

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 #: 052417-FNN

Proposer's full legal name: FINN Corporation

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 October 2, 2017 and will expire on October 2, 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 September 29, 2017

NJPA Contract # 052417-FNN

Vendor Authorized Signatures:

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

Vendor Name Finn Corporation

Authorized Signatory's Title Vice President of Sales and Marketing

VENDOR AUTHORIZED SIGNATURE

Gregory G. Lee
(NAME PRINTED OR TYPED)

Executed on Sept 29, 20

NJPA Contract # 052417-FNN



Form G
ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES

Possible Points	Alpicon	Aluma Group (TO) Inc	ATMAX Equipment Co.	Bergman Inc	BOMAG America, Inc	Bonall Industries Inc.	Carlson Paving Products, Inc	Cement Tech	Confine, Inc.	Craftco, Inc	Diamond Motors, Inc
Conformance to Terms											
Condition to Include	50	43	43	40	42	38	35	38	43	36	40
Documentation	400	327	327	258	258	276	276	316	320	320	338
Financial, Industry and	75	59	57	54	53	51	52	57	53	51	54
Manufacturer Successes											
Bidder's Ability to Sell	100	72	87	57	72	70	68	78	82	72	77
Services Contract											
Bidder's Marketing Plan	50	39	45	37	43	38	36	39	42	37	39
Value Added Attributes	75	67	67	38	63	61	62	62	63	58	63
Warranty Coverages and	50	40	42	40	41	41	39	39	42	40	43
Information											
Product and Variety of											
Products and Services	200	159	170	159	159	151	149	153	163	159	157
Offered											
Total Points	1,000	862	853	694	694	723	682	738	783	783	851
Rate Order	14	14	31	31	11.5	25	33	29	8	19.5	17

Possible Points	Falcon Repair Maintenance Equipment, LLC	FNN Corporation	Keller Morris International	M&S Companies, Inc. (Response #1)	M&S Companies, Inc. (Response #2)	Midland Machinery Co., Inc.	PE Loader Corporation	Peterson Corp	R.L. Parsons & Sons, ECI	Rhinold, Inc	Road Walker LLC
Conformance to Terms											
Condition to Include	50	42	40	41	39	39	40	43	42	41	39
Documentation	400	324	310	255	305	305	309	304	344	320	295
Financial, Industry and	75	64	52	51	52	59	51	51	55	50	55
Manufacturer Successes											
Bidder's Ability to Sell	100	77	81	78	80	81	78	81	74	81	70
Services Contract											
Bidder's Marketing Plan	50	43	41	43	39	38	40	43	40	42	40
Value Added Attributes	75	65	61	62	57	54	61	64	58	64	58
Warranty Coverages and	50	44	43	44	40	45	36	42	41	39	39
Information											
Product and Variety of											
Products and Services	200	159	165	151	162	141	143	172	148	158	146
Offered											
Total Points	1,000	819	804	745	735	759	766	810	783	805	799
Rate Order	6	13	21	18	23	21	9	11.5	11.5	5	25

Possible Points	Roadhog, Inc.	Spaulding Mfg Inc	Stump Manufacturing	Swenson Spreader, LLC	Tyler Corporation	Turbolaser Corp.	United Rotary Bush Corporation	United Traffic Services, Inc. DBA EZ-Liner Industries	VT Lumber Inc	Waterbury, LLC	Wheeler
Conformance to Terms											
Condition to Include	50	41	39	40	39	42	36	39	43	43	41
Documentation	400	320	285	284	337	337	321	321	371	368	317
Financial, Industry and	75	60	58	59	56	63	63	62	64	64	62
Manufacturer Successes											
Bidder's Ability to Sell	100	78	71	71	68	64	68	77	81	83	87
Services Contract											
Bidder's Marketing Plan	50	34	38	40	34	43	33	32	41	43	42
Value Added Attributes	75	59	53	55	58	53	51	50	54	53	53
Warranty Coverages and	50	40	41	40	42	42	35	40	38	43	40
Information											
Product and Variety of											
Products and Services	200	160	149	168	147	147	140	164	164	172	165
Offered											
Total Points	1,000	795	758	758	841	841	778	778	794	808	817
Rate Order	15	24	24	24	3	3	20	21	4	4	7

Chris Robinson
Chris Robinson, JD, NJPA
Kim Austin
Kim Austin, NJPA
Carol Jackson
Carol Jackson, NJPA
Tim Spitzley
Tim Spitzley, NJPA
Keith Hansen
Keith Hansen, CPA, NJPA