

**Form C**


**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**



Company Name: Frank J. Zamboni & Co., Inc.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS

Proposer's Signature:  Date: 2-15-17

**NJPA's clarification on exceptions listed above:**



Contract Award  
RFP #030117

FORM D



Formal Offering of Proposal  
(To be completed only by the Proposer)

RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES

In compliance with the Request for Proposal (RFP) for RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Frank J. Zamboni & Co., Inc. Date: 2-15-17

Company Address: 15714 Colorado Ave.

City: Paramount State: CA Zip: 90723

Contact Person: Doug Peters Title: Regional Sales Manager

Authorized Signature:  DOUG PETERS  
(Name printed or typed)

**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

NJPA Contract #: 030117-FZC

Proposer's full legal name: Frank J. Zamboni & Co., Inc.

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be April 14, 2017 and will expire on April 14, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

**NJPA Authorized Signatures:**

  
\_\_\_\_\_  
NJPA DIRECTOR OF COOPERATIVE CONTRACTS  
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

  
\_\_\_\_\_  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on April 14, 2017

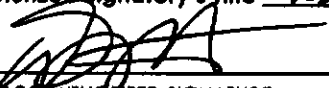
NJPA Contract # 030117-FZC

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name FRANK J. ZAMBONI & CO INC

Authorized Signatory's Title REGIONAL SALES MANAGER

  
\_\_\_\_\_  
VENDOR AUTHORIZED SIGNATURE

  
\_\_\_\_\_  
(NAME PRINTED OR TYPED)

Executed on 4-17, 2017

NJPA Contract # 030117-FZC

**FRANK J. ZAMBONI & CO., INC.**

15714 Colorado Avenue  
Paramount, CA 90723-4211  
Phone (562) 633-0751  
Fax (562) 633-9365  
www.zamboni.com

**Form P**

1. Our terms are net 30 days from the date the machine ships.
2. Zamboni has partnered with National Cooperative Leasing (NCL) to offer NJPA members a complete suite of finance solutions. NCL is a current NJPA financing contract holder (#032615-NCL) and is an industry expert in municipal financing solutions. NCL will offer leasing terms from 12-120 months on transactions from \$5,000.00 and up. Traditional leasing and financing programs will be offered along with programs specifically designed for schools and governmental entities including Tax-Exempt Municipal Leases and a Purchase Order Only program.  
There is no ownership, common ownership, or control between Zamboni and NCL.
3. We offer leasing through
4. When talking to potential customers who are NJPA eligible they are advised that we hold an NJPA contract. The customer is provided pricing for the machine and the options that are available to them. Once they have decided on their choice of options a revised proposal is sent to them reflecting the NJPA discount. They then either issue a purchase order against this proposal, provide a letter advising to proceed or we provide them with a simple 1 page contract. Our 2 dealers have been informed about the value of promoting & utilizing the NJPA program and have had numerous sales under our current contract. All quarterly reporting is done directly by the Zamboni Company to streamline as well as provide it as quickly as possible.
5. Due to the large dollar amount of our machines we have not been asked if we would accept payment through a P-card. We do accept wire transfers which more municipalities are trending to as a form of payment.
6. A copy of our standard warranty is enclosed. Labor is not a typical component of our warranty. We refer to it as common sense. We do not cover labor to replace a burnt out headlight, but will cover labor in most cases for a major component of the machine. We work with our distributor network, our suppliers and their networks as well as outside resources to handle warranty issues.  
Our warranty period is 2 years or 2000 hours. We have never had a customer exceed the hour time frame. If labor is covered it includes the travel time to the customer.  
As described earlier if a customer is outside of our distributor network we have multiple other resources to address their problem. We cover the warranty issues on all components of our machines and then go back to our suppliers to deal directly with them. This eliminates the customer from having to deal with this process.
7. We do not offer a service contract direct from the factory. Where a distributor is located and it makes sense for the customer, they may contract with their Zamboni distributor for a service contract.
8. We have enclosed machine proposals for the Zamboni Ice Resurfacer line, associated options and our ice edger's.

**ZAMBONI®**

9. A 3% discount is offered to all NJPA members off of the current list price at the time pricing is provided to them. A copy of current machines, options & edger's along with current pricing is enclosed for your review.
10. The discount that we would offer is 3% to NJPA members. This does not apply to freight.
11. The discount that we are offering to NJPA customers is not offered to other entities and is only available through the NJPA contract price offering.
12. We do not offer quantity, volume discounts or rebates.
13. We do not offer cost plus pricing on our machines.
14. Freight is an additional cost and varies for each customer based on proximity to us. Training is provided to customers who request it. Basic training is at no additional cost to them. If they want multiple days or extensive training, a price would be negotiated based on location and who was doing the instruction.
15. The Zamboni Company arranges shipment of the machine and secures it in the trailer for safe transport. The customer is responsible in most instances to remove the machine on their end from the trailer and offload.
16. For Alaska shipments we utilize Lynden Transport for most all shipments. These shipments are generally the same except the trailer is usually loaded onto a barge out of Seattle. This process is also a bit longer transit time than in the lower 48.  
There are no public ice rink customers in Hawaii.  
Canadian shipments are handled the same as in the US.
17. Due to the size of our product, the manner in which we ship them has not changed much in the over 65 years of our company's history.
18. Our production schedule lists sales under NJPA contract purchases. This is used along with the Individual sales orders to keep a master spread sheet of all NJPA sales. A report is sent to the NJPA quarterly along with the administration fee due.
19. Under our current NJPA contract we have been paying a 1.5% administrative fee for all purchases made under this contract. We have grown NJPA contract sales from 2 units sold in our first reporting quarter to an average of over 9 sales per quarter with total volume in dollars sold averaging over one million dollars per quarter over the last 2 years.  
As we have been able to educate our customers about the NJPA program our sales through it continue to grow. We have sold over 80 machines through the NJPA contract pricing. Our next reporting quarter will again exceed \$1,000,000.00 in sales.  
We are estimating that at least another 20+ units are under contract at this time to be purchased through our NJPA contract before the end of the calendar year 2017.  
We respectfully request that our administrative fee be kept at 1.5% of the purchase price.
20. We are the world's leading producer of ice resurfacing machines. We provide multiple ice resurfacing and edging options for the ice arena & ice surface marketplace.
21. We feel at this time we fit comfortably within this contract category.

22. None at this time.
23. The Zamboni Company was the first company to produce an ice resurfacers. We have been in business for almost 70 years. We were the first company to produce an electric machine which was used at the Olympic Games in Squaw Valley in 1960. We continue to research and develop new features to make our equipment easier to operate, cleaner for the environment and safer for the facility & operator. We produce more machines than all of our competitors combined. Features that we introduced years ago are now only being attempted to be copied.
24. Zamboni introduced a patented down pressure system years ago back, that is still utilized. This system allows for superior ice shaving capabilities that are unmatched by any competitor. In 1990 we introduced an electric machine to meet the operating requirements of a typical community ice rink. We continue to refine & introduce new products to the marketplace such as computer controlled water delivery, safer and easier blade changing as well as a laser system to control ice thickness through automated adjustment based on ice conditions.