



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia Master Agreement

Order Date: 12-18-2022

CORRECT ORDER NUMBER MUST
APPEAR ON ALL PACKAGES, INVOICES,
AND SHIPPING PAPERS. QUESTIONS
CONCERNING THIS ORDER SHOULD BE
DIRECTED TO THE DEPARTMENT
CONTACT.

Order Number:	CMA 0803 0070 DOT2000000041 4	Procurement Folder:	629407
Document Name:	4WD TRACTOR W/MID-MTD.18' BOOM MOWER (7020EC09)	Reason for Modification:	Change Order No. 3 to renew and increase contract , per attached documentation
Document Description:	4WD TRACTOR W/MID-MTD.18' BOOM MOWER (7020EC09)		
Procurement Type:	Central Master Agreement		
Buyer Name:			
Telephone:			
Email:			
Shipping Method:	Best Way	Effective Start Date:	2020-01-01
Free on Board:	FOB Dest, Freight Prepaid	Effective End Date:	2023-12-31

VENDOR	DEPARTMENT CONTACT																				
Vendor Customer Code: 000000202582 MIDDLETOWN TRACTOR SALES 2050 BOYERS DR FAIRMONT WV 26554 US Vendor Contact Phone: 999-999-9999 Extension: Discount Details: <table><thead><tr><th></th><th>Discount Allowed</th><th>Discount Percentage</th><th>Discount Days</th></tr></thead><tbody><tr><td>#1</td><td>No</td><td>0.0000</td><td>0</td></tr><tr><td>#2</td><td>No</td><td></td><td></td></tr><tr><td>#3</td><td>No</td><td></td><td></td></tr><tr><td>#4</td><td>No</td><td></td><td></td></tr></tbody></table>		Discount Allowed	Discount Percentage	Discount Days	#1	No	0.0000	0	#2	No			#3	No			#4	No			Requestor Name: Pamela J Hall Requestor Phone: (304) 473-5342 Requestor.Email: pamela.j.hall@wv.gov 23 FILE LOCATION
	Discount Allowed	Discount Percentage	Discount Days																		
#1	No	0.0000	0																		
#2	No																				
#3	No																				
#4	No																				

INVOICE TO	SHIP TO
DIVISION OF HIGHWAYS EQUIPMENT DIVISION RT 33 83 BRUSHY ROAD CROSSING, PO BOX 610 BUCKHANNON WV 26201 US	DIVISION OF HIGHWAYS EQUIPMENT DIVISION 83 BRUSHY FORK RD CROSSING BUCKHANNON WV 26201 US

Total Order Amount:

Open End

Purchasing Division's File Copy

ENTERED

PURCHASING DIVISION AUTHORIZATION
DATE: 12-20-22
ELECTRONIC SIGNATURE ON FILE

ATTORNEY GENERAL APPROVAL AS TO FORM
DATE: 12/22/2022
ELECTRONIC SIGNATURE ON FILE

ENCUMBRANCE CERTIFICATION
DATE: 12/22/2022
ELECTRONIC SIGNATURE ON FILE

Extended Description:

Change Order No. 3- To renew and increase the original contract according to all terms, conditions, and specifications contained in the original contract and all authorized change orders.

The contract is increased as defined in the attached documentation. Commodity Line 3 has been added to show new pricing effective 1/1/2023.

Effective dates of renewal: 01/01/2023 through 12/31/2023

Renewal Remaining: 0

All provisions of the original Contract and subsequent Change Orders not modified herein shall remain in full force and effect.

No other changes.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
1	21101701			EA	99334.020000
	Service From	Service To			
Commodity Ln Discontinued					

Commodity Line Description: 4WD TRACTOR MID-MTD. 18' BOOM MOWER/ROTARY HEAD

Extended Description:

Line discontinued due to price increase on Change Order 2; effective date 1/1/2022

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
2	21101701			EA	112271.530000
	Service From	Service To			

Commodity Line Description: 4WD TRACTOR MID-MTD. 18' BOOM MOWER/ROTARY HEAD

Extended Description:

FOUR-WHEEL DRIVE TRACTOR JOHN DEERE 5100M W/MID-MOUNT 18-FT TIGER BENGAL ARTICULATED BOOM MOWER W/TIGER 60-INCH ROTARY CUTTING HEAD OR EQUAL

Price increase effective 1/1/2022

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
3	21101701			EA	125666.780000
	Service From	Service To			

Commodity Line Description: 4WD TRACTOR MID-MTD. 18' BOOM MOWER/ROTARY HEAD

Extended Description:

FOUR-WHEEL DRIVE TRACTOR JOHN DEERE 5100M W/MID-MOUNT 18-FT TIGER BENGAL ARTICULATED BOOM MOWER W/TIGER 60-INCH ROTARY CUTTING HEAD OR EQUAL

Price increase effective 1/1/2023



Jim Wriston
12/20/22

WEST VIRGINIA DEPARTMENT OF TRANSPORTATION
Division of Highways

D. Alan Reed, P.E.
State Highway Engineer

1900 Kanawha Boulevard East • Building Five • Room 110
Charleston, West Virginia 25305-0430 • (304) 558-3505

Jimmy Wriston, P. E.
Secretary of Transportation
Commissioner of Highways

November 21, 2022

MEMORANDUM

TO: John Estep
Department of Administration
WV State Purchasing Division

FROM: Jeffrey M. Pifer P.E.
Director
Equipment Division

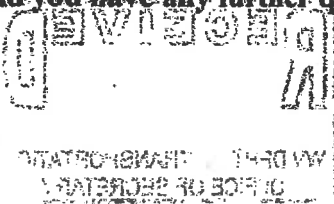
Jeffrey M. Pifer
Director

SUBJECT: Contract Change Order # 3 Contract Renewal with Price Increase CMA 0803
DOT2000000036 / 7020EC07

Middletown Tractor Sales has sent a request to renew the 4WD Utility Tractor contract for an additional year. The vendor is also requesting a price increase for the utility tractor. Attached is supporting information from the vendor and manufacturer.

Should you have any further questions, please feel free to contact my office at 304-473-5500.

JMP:ph





MIDDLETOWN
TRACTOR SALES



JOHN DEERE

2050 Boyers Dr., Fairmont, WV 26554
Phone (304) 366-4690 Ext. 224 Fax (304) 366-4698
E-mail: adam@middletowntractor.com

November 15, 2022

****Confidential Information****

West Virginia Department of Transportation
Division of Highways
Brushy Fork Road,
Buckhannon, WV 26201

RE: Contract renewal for Master Agreement CMA 0803 0070 DOT2000000041 – 4WD
Tractor w/Mid-MTD 18' Boom Mower (7020EC09) – John Deere 5100M and Tiger 18'
Bengal Boom Mower

To Whom It May Concern:

We would like to renew the above referenced contract for a period of one year under the same terms and conditions, other than a price increase as follows.

Since this is highly sensitive information, please consider it and the attachments within this letter as Confidential. This information should not be shared with anyone outside the State of West Virginia's Purchasing Department and Department of Highways.

Attached are copies of our invoice costs from the manufactures to us, that prove the direct pass-through cost change. They show the actual cost change of this unit. We are only asking for a price increase equal to the amount of this cost change.

Price Change Summary:

Line Item	Description	2021 Invoice Cost	-	2022 Invoice Cost	=	Direct Pass-through Cost	+	Current Contract Price	=	Proposed Contract Price
	John Deere Tractor	\$70,732.62	-	\$79,463.67	=	\$8,731.05				
	Tiger Boom Mower	\$46,818.70	-	\$51,482.90	=	\$4,664.20				
0001	Subtotal	\$117,551.32	-	\$130,946.57	=	\$13,395.25	+	\$112,271.53	=	\$125,666.78

For further proof of the cost increase by the manufacture, please see the attached:

- *Marked as #1 in the upper right-hand corner* – This is the invoice cost of the tractor from as of December 1, 2021. It totals \$70,732.62.
- *Marked as #2 in the upper right-hand corner* – This is the current invoice cost of the 2022 tractor from John Deere, which totals \$79,463.67. Due to

emission standard changes this is now a 5105M tractor (105 hp, which meets or exceeds the current 5100M tractor, which is no longer available).

- *Marked as #3 in the upper right-hand corner* – This is the invoice cost of the Tiger Boom Mower November 8, 2021. It totals \$46,818.70.
- *Marked as #4 in the upper right-hand corner* – This is the invoice cost of the Tiger Boom Mower as of November 1, 2022. It totals \$51,482.90.

It is our hopes that the State understands that this price increase is not frivolous but necessary to continue the contract. We also hope that the State realizes that whether it accepts our request, or cancels the contract and rebids it, there will be an ultimate realized price increase to the State. However, by accepting this increase now you can lock in the price for an additional 12 months as well as save additional time and expense from the rebid process, all while maintaining a quality contract.

We look forward to continuing our business relationship with the State of West Virginia and would be willing to answer any other questions you have. Thank you for your consideration.

Sincerely,

A handwritten signature in cursive script that reads "Adam Boyers".

Adam Boyers
President
Middletown Tractor Sales



JOHN DEERE

Agriculture & Turf Division
2000 John Deere Run, Cary, North Carolina 27513
Phone: 919-804-2678
Fax: 309-749-1575
Email: EngelmohrStacyA@JohnDeere.com

Stacy A. Engelmohr
Sr. Strategic Account Manager - Government Sales

November 15, 2022

Reference: Price Adjustment for John Deere Equipment

To Whom it May Concern:

John Deere regularly reevaluates the costs and pricing strategy associated with its equipment to ensure the Company's profitability while striving to make sure customers receive a fair market price. Cost of steel and other manufacturing resources have significantly increased. These changes in production cost have required John Deere to update pricing on many product groups.

As a result of this evaluation, Deere & Company has published new price pages for all US dealers effective November 1, 2022. These price pages should be used for all future sales in the of the John Deere tractors and attachments.

Respectfully,

Stacy A. Engelmohr

Stacy A. Engelmohr