



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

Request for Quotation

RFQ NUMBER
 PKG076200

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 KRISTA FERRELL
 304-558-2596

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

Tennant Sales and Service Company
 701 North Lilac Drive
 P.O. Box 1452
 Minneapolis, MN 55440

SHIP TO

DEPARTMENT OF ADMINISTRATION
 GENERAL SERVICES DIVISION
 BUILDING 13 PARKING GARAGE
 GREENBRIER ST & PIEDMONT RD
 CHARLESTON, WV
 25301 304-558-2317

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
02/27/2007	NET 30		DESTINATION	
BID OPENING DATE: 03/15/2007		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
THIS ADDENDUM IS ISSUED TO ANSWER TECHNICAL QUESTIONS SUBMITTED PRIOR TO THE FEBRUARY 27, 2007 DEADLINE. ALSO TO EXTEND THE BID OPENING DATE.						
BID OPENING DATE IS EXTENDED TO: 03/15/2007						
BID OPENING TIME REMAINS: 1:30 PM						
***** END ADDENDUM NO. 1 *****						
0001	1	EA		765-77	47,611.22	47,611.22
				TENNANT M20 INTEGRATED SCRUBBER-SWEEPER, OR EQUAL		
***** THIS IS THE END OF RFQ PKG076200 ***** TOTAL:						47,611.22
West Virginia Vendor # 709030123						

RECEIVED

2007 MAR -8 A 9:54

PURCHASING DIVISION
 STATE OF WV

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE 800-553-8033	DATE 3/7/07
TITLE Pricing and Bid Manager	FEIN 41-1986217	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
14. **HIPAA Business Associate Addendum -** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

SIGNED BID TO:

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

RFQ# PKG076200
Addendum No. 1
Answers to Technical Questions

- 1.) On page 7, item number 5 of your RFQ states Scrubber-sweeper must be able to produce a cleaning path of 40-60 inches wet or dry with a forward speed of at least 6 miles per hour. The Tennant M 20 has two available wet cleaning paths of 40 and 54 (See attached Tennant Technical Spec)? The product we intend to bid as an alternate has three available wet cleaning paths of 43, 48 and 54. To properly comply with the RFQ as stated, I will be forced to quote all three of our models. I assume Tennant will do the same with their two versions. Can you talk with your end users and narrow down the wet cleaning path they need ?

Answer: The original intent of this statement was to provide a cleaning path of at least 40 inches and not to exceed 60 inches wet or dry. We are comfortable and would accept any dimension between 40 and 60 inches for this portion of the specification.



George R. Kelzer / Pricing and Bid Manager



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RFQ COPY
 TYPE NAME/ADDRESS HERE
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 701 North Lilac Drive
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 25301 304-558-2317

Minneapolis, MN 55440

DATE PRINTED: 02/13/2007	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: 03/08/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		765-77	47,611.22	47,611.22
TENNANT M20 INTEGRATED SCRUBBER-SWEEPER, OR EQUAL REQUEST FOR QUOTATION THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA DEPARTMENT OF ADMINISTRATION'S GENERAL SERVICE DIVISION, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH (1) TENNANT MODEL #M20 INTEGRATED SCRUBBER-SWEEPER (OR EQUIVALENT) PER THE ATTACHED SPECIFICATIONS. TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE WEST VIRGINIA PURCHASING DIVISION VIA FAX AT 304-558-4115, VIA EMAIL AT KFERRELL@WVADMIN.GOV OR VIA MAIL AT THE ADDRESS SHOWN IN THE BODY OF THIS RFQ. DEADLINE FOR TECHNICAL QUESTIONS IS FEBRUARY 27, 2007 AT 5PM. ALL TECHNICAL QUESTIONS RECEIVED, IF ANY, WILL BE ANSWERED BY ADDENDUM AFTER THE DEADLINE. QUESTIONS CONCERNING THE ACTUAL SUBMISSION OF A VENDOR'S BID MAY BE SUBMITTED AT ANY TIME PRIOR TO THE BID OPENING DATE AND IN ANY FORMAT. BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATI- CALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER. THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Krista Ferrell</i>	TELEPHONE 800-553-8033	DATE 3/7/07
TITLE Pricing and Bid Manager	FEIN 41-1986217	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

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5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
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SIGNED BID TO:

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



State of West Virginia
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 Purchasing Division
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**Request for
 Quotation**

RFQ NUMBER
 PKG076200

PAGE
 2

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 KRISTA FERRELL
 304-558-2596

VENDOR

RFQ COPY

TYPE NAME/ADDRESS HERE

Tennant Sales and Service a company
 701 N.Lilac Dr.
 Minneapolis MN 55440

SHIP TO

DEPARTMENT OF ADMINISTRATION
 GENERAL SERVICES DIVISION
 BUILDING 13 PARKING GARAGE
 GREENBRIER ST & PIEDMONT RD
 CHARLESTON, WV
 25301 304-558-2317

DATE PRINTED 02/13/2007	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: 03/08/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p>VENDOR PREFERENCE CERTIFICATE</p> <p>CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).</p> <p>A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED: DOES NOT APPLY</p> <p>() BIDDER IS AN INDIVIDUAL RESIDENT VENDOR AND HAS RESIDED CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>() BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHIP INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

SIGNATURE <i>Cory J. Klein</i>	TELEPHONE 800-553-8033	DATE 3-7-07
TITLE Pricing and Bid Manager	41-1986217	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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

QUOTATION

PKG076200

3

ADDRESS CORRESPONDENCE TO ATTENTION OF

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 304-558-2596

RFQ COPY
 TYPE NAME/ADDRESS HERE

VENDOR

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02/13/2007				

BID OPENING DATE: 03/08/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>() BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID;</p> <p>OR</p> <p>() BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

NATURE	TELEPHONE	DATE
<i>Cery P. Kelso</i>	800-553-8033	3-7-07
Price and Bid Manager	FEIN 41-1986217	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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PAGE
 4

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Tennant Sales and Service Company
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 Minneapolis, MN 55440

SHIP TO

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BID OPENING DATE: 03/08/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>Does Not apply</p> <p>BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: <u>Tennant Sales and Service Company</u></p> <p>DATE: <u>3-7-07</u></p> <p>SIGNED: <u><i>George R. Kelzer</i></u> George R. Kelzer</p> <p>TITLE: <u>Pricing and Bid Manager</u></p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S)</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
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Quotation

PKG076200

5

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02/13/2007				

ID OPENING DATE: 03/08/2007 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: KF-21</p> <p>RFQ. NO.: PKG076200</p> <p>BID OPENING DATE: 03/08/2007</p> <p>BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: (763) 513-2116</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS		
NATURE	TELEPHONE	DATE
<i>Ang L. Kelly</i>	800-553-8033	3-7-07
E Pricing and Bid Manager		ADDRESS CHANGES TO BE NOTED ABOVE

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BID OPENING DATE: **03/08/2007** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
CONTACT PERSON (PLEASE PRINT CLEARLY):						
Bill Hatten						
***** THIS IS THE END OF RFQ PKG076200 ***** TOTAL:						<u>47,611.22</u>

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Greg R. Kelzer</i>	TELEPHONE 800-553-8033	DATE 3-7-07
TITLE Pricing and Bid Manager	41-1986217	ADDRESS CHANGES TO BE NOTED ABOVE

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REQUEST FOR QUOTATIONS
#PKG076200

The West Virginia Purchasing Division for the West Virginia Department of Administration, General Services Division, is soliciting bids for one (1) Tennant Model #M20 Integrated Scrubber-Sweeper, or equivalent. The Division intends to use the equipment to clean its parking garage facility located at Piedmont Road and Greenbrier Street on a daily basis. This facility has a maximum height of 7 feet 0 inches. Vendor must provide a base cost of the equipment and required accessories, plus a detailed listing of any available options. Available options will not be used to in the evaluation of this equipment.

The desired parking lot sweeper shall meet the following specifications.

1. Scrubber-sweeper will use LPG (liquefied petroleum gas) fuel only. No other fuel sources will be accepted;
2. Scrubber-sweeper must have a dust-control system on vehicle at all times, to inhibit damage to vehicles parked within or pedestrians walking within parking garage;
3. Scrubber-sweeper (and all accessories) must be new; neither used or refurbished nor demonstration models will be accepted;
4. Scrubber-sweeper must have the following equipment on base unit: two dry-type two-stage air filters, low/high temperature shutdown system (to prevent equipment damage), electronic instruments (hour meter, oil pressure indicator, amp gauge, water temperature gauge); flashing lights, steering wheel horn, power steering, tilt steering wheel, adjustable seat, armrest, seatbelt, headlights, taillights, and back-up or reverse motion warning system.
5. Scrubber-sweeper must be able to produce a cleaning path of 40-60 inches wet or dry with a forward speed of at least 6 miles per hour.
6. Scrubber-sweeper must be able to operate up to a minimum of one hour on each tank of fuel.
7. Scrubber-sweeper must have brushes and squeegee blades which can be changed out with ease, and with the use of no tools, for cleaning, repair and replacement.

The awarded vendor must provide the following additional services:

1. At no additional cost, the successful vendor will train General Services' employees in operation and maintenance of the provided equipment and its accessories. Training will be held at the Capitol Complex, Charleston West

Virginia and will be performed at the time of delivery of equipment or within five working days of the delivery date.

2. The successful vendor will provide a 36-month warranty on the provided equipment (excluding batteries), and at least 24-months in an on-site labor warranty.
3. The successful vendor must have a service center local enough to provide a less than 24-hour response for service calls for the equipment.

Technical questions and/or clarifications should be addressed in writing to:

Krista Ferrell, Senior Buyer
WV Purchasing Division
2019 Washington, St., East
P.O. Box 50130
Charleston, WV 25305-0130
Telephone: (304) 558-2596
Fax: (304) 558-4115
Email: kferrell@wv.admin.gov

009

Required Features for #PKG076200

Base Price \$ 46,645.26

REQUIREMENTS	YES	NO	COST
Hopper Sensors for Fire	x		included in price
Corner Protection Guards	x		included in price
On Board Diagnostics	x		included in price
Quick Release of Brushes and Squeegee	x		included in price
Front Wheel Steering	x		included in price
Touch Pad Controls	x		included in price
Wet/Dry Operations	x		included in price
Safety Cage for Operator	x		\$965.96
Dump Height to 60 inches	x		included in price
Forward speed of at least 6 miles per hour	x		included in price
Reverse Speed up to 3 miles per hour	x		included in price
Dust Filtration System 3 Microns	x		included in price
Hand Changing of all Brushes and Squeegees	x		included in price
Cleaning Path of 40 - 60 inches	x		included in price
Minimum Brushes 2	x		included in price
Shipping/handling Charges	x		included in price

Please see attached sheet for optional equipment.

TOTAL \$ 47,611.22



701 N. Lilac Drive
P.O. Box 1452
Minneapolis, MN
55440-1452

T: 763.540.1200
F: 763.540.1437

Optional Equipment priced as follows:

9001309 SPRAY NOZZLE \$506.62

9001337 SQUEEGEE GUARD \$691.90

A F F I D A V I T**West Virginia Code §5A-3-10a states:**

No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owned is an amount greater than one thousand dollars in the aggregate

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

EXCEPTION:

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

LICENSING:

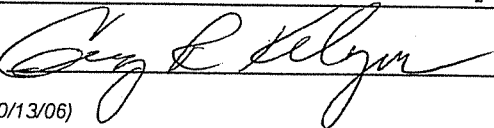
Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

CONFIDENTIALITY:

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: Tennant Sales and Service Company

Authorized Signature: 

Date: 3-7-07



TENNANT SALES AND SERVICE COMPANY
 701 NORTH LILAC DRIVE
 MINNEAPOLIS MN 55422
 USA
 Tel: 1-800-553-8033 Fax: 1-763-513-2142

Quotation

Ship To:
 STATE OF WEST VIRGINIA
 DEPT OF ADMINISTRATION
 1900 KANAWHA BLVD E BLDG 1 RM MB12
 CHARLESTON WV 25305-0123
 USA

Customer Number: 4029712
 STATE OF WEST VIRGINIA
 DEPT OF ADMINISTRATION
 1900 KANAWHA BLVD E BLDG 1 RM MB12
 CHARLESTON WV 25305-0123
 USA

ORDER INFORMATION
Quotation Number: 24600787
Quotation Date: 03/06/07
Valid Until: 05/06/07
Cust. PO No.: BID: PKG076200
Buyer: DENNIS STEWART 304-558-4590
Delivery Terms: FOB DESTINATION
Payment Terms: Net 30 Days
Currency: US Dollars

Bill To: ACCOUNTS PAYABLE
 STATE OF WEST VIRGINIA
 DEPT OF ADMINISTRATION
 1900 KANAWHA BLVD E BLDG 1 RM MB12
 CHARLESTON WV 25305-0123
 USA

Qty	Material	Description	Unit Price	Extended Value
1	PC M20	MODEL M20 SCRUBBER/SWEEPER		
	<i>Machine as equipped:</i>			
	M_20	M20 SCRUBBER SWEEPER		
	M20 LPG	ENGINE KIT, LPG, FI, [M20]		
	331380	OPERATOR MANUAL G/LP ENGLISH		
	331381	PARTS MANUAL G/LP ENGLISH		
	398313	LP TANK		
	1030969	POLYPRO HD MAIN BRUSH		
	05725	POLY SCB SIDE BRUSH 16.0		
	9001313	OHG		
	9001959	SIDEBRUSH ASSEMBLY		
	9001319	FaST (FOR WITH SIDEBRUSH)		
	9001320	BACKUP ALARM		
	9001326	FLASHING LIGHT [TANK MOUNT]		
	1021878	FaST 665 # 4 LITER FaST-PAK ##		
	9001344	NON-MARKING TIRES		
	1027759	VIDEO, OPERATOR DVD		
	50619	ULTIMATE PERFORMANCE GUARANTEE		
	9001839	NAVL DESTINATION KIT		

Sales Rep: HATTEN, BILL 800-553-8033 X7472
Prepared By: Nicholas Graves, Customer Service Representative



TENNANT SALES AND SERVICE COMPANY
 701 NORTH LILAC DRIVE
 MINNEAPOLIS MN 55422
 USA
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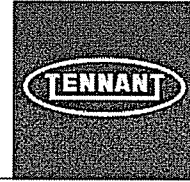
ORDER INFORMATION
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Bill To: ACCOUNTS PAYABLE
 STATE OF WEST VIRGINIA
 DEPT OF ADMINISTRATION
 1900 KANAWHA BLVD E BLDG 1 RM MB12
 CHARLESTON WV 25305-0123
 USA

Qty	Material	Description	Unit Price	Extended Value
		GSA Price Adjustment	-3.50 %	-1,676.78
		Price	0.00	46,231.22
		Net Value	0.00	46,231.22
		Subtotal		46,231.22
		Net Freight		1,380.00
		Total		47,611.22
	Optional Equipment priced as follows:			
	9001309 SPRAY NOZZLE \$506.62			
	9001337 SQUEEGEE GUARD \$691.90			

Sales Rep: HATTEN, BILL 800-553-8033 X7472
Prepared By: Nicholas Graves, Customer Service Representative

North American Industrial Limited Warranty



Machine Type	Model	Parts	Labor	Travel	Hourmeter
Scrubbers	550 ¹ /1550 ¹ 7400 ¹	24 Months	6 Months	6 Months	2000
	7200, 7300, T20 ¹	36 Months	24 Months	6 Months	2000
Sweepers	6200, 6400	24 Months	6 Months	6 Months	2000
	Sentinel ³	24 Months	6 Months	6 Months	2400
	6600 ^{1,2} /6650 ^{1,2} 800 ^{1,2} /810 ^{1,2}	48 Months	6 Months	6 Months	2800
	Centurion	See Centurion New Machine Limited Warranty policy for details			
Sweeper / Scrubbers	8200 ¹ /8210 ¹ 8410 ¹	24 Months	6 Months	6 Months	2000
	8300	36 Months	24 Months	6 Months	2000
Scrubber / Sweeper	M20 ¹	36 Months	24 Months	6 Months	2000
Litter Vacs	ATLV4300 Litterhawk™	24 Months	6 Months	6 Months	2000

¹ See EPA Emission Control Warranty Statement for details on the emission control system coverage for machines equipped with the certified GM engine.

² GM engines in these models carry a five (5) year or 3,000 hour (whichever occurs first) parts warranty, excluding starters, alternators, belts, general maintenance items, or failure due to improper maintenance.

³ Hopper and water tank carry a 5-year or 5,000 hour (whichever occurs first) parts warranty.

NEW MACHINE WARRANTY

Tennant Company warrants to the original purchaser, for the above-stated periods (whichever occurs first), that machines will be free from defects in workmanship and material, provided that machines are installed, operated, and maintained in accordance with Tennant Company's written manuals or other instructions.

The warranty period begins on the installation date at the end-user site. This warranty does not apply to damage or failure caused by accident, misuse, negligence, abuse, improper repair, or maintenance of the machines. Please refer to Operator Manual for proper machine operation and maintenance instructions.

Demonstrator machines purchased from Tennant Company carry the same warranty as a new machine.

LABOR AND TRAVEL WARRANTY

Tennant Company will, at its option, provide labor and travel or pay for outside repair for the above-stated periods.

PARTS WARRANTY

Parts replaced or repaired under this warranty are guaranteed for the remainder of the warranty period. Consumable parts, expected to wear from normal use, are not covered under the parts warranty. Items that are covered on a prorated basis include tires (1 year) and batteries (2 years). Some industrial steel tray batteries are warranted by the manufacturer for five (5) years. Brushes that fail due to defect within one (1) year will be covered based on percentage of remaining bristle length. Duramer hopper, solution, and recovery tanks are warranted for eight (8) years or 5000 hours (whichever occurs first).

REPAIR PARTS WARRANTY

After the warranty period expires, repair parts supplied by Tennant Company are warranted against defects for the period of ninety (90) days, excluding: engines, major hydraulic components, and major electrical components which are warranted for one (1) year. The repair parts warranty only covers parts, not labor or travel.

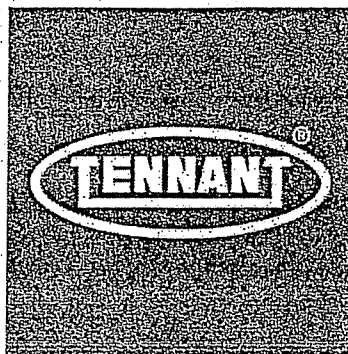
SERVICE LABOR WARRANTY

Labor and travel performed by a Tennant Company service representative are warranted for thirty (30) days from the date the repairs are completed. This policy does not cover work performed by any service company other than Tennant Company, and is restricted to the specific repair operation or component for which a claim is made.

DISCLAIMER

TENNANT COMPANY EXPRESSLY DISCLAIMS ANY AND ALL OTHER WARRANTIES EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. TENNANT SHALL NOT BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES, WHETHER DIRECT OR INDIRECT, INCLUDING, BUT NOT LIMITED TO, BUYER'S LOSS OF MATERIAL OR PROFITS, INCREASED EXPENSE OF OPERATION, BODILY INJURY, LOSS OF USE OF PROPERTY OR DOWNTIME.

Tennant Company reserves the right to change its warranty policy without notice.



TENNANT SALES AND SERVICE COMPANY DELEGATION OF AUTHORITY

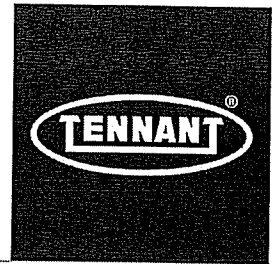
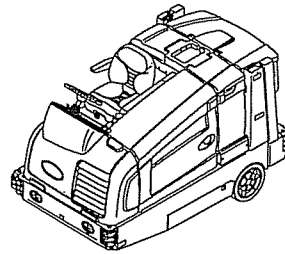
I, Andrew J. Eckert, President of Tennant Sales and Service Company, pursuant to the By-Laws of Tennant Sales and Service Company, a Minnesota corporation, do hereby delegate authority to George Kelzer, Manager of Pricing, Bids, Quotations and Contracts, to sign bids, bid bonds, performance bonds, quotes and requests for information from federal, state, county, municipal or local governments, as well as corporate entities, on behalf of the Company as long as he remains in his current position or until December 31, 2007, whichever shall occur first.

This delegation shall be in force and effect from January 1, 2007, so long as said George Kelzer remains Manager of Pricing, Bids, Quotations and Contracts, or until December 31, 2007, whichever shall occur first.

Dated this 23 day of January, 2007 at Minneapolis, Minnesota.

A handwritten signature in black ink, appearing to read "Andrew Eckert", written over a horizontal line.

Andrew J. Eckert
President
TENNANT SALES AND SERVICE COMPANY



Model M20 Specifications

INDUSTRIAL RIDER SCRUBBER-SWEEPER

INTEGRATED CLEANING SYSTEM

Cleaning path	40 in 1,020 mm
With scrubbing side brush	54 in 1,370 mm
With sweeping side brush	56 in 1,420 mm
Cylindrical main brushes	
Brush speed	480 rpm
Brush diameter (2)	12 in 300 mm
Brush down pressure (up to)	390 lb 177 kg
Disk side brush	
Brush speed	150 rpm
Brush diameter – scrubbing	16 in 410 mm
Brush diameter – sweeping	21 in 530 mm
Tanks	
Solution tank	56 gal 212 L
Solution capacity with ES [®]	74 gal 280 L
Recovery tank	73 gal 276 L
Demisting chamber	16 gal 61 L
Debris hopper	
Volume capacity	3.9 ft ³ 110 L
Weight capacity	390 lb 177 kg
Dump height (variable to)	60 in 1,520 mm
Vacuum fans	
Scrubbing fan speed	11,000 rpm
Scrubbing fan water lift	35 in 890 mm
Sweeping fan speed	6,500 rpm
Sweeping fan airflow	290 cfm 8.2 m ³ /min

DUST CONTROL SYSTEM

Filter system	Synthetic fiber panel
Filter area	78 ft ² 7.3 m ²
Dust filtration (to)	3 microns at 99% efficiency
Monitoring	Yes
Shaker mechanism (automatic)	Timed, beater bar

PROPELLING SYSTEM

Propel speed forward (variable up to)	8.0 mph 12.9 km/h
Propel speed reverse (variable up to)	3.0 mph 4.8 km/h
Engine-gasoline/LPG (1.6 L)	55 hp 41 kW
Gradeability	
Transport at gross weight	10.0 deg / 18.0%
Working (cleaning)	8.0 deg / 14%
Ground clearance (transport)	3 in 80 mm
Tire front (1), solid	18 x 5.5 in 460 x 140 mm
Tires rear (2), solid	16 x 3.5 in 410 x 90 mm

MACHINE DIMENSIONS

Length	95 in 2,410 mm
Width	
Frame	50 in 1,270 mm
Rear squeegee	51 in 1,300 mm
With side brush	58 in 1,470 mm
Height	58 in 1,470 mm
With overhead guard	83.5 in 2,120 mm
Weight – empty	3,300 lb 1,497 kg
Minimum aisle turn	110 in 2,790 mm

STANDARD FEATURES

1-STEP™ scrubbing/sweeping operation
 Demisting chamber
 Dual vacuum fans
 Dura-Track™ parabolic, breakaway rear squeegee
 Duramer™ exterior and hopper
 EasyOpen™ service access
 ErgoSpace™ operator compartment w/ deluxe seat
 FaST™ - Foam-activated Scrubbing Technology
 FloorSmart™ cleaning system
 Grip-N-Go™ corner rollers
 Headlights and LED taillights w/ back-up alert
 Hygenic[®] solution and recovery tanks
 InstantAccess™ filter change
 MaxPro™ hydraulic technology
 Touch-N-Go™ control panel
 Thermo-Sentry™ hopper fire sensor
 Variable Drain Valves™ - solution and recovery
 Underwriter's Laboratory (UL[®]) certified

OPTIONAL EQUIPMENT

Audio back-up alarm
 Custom paint
 ES[®] - Extended Scrub system (not with FaST™)
 Fire extinguisher
 Flashing warning light
 Overhead guard
 Safety warning light
 Side Brush - Edge cleaning for scrubbing or sweeping
 Spray hose – 15 ft / 5 m w/ cleanout tool
 Squeegee protection kit
 Squeegee vacuum wand
 Strobing warning light
 Tire Options

WARRANTY

Please refer to your local Tennant representative for information.

For a complete selection of genuine Tennant brushes and parts, please consult the *M20 Parts and Consumables Reference Sheet*.



March 6, 2007

State of West Virginia
Department of Administration
2019 Washington Street East
Charleston, WV 25305-0130

701 N. Lilac Drive
P.O. Box 1452
Minneapolis, MN
55440-1452

T: 763.540.1200
F: 763.540.1437

REF: "Tennant M20 Scrubber-Sweeper"

Dear :Ms. Krista Ferrell,

We are pleased to enclose our literature, specifications, and quotation on our TENNANT Model M20 .

Prices quoted are FOB Department of Administration, Charleston, WV. Shipping point is Minneapolis, Minnesota. Our terms of payment are net 30 days.

At the present time, shipment of the TENNANT Model M20 can be made in approximately 25 days after receipt of order. Please allow an additional week for the unit to be in transit.

Should you have any questions or desire additional information, please feel free to contact Bill Hatten, our Division Representative for your area, through our sales office listed below.

We appreciate the opportunity to submit our proposal and look forward to serving your maintenance needs.

Very truly yours,

A handwritten signature in black ink, appearing to read "Nick Graves", written over the typed name.

Nicholas Graves
Quotations Coordinator

NJG

SALES OFFICE
(800) 553-8033