's responsibility to be aware of Committee Meeting times and dates. This information can be accessed on the County web site at <http://www.co.la-crosse.wi.us> via clicking on the header "Meeting Minutes / Agendas" or by contacting the County Clerks office at 608-785-9623.

2.2 RFP location

This RFP is posted on the La Crosse County web site. The County reserves the right to amend this RFP at any time. In the event it becomes necessary to amend, alter or delete any part of the RFP, changes to the RFP will be posted on the web site. It is the vendor's responsibility to be aware of amendments that are posted on the web site. The address is:

<http://www.co.la-crosse.wi.us>

2.3 Submission of Questions

Scope of Work Questions:

Bob Boecher, Maintenance Superintendent 608-786-3841
rboecher@lacrossecounty.org

Procurement Process Questions:
Bryan Jostad, Finance Department, 608-785-5879
Jostad.bryan@co.la-crosse.wi.us

2.4 Submission of Proposals

All proposals shall be submitted in complete original form. No faxed or emailed proposals will be accepted. Proposals shall be sealed and marked "**Highway Truck Equipment**". **Vendors shall submit 1 completed copy of their proposal in a paper form. Vendor literature will not be an acceptable substitute for a completed RFP form. Vendor shall also submit one copy on a jump drive or cd.**

Sealed Proposals must be delivered no later than 10:00 am, January 5, 2017 to:

**Ron Chamberlain
Highway Department
301 Carlson Road
West Salem, WI 54669**

Proposals received after the above date and time will be returned unopened.

2.5 Opening of Proposals

The proposals will be publicly opened at 10:05 am, January 5, 2017 in the following location:

Highway Department
301 Carlson Road
West Salem, WI 54669

At that time, the names of vendors who properly submitted proposals will be announced. Announcement of the names of the vendors who submitted proposals is not a guarantee that the proposals otherwise comply with the specifications of this RFP.

2.6 Ownership of Proposals

All proposals submitted on time become the property of the County upon submission, and the proposals will not be returned to the Vendors. By submitting a proposal, the Responder agrees that the County may copy the proposal for purposes of facilitating the evaluation.

2.7 Other information

Vendors may submit any other information that is not described in this proposal that would be beneficial to the County. If in the vendor's opinion the County has overlooked anything material or relevant, such item(s) may be brought to the County's attention and be included in the proposal.

2.8 Amendments to the RFP

In the event it becomes necessary to amend, alter or delete any part of the RFP, changes to the RFP will be posted on the website. The address is:

<http://www.co.la-crosse.wi.us/RFP/default.htm>

2.9 Public Records Law

All proposals are subject to the Wisconsin Public Records Law.

Section 3 Specifications, equipment, warranty and training

Vendors shall describe their approach to provide the equipment and service described herein, including, but not limited to:

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		VENDOR COMPLIES	
		YES	NO
General:	<p>The following specifications describe the minimum requirements for two (2) 18 foot asphalt type dump bodies, two (2) 17 foot “V” box type salt spreader, two (2) front mounted 12 foot reversible snow plows with installed truck hitch, two (2) left front mounted, 9 foot wing plows, two (2) right front mounted, 9 foot wing plows, two (2) closed loop pre-wet systems, Force America hydraulic systems, Precise GPS data collection, and amber LED warning lighting.</p> <p>The equipment will be installed and delivered on the County supplied cab and chassis, _____ complete and ready for service. The application for this equipment will be for Interstate highway snow patrol duty in the winter and asphalt work in the summer.</p> <p>The equipment proposed will be 2016 or newer, of current design and regular production models for which specifications are available. Machine modifications to meet the operational and capacity requirements shall be limited to the manufacturer’s published standard and operational equipment. All operating specifications are based on current SAE standards and shall be the basis for determining compliance with specified requirements.</p> <p>The successful body equipment vendor will supply line set/engineering drawings of the proposed equipment for review by a County of La Crosse representative and a representative of the truck cab and chassis vendor.</p> <p>The truck cab and chassis vendor will also supply a set of drawings for review at this time. A meeting between the three entities will take place to insure the proper fit of components on the proposed truck chassis.</p> <p>Approval to proceed by the County must be given before production on the equipment can begin.</p> <p>Without prior approval, equipment may be rejected, even at the time of final delivery.</p>		
Dump Body:	<p>Dump body and hoist are to be installed with installer knowing the county will remove the body & hoist in the winter months and will install a truck frame mounted “V” box type material spreader, and vice versa for the summer.</p> <p>Mounted & fully operational.</p> <p>One year warranty</p> <p>18ft. Asphalt type box, AR400 steel construction, Uni-body design, preferred.</p> <p>Dump body to be primed and painted gray with Utech 2000 Acrylic Urethane Finish. County will supply a paint code number.</p> <p>AR400 steel dump body / Understructure & top of floor to be painted black.</p> <p>96” outside width & 84” inside width (20 cu. yrd. capacity minimum), 3/16” AR400 steel sides & ends.</p> <p>60in. high header with one piece, 3/16”. AR400 steel sloped sides from 60” header to 52” tailgate.</p> <p>1/4” AR400 steel tailgate.</p> <p>52in. tailgate height.</p> <p>Single panel, air trip tailgate, air over air.</p> <p>Install tailgate grab handles, one in each lower corner & install D-ring on top inside of tailgate.</p> <p>One piece 1/4” AR400 floor with rounded floor to side radius, 200,000 PSI tensile strength.</p> <p>Under frame is two 8” structural steel I-beam long sills fully welded to prevent internal rusting, with “No splices”.</p>		

		VENDOR COMPLIES	
		YES	NO
	<p>Bottom rub rails and top rails are sloped for dirt & debris shedding, 10ga, grade 50 steel. Fully boxed-in & fully welded top rails, 10ga, grade 50 steel. Contoured front corner post, 10ga, grade 50 steel. Full depth rear corner post, 7ga, 409 stainless steel. Steel 5 rung ladder and inside step, mounted on rear driver's side. Full width cab shield, 10 gauge, grade 50 steel, with 7 gauge end plates. Back-up alarm / Body-Up light switch wired to Ultra-6100 display. One set of shovel hooks, mounted to County spec TBD. (steel round stock). Two sets of mud flaps, rear set quick detachable type, behind drive wheels and one set in front of pusher axle.</p>		
Vibrator:	Cougar Vibrator, Model 3200, installed with additional custom plate, preferred.		
Tarp:	Donovan Electric tarp system with side mount springs, asphalt tarp, all aluminum arms & tarp housing, preferred.		
Trailer Hitch:	3/4" Rear Pintle Plate with heavy duty gussets and 45 ton pintle hitch with D-rings. 7 pole, round, spade type trailer plug, installed and wired for stop, turn and tail lights.		
Lighting:	<p>Three (3) oval light holes in each rear corner post (for F/S LED S/T/T, Back-Up, and amber warning Lights). Two (2) std. LED marker lights installed on both sides of rear corner post. LED 3-light cluster mounted on rear hitch plate. All electrical wiring connections will be put in heat shrink tubing & will run to a sealed junction box. Dump box electrical wiring will be run using 7/14 trailer wire to a 7 pole, spade type, round plug located on the passenger's side back of the cab. The trailer wire will be secured along the frame with the use of properly sized tubing clamps, with a maximum of 12" spacing. 3M reflective red/silver conspicuity tape is to be installed, both side of the dump body, along the rub rail. 3M reflective red/silver conspicuity tape to outline the tailgate.</p>		
Body Hoist:	<p>Mailhot Hoist model GS180-5.7-4 class 110 (Capacity is 26.3 ton), or approved equal. Single acting, power up/gravity down. Trunnion mounted nitrided cylinder. "No" cylinder doghouse: Cylinder is externally mounted in a full length cradle (for oil tank & valve body). Oil tank to be cradle mounted on passenger side between the front of the box and back of the cab. Valve body w/enclosure to be cradle mounted on the driver's side between the front of the box & back of cab. Rear hinge pins to be 303 stainless steel and rifle drilled with grease zerks. Garlock type hinge pin bushings. Proximity switch- used as hoist limiter. Two (2) safety body props. Two year factory warranty</p>		
Hydraulics:	Quick couplers for the dump body lift cylinder. The couplers are to be located along the rear of the cab. Placement to be determined by a La Crosse County representative before final installation begins.		

		VENDOR COMPLIES	
		YES	NO
“V” Box Spreader:	<p>Truck frame mounted “V” box type spreader is to be installed with installer knowing the county will remove the spreader in the summer months and will install a dump body and hoist.</p> <p>Body is unpainted.</p> <p>One year full warranty.</p> <p>17 “V” Box Spreader, to be constructed of 10ga. 201 stainless steel materials (no paint). 17 ft. body length.</p> <p>24” Combination roller chain type conveyor chain with 1/4” x 1-1/2” cross bars, minimum on 4.5” centers, preferred.</p> <p>50:1 ratio conveyor gear case with 2” drive & idler shafts with ball bearings. All bearings to be greasable. Remote grease lines to be added for difficult locations.</p> <p>All sprockets to be 8 tooth cast iron.</p> <p>4” spring loaded idler adjustment.</p> <p>Adjustable screw jack type feed gate control is to be curbside.</p> <p>10ga. 201 stainless steel sides & ends.</p> <p>7ga. 201 stainless steel replaceable bolt in floor.</p> <p>Steep 45 degree side slope, 84” wide by 62” high sides (minimum of 14½ cu. yrd. cap.).</p> <p>18” poly spinner disk with 6 fins.</p> <p>201 stainless steel Y-Chute with left & right enclosed chutes with hinged flip-up covers and center spinner assy, with 18” poly spinner disk.</p> <p>Air cylinder operated flipper for directing material to the left, to the center, or to the right.</p> <p>Chute must include by-pass cover for unloading.</p> <p>Four position baffle hood with three manual deflectors to regulate width of spreader pattern for center spinner</p> <p>Dump over type chute for faster unloading.</p> <p>Full length stainless steel catwalks w/ spring loaded truck frame mounting kit with interior lift hooks in all 4 corners to take spreader off chassis in the summer.</p> <p>Full width cab-shield on the front of spreader, 201 stainless steel.</p> <p>201 Stainless Steel fold-up ladder steps, installed on driver’s side.</p> <p>Two sets of mud flaps, rear set behind drive wheels and one set in front of pusher axle.</p> <p>“V” box unload mode. There will be a mode incorporated in the hydraulic and mechanical systems to facilitate fast unloading of the spread material for after storm cleanup of the material spreader.</p>		
Reflective Panels:	<p>Reflective Chevron panels, red and fluorescent lime yellow, covering the entire back of the “V” box</p> <p>3M reflective red/silver conspicuity tape is to be installed, both side of the salt spreader body, on the outer edge of the cat walk.</p>		
Tarp:	<p>Tarp system installed full length side to side w/ hand crank off the back being fully rolled up on the right side.</p>		
Pre-Wet:	<p>Two (2) 200 gallon polyethylene pre-wet tanks, mounted to the left rear & right rear of the spreader body.</p> <p>201 stainless steel mounting hardware for pre-wet system.</p> <p>Pre-wet to operate from Ultra control center.</p> <p>Quick disconnects for Pre-wet system</p>		

		VENDOR COMPLIES	
		YES	NO
Hydraulics:	Quick couplers for spreader conveyor and spinner. The couplers are to be located along the rear of the cab. Placement to be determined by a La Crosse County representative before final installation begins.		
Lighting:	<p>Federal Signal LED S/T/T lights and LED Warning lights – Rubber grommet mounted in 2-hole stainless steel light boxes, welded to the rear of the spreader. Placement of the light boxes to be determined by a La Crosse County representative before final installation begins.</p> <p>Two (2) LED work lights to be used as back up lights & sander work lights with weatherproof connectors. Placement of the light boxes to be determined by a La Crosse County representative before final installation begins. Wire the work/back-up lights to factory back-up lights & a dedicated switch.</p> <p>LED 3-light cluster mounted on rear of spreader.</p> <p>Two (2) std. LED marker lights installed on rear of spreader just above each rear tire facing rearward.</p> <p>Two (2) std. LED marker lights installed on rear of spreader just above each rear tire facing outward.</p> <p>One (1) LED wing work light, wired factory truck switch with weatherproof connectors. Weather-Pack waterproof connector for rear warning lights, S/T/T lights, and work lights.</p> <p>Spreader electrical wiring will be run using 7/14 trailer wire to a 7 pole, spade type, round plug located on the passenger’s side back of the cab. The trailer wire will be secured along the frame with the use of properly sized tubing clamps, with a maximum of 12” spacing.</p>		
Hydraulic Closed Loop Pre-Wet System:	<p>1.21 CIR geroler type hydraulic drive motor with flow meter.</p> <p>7 GPM @ 1600 RPM, minimum, gear pump drive, preferred.</p> <p>Drive system is in a stainless steel enclosure.</p> <p>This pre-wet system is to be controlled in the SSC6100 control center.</p> <p>Bulk tank fill quick couplings are supplied.</p> <p>Replaceable in-line screen strainer.</p> <p>PVC shut off valves.</p> <p>Set-up to have nozzles spray liquid directly on to the material as it comes off the conveyor (Confirm nozzle location).</p> <p>Hardware, hoses, fittings.</p>		
Hydraulic System:	<p>Mounted & fully operational.</p> <p>One year warranty</p> <p>Force America FASD45L (6.0 cu. in.), engine dampener driven, load sense pump with 12 volt pump shut off w/ override switch.</p> <p>Force America AAF-10 function Add-A-Fold valve body to run sander conveyer & spinner, plow lift & plow reversing, the RH wing toe & RH heel, the LH wing toe & LH heel, pre-wet, & the dump box w/ relief on down side.</p> <p>Stainless steel valve enclosure to be cradle mounted on the driver’s side between the front of the box & back of the cab.</p> <p>30 gallon Stainless Steel hydraulic oil reservoir with in tank filter assembly, sight & temperature gauges.</p> <p>Oil tank to be cradle mounted on passenger side between the front of the box and back of the cab.</p>		

Low oil and temperature sending unit wired to Ultra Controller / hydraulic oil / 2" ball valve for suction shut off tank.
 MPJC6100-4-Ultra Proportional Controller, 4-stick controller with integrated SSC6100 spreader control.
 7" diagonal color TFT LCD low profile widescreen display (get location details).
 Proximity switch (hoist limiter).
 Install feedback sensors for the sander & pre-wet.
 Filter by-pass.
 All hydraulic lines will have swivel ends and will be wrapped and hung to county spec.
 Main pressure hose will have sleeved nylon covering from pump to valve body.
 Include dust caps & plugs for all couplers (use JIC fittings where couplers are not being used).
 Ultra-Controller joystick order: 1) Hoist, 2) Plow, 3) LH Wing, 4) RH Wing.
 Ultra-Controller switch order:
 1) HID Lights, 2) Roto Chains, 3) Pump Override, 4) Auxiliary, 5) Spreader Power (on/off)
 Factory supplied chassis switches:
 1) Strobe Lights, 2) Wing Lights, 3) Sander Lights, 4) Tarp, 5) Vibrator, 6) Spare Plow/Truck Lights (switch is to be supplied with the truck chassis)

Precise GPS

Data Collection: Precise IX-403H AVL system - collection box and cables.
 Precise permanent mount antenna, P/N 1095475.
 Fully integrated with the SSC6100.
 Install front Plow Sensor.
 Mounted and fully operational.
 One year warranty

Road Watch: Road Watch – Road Surface & Air temp sensor- installed on driver’s side mirror – viewed on 6100 display screen.

Front Plow: 12 foot, power reversible snow plow.
 12ft. plow length.
 48in. plow height.
 10ga. Moldboard.
 Loop hitch, plow portion.
 Heavy Duty Push-frame constructed with ½" thick steel and 112" long minimum, eight ½" ribs, fully welded, six main hinge points with the furthest hinge point extending about 15" from the end of the plow.
 Four (4) moldboard “extension type” trip springs made of 9/16" wire and are adjustable with hand tools.
 One (1) heavy duty 4" x 13" power reversing cylinder w/ 2" Nitrided rod, brass bushing and grease zerk at live end of cylinder for extended wear.
 Live end of cylinder is equipped with a brass bushing and grease zerk for extended wear.
 DXV cushion valve to protect swing cylinder- mounted on front bumper.
 A-Frame pivot pin to be minimum of 2" in diameter and run thru a total of 8¾" of bushing length.
 A-frame to support push frame pivot on 2-sides and must be greaseable.
 Bottom angle (frog) is ¾" x 4" x 4" with reinforcing gussets (¼" x 4" x 7" every 12" on center).
 Plow is 100% welded.
 Rubber snow flap, 3 ply, ½" thick x 12" wide x 12' long.
 Plow end markers, red cable type.

	VENDOR COMPLIES	
	YES	NO
<p>Crank adjustable parking stand. Carbide cutting edge, 3/4" x 6" with 1/2" x 6" cover blade, standard AASHO punch. 3/4" round stock welded to each end of the moldboard, full height. Shoe brackets for future use. Stucchi brand plow coupler (for connecting under pressure) - includes parking station. Primed and painted standard Omaha orange. One year warranty.</p> <p>Truck Hitch: Universal Pin & Loop style. 3" x 10" single acting lift cylinder with Nitrated rod. Heavy duty bumper 1/2" x 4" x 8" x 90". Custom hood stops installed on the front bumper. Hitch is bolted to front of truck not welded. Mounted & fully operational. One year warranty.</p> <p>Dual Front Mount Wings: Front mount - left & right hand wings. All hydraulic lift, "No cables or slide posts". 9ft. moldboard length. 30in. to 38in. tapered moldboard height. 3/16in. moldboard thickness. 1 1/2" main pivot bolt. Eight 1/2" ribs, fully welded. Heavy duty adjustable spring loaded push beams with shear pins. Floating link arm at the heel. Double acting toe cylinder with 3 1/2" bore, 2" Nitrited rod and must have a minimum of 12 3/4" of float. Double acting 4" x 13" D-cell type heel cylinder with 2" Nitrided rod. 3/4" x 4" x 4" lower angle, fully gusseted (top and bottom). 3/4" x 8" cutting edge with standard AASHO punch (pre drilled holes for carbide blades). Safety chain at the toe/safety chain with rear stop. Two (2) 3/4" thick vertical connecting links. Two (2) 3/4" thick top horizontal floating links. Two (2) 1" thick bottom horizontal floating links. Four (4) 1 1/2" link bolts with 10 1/2" total bushing length and grease zerks. 1/2" thick mounting for the slab. Extra grease zerk option. All six (6) ears connecting the vertical link assembly and the wing slab are to have bushings and grease zerks. Bushings are to have a minimum of 1/4" thick walls. 1/2" x 4" x 6" rectangular front tube assembly that MUST run through both front cheek plates. Cross tube is to be split and pinned for ease of separating the left & right post assemblies for service & summer storage. Sight markers on discharge end of the moldboards and post assemblies. Adjustable air bag kit with in-cab controls (each wing). Hoses & quick couplers with dust caps as needed. Mounted & fully operational. Primed and painted standard Omaha orange. One year warranty.</p>		

Wing Lights: Whelen wing warning lights- model WFLOW1A, each front wing, installed with a proximity switch to turn on the warning light the when wings goes down into plowing position, with disconnect.

Truck Lighting: Two (2) Federal Signal 15” LED Highlighter warning lights (#454201-HL25), mounted on heavy duty adjustable aluminum light bar with custom 2” risers
One set of Hella Model 996167191/201 front mounted snow plowing lights with signals, high & low beams w/60/55 watt bulbs std. install, off cowling of truck hood w/ custom made stainless steel mounting brackets.
Hella model 90673B (AS200) - HID lights mounted on the aluminum light bar assembly.

Warranty: The warranty period is to begin on the date of completed equipment delivery to the County of La Crosse.

Filters: Two (2) complete sets of replacement hydraulic filters, per vehicle, will be provided at time of delivery.

Manuals: 1(one) complete set of Operations, Maintenance, and Repair manuals or CD’s will be provided for this equipment and all added sub-systems at the time the vehicles are delivered.

Optional Equipment: Installed back-up camera for the winter maintenance equipment:

\$ _____

Automatic chain grip system for snow and ice use – Installed (tandem axle application)
Capable of forward and reverse operation
6 strands of chain
Mounted and fully operational
One year warranty

\$ _____

LED auxiliary plow lights with heated cover lenses.

\$ _____

17. 5’ “V” box material spreader

\$ _____

Do not add options to final cost asked for below.

SPECIFICATION EXCEPTION PAGE

Write any exceptions to the above specifications, note if the exception exceeds the specification, or does not meet the specification.

Section 4 How to respond to this RFP

4.1 Provide the information requested in Section 3

4.2 Complete the Cost Schedule page in Section 6 below

Section 5 Evaluation of Proposals

5.1 Evaluation Criteria

La Crosse County will evaluate the proposals using the criteria described below.

Category	Points
Equipmentspecifications and features	30
Cost	50
Warranty	20
Total	100
Vendor History	0 to -15
Grand Total	

5.2 Vendor History with La Crosse County

The equipment in this RFP is crucial to an important public service performed by the La Crosse County Highway Department. As part of this evaluation, a vendor may have up to 15 points subtracted based on the vendor's past historical integrity in regards to providing required equipment specifications and supporting the performance of equipment.

Vendors with no previous history will be scored a zero

Section 7 - Terms and Conditions

7.1 The County reserves the right to accept or reject any or all proposals or portions thereof without stated cause.

7.2. The County reserves the right to re-issue any requests for proposals.

7.3. Upon the selection of a finalist vendor, the County by its proper officials, employees, or agents shall attempt to negotiate and reach a final agreement with this vendor. If the County, for any reason, is unable to reach a final agreement with this vendor; the County reserves the right to reject such vendor and negotiate a final agreement with the vendor who has the next most viable proposal. The County may also elect to reject all proposals and re-issue a request for proposal.

7.4 Clarification of proposals: The County reserves the right to obtain clarification of any point in a vendor's proposal or obtain additional information.

3.5 The County is not bound to accept the proposal with the lowest cost, but may accept the proposal that demonstrates the best ability to meet the needs of the County.

7.5.1 The County will award the purchase to the vendor whose proposal is most advantageous to the County. In determining the most beneficial offer, the County will consider such criteria as, but not limited to, cost, quality/workmanship, capability, standardization, major and minor exceptions to our specifications, superior design features, warranty, delivery, past experience, installation, equality, discount, customer satisfaction, bidder's past performance and/or service reputation, and servicing capabilities. The County may opt to establish alternate selection criteria to protect its best interest, or to meet performance and operational standards.

7.6 The County reserves the right to waive any formalities, defects, or irregularities in any proposal, response, and/or submittal where the acceptance, rejection, or waiving of such is in the best interests of the County.

7.7 The County reserves the right to disqualify any proposal, before or after opening, upon evidence of collusion, intent to defraud, or any other illegal practice on the part of the vendor.

7.8 The Vendor agrees to the fullest extent permitted by law, to indemnify, defend and hold harmless, the Purchaser, and its agents, officers and employees, from and against all loss or expense including costs and attorney fees by reason of liability for damages including suits at law or in equity, caused by any wrongful, intentional, or negligent act or omission of the Vendor, or its (their) agents and / or sub-contractors which may arise out of or connected with activities covered by this contract.

7.9 The selected vendor shall not subcontract or assign any interest in the contract and shall not transfer any interest in the same without prior written consent of the County.

7.10 No reports, information, or data given to or prepared by the firm under contract shall be made available to any individual or organization by the firm without the prior written approval of the County.

7.11 Should the selected vendor merge or be purchased by another individual or firm contract continuation would be at the County's option.

7.12 Brand names and brand specific specifications are used to establish general characteristics and standards of quality and performance. They are not used to limit competition. Vendors are encouraged to propose substitutes they consider equal to or better than what is specified and to state such substitutions on the exceptions page. Failure to list substitutions on the exceptions page may cause rejection of the bid, even at the time of delivery.

End of RFP