



Government to Government Cooperative Purchasing Services



www.govlifts.com/hunter
1-800-833-2006



NJPA is now Sourcewell



STATE CONTRACT AWARD OVERVIEW* (www.govlifts.com/hunter)

ALABAMA

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

ALASKA

★ N-2017-VEH-0001
 03/29/2017 - 02/09/2022

ARIZONA

★ ADSP019-215108
 10/10/2018 - 02/09/2022

ARKANSAS

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

CALIFORNIA

★ CMAS-4-13-56-0055A
 12/12/2013 - 6/30/2023

COLORADO

★ 113094
 10/05/2018 - 02/09/2022

CONNECTICUT

★ 17PSX0074
 06/06/2017 - 2/09/2022

DELAWARE

★ GSS17405-VEHLIFT
 02/28/2017 - 02/09/2022

FLORIDA

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

GEORGIA (MOHAWK ONLY)

★ SWC 90817-001
 02/23/2011 - 02/24/2020

GEORGIA (MOHAWK & HUNTER)

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

HAWAII

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

IDAHO

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

ILLINOIS

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

INDIANA

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

IOWA

★ MA005 18039
 08/01/2017 - 02/09/2022

KANSAS

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

KENTUCKY

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

LOUISIANA

★ 4400001445 T#92456
 09/08/2015 - 09/07/2019

MAINE

★ MA-7031000000000000103
 03/10/2017 - 02/09/2022

MARYLAND

★ BPO 001B8400064
 12/27/2017 - 07/21/2020

MASSACHUSETTS

★ VEH105
 07/28/2017 - 07/21/2020

MICHIGAN

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

MINNESOTA

★ 126294
 05/22/2018 - 02/09/2022

MISSISSIPPI

★ 8200031877
 04/05/2017 - 02/10/2022

MISSOURI

★ CC180160002
 07/18/2017 - 02/10/2022

MONTANA

★ 05316
 03/20/2017 - 02/9/2022

NEBRASKA

★ 14791 OC
 05/22/2017 - 07/21/2020

NEVADA

★ 8544
 02/10/2017 - 02/09/2022

NEW HAMPSHIRE

★ 8002279
 02/10/2018 - 02/10/2022

NEW JERSEY (NON-STATE)

★ #ESCNJ 18/19-36 Co-op
 #65MCESCCPS
 11/16/2018 - 11/15/2020

NEW MEXICO

★ 80-000-18-00047AC
 04/10/2018 - 02/09/2022

NEW YORK

★ PC67221
 10/21/2015 - 07/20/2020

NORTH CAROLINA

★ 070D
 04/21/2017 - 02/10/2022

NORTH DAKOTA

★ 395
 02/10/2017 - 02/09/2022

OHIO

★ RS901319-1
 02/27/2019 - 07/21/2020

OKLAHOMA

★ SW798
 05/25/2017 - 02/09/2022

OREGON

★ MA #05316 PA #7671
 10/27/2017 - 02/10/2022

PENNSYLVANIA

★ 4400017609
 08/18/2017 - 02/10/2022

RHODE ISLAND

★ MPA# 548 Award #3567737
 05/15/2018 - 02/09/2022

SOUTH CAROLINA

★ 4400016132
 05/19/2017 - 02/9/2022

SOUTH DAKOTA

★ 17051
 02/10/2017 - 02/09/2022

TENNESSEE

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

TEXAS

★ TXMAS-18-23V05
 08/01/2018 - 07/21/2020

UTAH

★ MA2002
 02/10/2017 - 02/09/2022

VERMONT

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

VIRGINIA

★ E194-77248
 05/17/2017 - 02/09/2022

WASHINGTON

★ 05316
 02/10/2017 - 02/09/2022

WEST VIRGINIA

★ 061015-MRL
 07/21/2015 - 7/21/2020
 ☀ Sourcwell/NJPA Award

WISCONSIN

★ 505ENT-017-VEHICLELFT-01
 04/13/2017 - 02/10/2022

WYOMING

★ 061015-MRL
 07/21/2015 - 07/21/2020
 ☀ Sourcwell/NJPA Award

GSA

★ GS-07F-207AA
 07/1/2013 - 06/30/2023

HGACBUY

★ FL03-19
 03/01/2017 - 02/28/2021

* This is a representation of current state contracts at the time of publication and is subject to change at any time. Visit www.govlifts.com for details or contact your representative for information on each individual state contract.

Vendor of Record: **Mohawk Resources LTD**

★ = CONTRACT NUMBER

07/21/2015 - 07/21/2020 = CONTRACT PERIOD

+ = CONTRACT EXTENSION

☀ = CONTRACT THROUGH NATIONAL GOVERNMENT COOPERATIVE

█ = STATE CONTRACT

█ = STATE CONTRACT 

█ = ALTERNATE CONTRACT FOR GOVERNMENT AGENCIES



GET THE EQUIPMENT YOU WANT

Government Contracts: Competitively bid and competitively awarded.

HUNTER
Engineering Company



MOHAWK LIFTS



WHY USE AN ESTABLISHED STATE CONTRACT?

Save time:

State Procurement estimates the standard RFP/Bid Process consumes 259 procurement man-hours; that's equal to over \$11,000 in salary!

Save money:

Don't pay more for quality — leverage the volume purchasing power of government agencies across the U.S.

City, county, and state agencies

Can use the State Contract to purchase Mohawk lifts & Hunter wheel service equipment.

Full Compliance

with Public Procurement and Records Regulations.

Ease of Use

the work (and risk) of award and administration is managed on your behalf.

*All Products include **PREPAID FREIGHT!***

For full details on state contracts, go to www.govlifts.com/hunter

Hunter's state-of-the-art automotive technology



WinAlign® Alignment System

Receive accurate results in seconds with Hunter's highly-efficient alignment system.



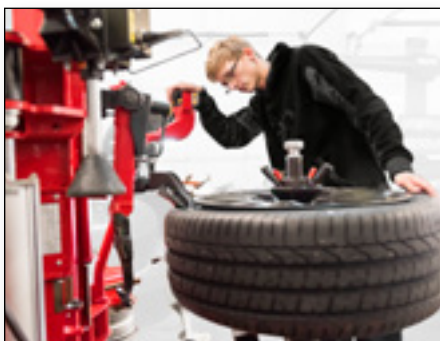
RX Scissor Lifts

Maximize productivity by handling large capacities on space-saving, low-to-ground lifts.



Road Force Elite® GSP9700

Solve vibration problems with Hunter's innovative complete wheel diagnostics.



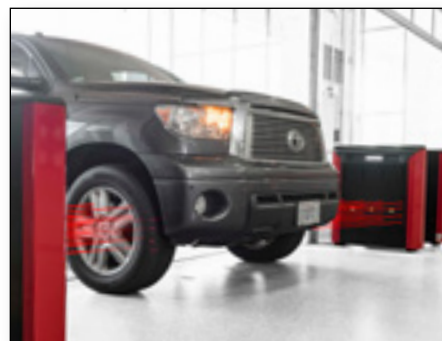
TC39 Tire Changer

Easy-to-use center clamp tire changers with bead press arm to assist in mounting of difficult assemblies.



AutoComp Elite™ On-Car Brake Lathe

Service each rotor precisely in less than 9 minutes.



Inspection Systems

Test alignment angles, brakes, emissions, battery health, tire pressure and tread depth in minutes!



WinAlign® Heavy-Duty Alignment System

Save time and effort with Hunter's alignment system designed for multi-axle vehicles.



ForceMatch® HD Balancer

End wheel vibrations for a wide range of vehicles from passenger cars to Class 8 trucks.



TCX625HD Tire Changer

Service over-the-road truck tires safely and easily. Easy-to-use features make it ideal for match-mounting.

HUNTER
Engineering Company

ALIGNMENT SYSTEMS

WINALIGN® ALIGNMENT SYSTEM

WinAlign® fully integrates the functions of the console, sensors and lift into one highly efficient alignment system.

WinAlign® systems build profits and find service opportunities with:

- ✓ The most extensive vehicle information database in the industry
- ✓ Vehicle-specific adjustment tools and procedures
- ✓ Graphically driven step-by-step instructions
- ✓ Automated tasks that save steps and speed service
- ✓ Many configurations to fit challenging shop floor layouts



HAWKEYE ELITE®

Hunter's QuickGrip® adaptors and three-dimensional targets accelerate service with setup times in seconds, not minutes.

- ✓ Lightweight
- ✓ No metal-to-metal contact
- ✓ No knob twisting



ProAlign® alignment system also available.

LIFT RACKS

RX SCISSOR LIFT

Hunter's RX Scissor Lift is "a must" for service centers with high volume and limited workspace.

- ✓ 10,000-, 12,000-, 14,000- and 16,000-lb. capacities
- ✓ Clear access to front and rear
- ✓ Optional PowerSlide® auto-lock system controls turnplates and slipplates
- ✓ Optional Inflation Station sets tire pressure without cumbersome hoses and gauges



Model RX14KIS

FOUR-POST LIFTS

Expand service capabilities with Hunter's high-capacity four-post lifts.

- ✓ Massive 18,000-lb. capacity
- ✓ Industry leading 26" wide runways
- ✓ Increased maximum wheelbases accommodate large vehicles
- ✓ PowerSlide® and Inflation Station options available



Model L451T-PS

INSPECTION LANE

QUICK CHECK DRIVE™

Unmanned alignment inspection system accelerates your alignment business with automated inspection.

- ✓ Within seconds, total toe and camber for each wheel are measured and presented against OEM specifications
- ✓ 32 lasers and 8 cameras scan wheels as they drive past



QUICK TREAD EDGE™

Tread depth unit with tire edge wear detection — autonomously measures the tread depth of each tire from edge to edge in seconds

- ✓ Measure tread depth, analyzes data on-site, and instantly displays results
- ✓ Built with corrosion-resistant stainless steel, includes self-cleaning air knife
- ✓ Flush-mounted unit integrates with Quick Check Drive™



WHEEL BALANCERS

ROAD FORCE® ELITE

Hunter's premier wheel diagnostic machine solves vibration and drivability problems with a series of patented tools.

- ✓ Hunter's patented vision system automatically scans the wheel
- ✓ Solve vibrations with a Road Force® test faster than a traditional balance
- ✓ Intuitive touchscreen interface speeds the learning curve
- ✓ StraightTrak® measurement eliminates tire pulls
- ✓ SmartWeight® technology saves time and money
- ✓ eCal™ true automatic calibration guarantees accuracy



SMARTWEIGHT® TOUCH

High-performance features in a mid-range machine provide fast, efficient balancing service.

- ✓ Includes SmartWeight® technology
- ✓ Intuitive touchscreen interface
- ✓ eCal™ automatic calibration



HUNTER

TIRE CHANGERS

REVOLUTION™ WALKAWAY™

Fully automatic and easy-to-use for today's diverse assemblies.

- ✓ Adds safety for both operator and assembly
- ✓ Handles virtually all tires in 57% less time
- ✓ Eliminates experience gap
- ✓ Simplifies training

AUTO34S

Service the most difficult performance tires and custom wheels with ease.

- ✓ Leverless technology eliminates prying and bead stress
- ✓ Minimizes risk of wheel damage and injury to operator
- ✓ Easy operation for all wheel sizes, designs and fitments
- ✓ Services 10- to 34-inch wheels

TCX57

The leverless tool head and patented bead press system easily service everything from simple steel wheels to difficult custom designs.

- ✓ Leverless tool head easily lifts bead
- ✓ Swing arm saves time and space
- ✓ Wheel range of 6 to 30 inches

TCX39/37

Easy-to-use center clamp tire changers with bead press arm to assist in mounting of difficult assemblies.

- ✓ Damage-free service with optional leverless operation
- ✓ Powerful motor and drive with variable speed rotation

TCX50 SERIES

Power and speed make these tabletop tire changers suitable for volume service of all tire and wheel combinations.

TCX53: Multi-press arm services 10- to 26-inch wheels

TCX51: Single-press arm services 10- to 26-inch wheels

TCX50: Services 10- to 26-inch wheels



BRAKE LATHES

AUTOCOMP ELITE™

Bringing machine tool precision to rotor refinishing. Hub-Mounted Lathes increase productivity and reduce comebacks.

- ✓ Eliminates setup errors with on-vehicle machining

BL505 COMBINATION BENCH LATHE

The unique BL505 design allows the operator to switch back and forth from drum to rotor service with unmatched ease and speed.

HEAVY-DUTY

WinAlign® heavy-duty alignment system

Hunter's HD system delivers unique alignment features specifically for HD truck, trailer and bus applications.

- ✓ New adaptors
- ✓ No toe lines, cables or "strings"
- ✓ More than 60 axle configurations supported
- ✓ Specification database supplied by major manufacturers

Heavy Duty Tire Changers

TCX625HD

High performance servicing of heavy-duty truck assemblies

- ✓ Bead-breaking, drop-down inner roller saves time
- ✓ Tulip-style clamp eases service and prevents wheel damage
- ✓ Hydraulic-powered carriage eases wheel clamp positioning

TCX645HD

Standard disk and hook for mounting and demounting.

- ✓ Efficient electro-hydraulic-powered tire changer with 3527-lb capacity
- ✓ Capabilities to make wheel service for trucks, buses, tractors and other specialized machinery faster, easier and more profitable
- ✓ Hydraulic-powered carriage shuttles and integrated storage

FORCEMATCH® HD

Vibration management and wheel uniformity measurement for a wide range of vehicles from passenger cars to Class 8 trucks.

- ✓ Optimizes rolling uniformity of HD assemblies
- ✓ Allows shops to mount wheels by diameter and eccentricity
- ✓ Minimizes tire wear and maximizes ride quality



HUNTER

HUNTER

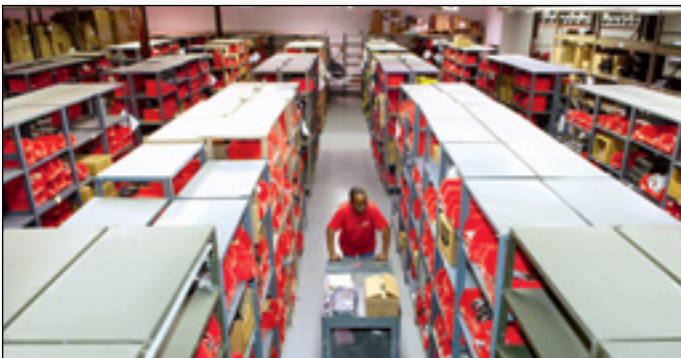
SALES, SERVICE & SUPPORT



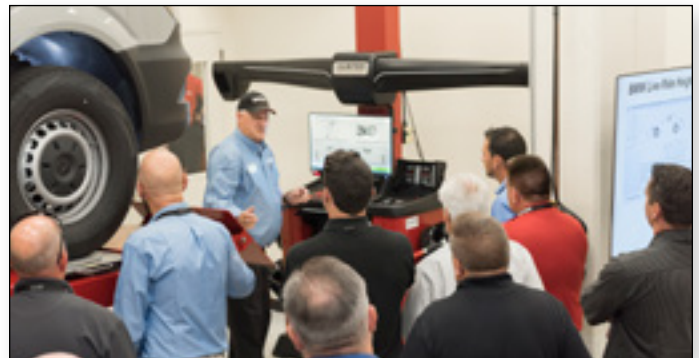
Hunter Sales Representatives are very knowledgeable in the industry, to meet your shop needs.



Hunter Service Representatives are always nearby with a van fully-stocked with service parts to keep you up and running.



Hunter's Service Center ships 99.9% of part orders the same day.



Hunter Training Centers offer specialized education for your technicians.

Some products are shown with options or accessories which must be purchased separately. For detailed information see the specific product brochure or contact your local Hunter Representative. Because of continuing technological advancements, specifications, models and options are subject to change without notice.

HUNTER
Engineering Company



MOHAWK LIFTS

www.govlifts.com/hunter

P.O. Box 110
Amsterdam, NY 12010
toll free: 800-833-2006
phone: 518-842-1431
email: hunter@mohawklifts.com

1-800-833-2006

www.govlifts.com/hunter

hunter@mohawklifts.com



NJPA is now Sourcewell





MOHAWK LIFTS



Model System
LC-12

TWO POST



Model
TP-20



Model TR-75

FOUR POST



Model MP-18-007

MOBILE COLUMN



Model 73-35-F

PARALLELOGRAM



Model IA-10
Accessory:
009-012-001

SPECIALTY LIFTS



*Proudly designed, welded and
manufactured in the U.S.A. since 1981*

Buy Once. Buy Right. Buy a Mohawk.

*IF THERE IS A VEHICLE IN THE AIR . . .
MAKE SURE THERE IS A MOHAWK LIFT UNDERNEATH IT.*

Mohawk, the undisputed leader in lift technology, offers environmentally safe above-ground lifts ranging from 7,000 to 240,000 lb. capacities.

Since 1980 Mohawk has manufactured the highest quality, safest auto and truck lifts available. Mohawk is the #1 lift supplier for all government, state, utility, and fleet lifting requirements. Mohawk's popularity is based on safety systems, longevity, design, construction, and the most inclusive warranty in the lift industry.

MOHAWK TWO POST LIFTS

Mohawk two post lifts are available in 11 different models and range in capacity from 7,000 to 30,000 lbs. Mohawk lifts feature the industry's heaviest construction for a lifetime of trouble-free service. Mohawk two post lifts offer a 25 year structural and 10 year mechanical warranty. Equipped with a variety of truck adaptors as standard equipment, Mohawk two post lifts are the lifts that will raise any vehicle that comes in the shop.

Mohawk two post lifts are hydraulically synchronized using overhead (or in-floor) hydraulic lines that can be set at any working height. Height adjustable overhead lines eliminate overhead cable covers & allow tall trucks to be fully raised. Mohawk two post lifts feature multiple position mechanical safety locks in both columns for safe, secure and stable lifting.

MOHAWK FOUR POST LIFTS

Mohawk four post lifts are available in a variety of capacities starting at 19,000 lbs. for school buses and medium-duty trucks, heavier models for coaches or fire trucks, and the heaviest model of 120,000 lbs. for any type of off road equipment.

Mohawk four post lifts feature the heaviest designs made using fork lift channel and roller bearing construction. Heavy cross rails and I beam track construction assure a lifetime of service. Multiple safety systems consist of mechanical, electronic & hydraulic safeties operate at all lifting heights and assure the operator safety.



Model TP-16

MOHAWK TWO POST LIFTS OFFER A 25 YEAR
STRUCTURAL 10 YEAR MECHANICAL WARRANTY

MOHAWK MOBILE COLUMN LIFTS

2, 4, 6 and 8 column configurations in column capacities from 18,000W lbs., 24,000 lbs. or 30,000 lbs. per column means total lifting from 32,000 to 240,000 lb. Available in AC or DC battery operation and offers the industry's most versatile and heaviest rated adapters.

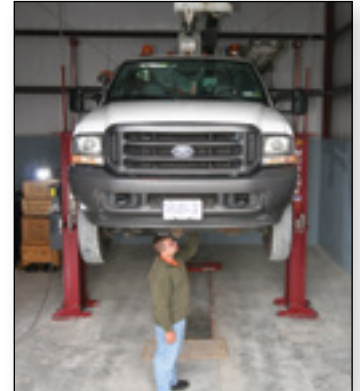
MOHAWK PARALLELOGRAMS

Available from 35,000 to 100,000 lb. capacities and track lengths from 26 to 48 feet in surface, recessed and flush mounted styles with optional rolling jacks or full lift galvanization for corrosive work areas.

MOHAWK SPECIALTY LIFTS

Mohawk offers specialty lifts and accessories for a wide range of service equipment ranging from fork lifts to DOT snow plow trucks. No matter what you're lifting Mohawk has a better and safer way to lift it.

For more details visit: MohawkLifts.com/Dare2Compare



Mohawk's Patented hydraulic equalization eliminate floor plates and overhead obstruction, giving you a clear floor work space for complete access under any vehicle.



Mohawk two post lifts use height adjustable overhead stainless steel hydraulic lines NOT restrictive overhead cable and rubber hose covers that limit lifting height.



Mohawk fork lift channel column and sealed bearing (red/silver) shown lower with competitive lift bent sheet metal column and plastic slide block (blue/yellow).



MOHAWK LIFTS

LIGHT DUTY TWO POST

SYSTEM 1A

- ✓ 10,000 lb capacity
- ✓ ALI safety certified
- ✓ Low 3 1/2" swing arms
- ✓ Adjustable height overhead stainless steel hydraulic lines (no rubber hoses)
- ✓ 25 year structural warranty
- ✓ 10 year mechanical warranty
- ✓ 10 Year mechanical warranty



Model 1A

LC-12

- ✓ 12,000 lb capacity
- ✓ ALI safety certified
- ✓ Adjustable height overhead stainless steel hydraulic lines (no rubber hoses)
- ✓ 25 year structural warranty
- ✓ 10 year mechanical warranty



Model System LC-12

MEDIUM DUTY TWO POST

LMF-12, TP-16 & TP-18

- ✓ 12,000, 16,000 & 18,000 lb. capacity
- ✓ ALI safety certified
- ✓ Infinite position mechanical safety locks
- ✓ Direct drive operation
- ✓ Adjustable overhead stainless steel hydraulic lines
- ✓ 25 year structural warranty
- ✓ 10 year mechanical warranty



Model TP-16

HEAVY DUTY TWO POST

TP-20, TP-26 & TP-30

- ✓ 20,000 Thru 30,000 lb. capacities
- ✓ ALI safety certified
- ✓ Clear floor & clear overhead
- ✓ All position safety locks
- ✓ A perfect all purpose fleet lift designed for cars & trucks
- ✓ 25 year structural warranty
- ✓ 10 year mechanical warranty



Model TP-30

MOBILE COLUMN

MP-18, MP-24 and MP-30

- ✓ 18,000, 24,000 & 30,000 lb. capacities per column
- ✓ Total capacities up to 240,000 lbs.
- ✓ Available in 2,4,6 or 8 column configurations
- ✓ 15" and 22" forks to fully engage dual tires
- ✓ Smooth electric/hydraulic operation
- ✓ Available in AC or DC (battery) operation



Model MP-18-006

MOBILE COLUMN ADAPTORS

MP-18, MP-24 and MP-30

- ✓ Front to Rear Bumper/Frame (26,000 lb. capacity)
- ✓ Wing/Snow Plow (25,000 lb. capacity)
- ✓ Chassis Lifting Beam (35,000 lb. capacity)
- ✓ Auto Frame/Side to Side (8,000 lb. capacity)
- ✓ Fork Truck (28,000 lb. capacity)



MOHAWK LIFTS

FOUR POST RUNWAY

TR-19 and TR-25

- ✓ 19,000 Or 25,000 lb. capacities
- ✓ 16', 20', 25' or 30' track lengths
- ✓ All position mechanical, hydraulic & electronic safety systems
- ✓ Wheels free jacks available for tire & brake service
- ✓ Alignment compatible with Hunter equipment



HEAVY DUTY FOUR POST

TR-33, TR-35, TR-50, TR-75, TR-110 and TR-120

- ✓ 33,000 To 120,000 lb. capacities
- ✓ 20', 25' Or 30' or longer track lengths up to 60'
- ✓ All position mechanical, hydraulic & electronic safety systems
- ✓ Alignment compatible with Hunter equipment



PARALLELOGRAM LIFTS



PARALLELOGRAM LIFTS

- ✓ 35,000, 50,000, 75,000 & 100,000 lb. capacities
- ✓ Available in flush or surface mounted models
- ✓ 26' To 48' runway lengths
- ✓ All position mechanical, hydraulic & electronic safety systems
- ✓ Wheels free jacks available for tire & brake service
- ✓ Galvanized models available

TURF MAINTENANCE EQUIPMENT & AUTO SERVICE LIFT

TURF MAINTENANCE EQUIPMENT & AUTO SERVICE LIFT

- ✓ Use on Mohawk 10,000 through 18,000 lb. two post lifts
- ✓ Converts from frame engaging lift to turf maintenance lift for zero turn mowers, turf equipment and four wheelers
- ✓ 6,000 lb. capacity
- ✓ Clear floor work area
- ✓ Easily removed to again become a service lift



FULL & MID HEIGHT MOBILE JACK STANDS

MOBILE JACK STANDS

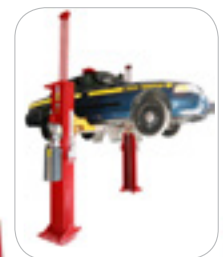
- ✓ 20,000 30,000 or 40,000 lb. capacities
- ✓ Complies with requirements of PASE standard for portable automotive lifting devices
- ✓ Equipped with a handle and large castors for easy movement
- ✓ Adjustable height stands are available in 30-47" and 47-77" varieties



2 POST DRIVE-ON LIFT OPTION

SPEEDLANE ADAPTOR

- ✓ Available for all Mohawk 10,000 through 18,000 lb. 2 post lifts
- ✓ Easily turns a 2 post service lift into a drive on lift and back again
- ✓ Eliminates need to position swing arms, simply drive-on and begin working
- ✓ Provides full working access to underside of car
- ✓ Easily installed or removed



MOHAWK LIFTS

COOPERATIVE PURCHASING STRETCHES BUYING POWER AND SAVES TIME

By Steve Perlstein

What do tires, auto parts, and hand tools have in common? They can all be purchased by your agency using cooperative procurement. Every time a tire is changed or parts installed, there's likely a vehicle lift used to raise the vehicle to make your shop more productive.

Fleet managers have plenty of challenges operating the fleet. Purchasing the right equipment to operate your garage shouldn't be one of them. Your job is focused on the fleet, yet sometimes transitioning your needs across the hall to the procurement department becomes a virtual arm wrestling match between fleet and purchasing. Cooperative procurement is the solution.

Cooperative procurement is the fastest method to get what you need, as opposed to spending weeks writing bid specs and the time and expense of a bid. Mike Wenzel of the NASPO ValuePoint cooperative and education outreach team, says "a simple procurement can cost an agency \$10,000 while costing considerably more on complex purchases."

BETTER ALTERNATIVE

These figures account for your time: interviewing potential vendors, advertising bids, responding to pre-bid questions, analysis of the responses, sometimes responding to an unhappy potential respondent, and eventually making an award. Old-style procurement takes time and costs money—which is where cooperative procurement comes into play, and why cooperative purchasing has steadily grown, especially for items purchased only on occasion.



There are several nationwide cooperative procurement tools available to your government fleet; the largest being the NASPO ValuePoint cooperative, made up of all 50 states. NASPO ValuePoint cooperatively bids on different products. While the ValuePoint cooperative is run by all 50 states, the National Joint Powers Alliance (NJPA) is another government agency that offers more fleet related products than ValuePoint. If your state hasn't adopted the NASPO contract, chances are your agency is already an NJPA member.

For example, your agency is in need of a new garage lift, tire changer, or wheel balancer. Unlike commodities such as fuel, these products are only purchased when your garage expands or should an old lift or tire changer no longer service your current fleet. In a phone interview with the government to government procurement cooperative, NJPA contracting administrator, Kelly McAllister, asks the common-sense question: "If the product has already been competitively bid, competitively awarded, and the awarded vendors have been chosen, then why would an agency spend their time and resources reinventing the wheel and again go out for public bid?"

NJPA has over 260 competitively bid and awarded contracts, per McAllister. There are 55,000 state, city, county, and schools using cooperative procurement and purchasing items from the NJPA group of contracts.

IF IT ISN'T BROKE...

In the example of purchasing a vehicle lift or tire changer, several government contracts are available to agencies. All contracts were competitively bid and awarded and carry a full set of government terms and conditions the vendors must comply with for your shop as a government buyer.

Examples of cooperative contracts include GSA as the federal government, yet this contract is used by many states. When a state adopts a contract, all agencies in that state are able to access the state pricing. Twenty-eight states have adopted the NASPO ValuePoint contract as their state contract. Six states have adopted the NJPA contract on a statewide basis. Finally, some states have standalone state contracts for vehicle lifts.

Regardless of which cooperative or state cooperative contract is used, all city, county, and public agencies can use the established contract. Cooperative procurement law even allows state agencies

to use a different contract if the vehicle lift is not on their state's cooperative contract yet is on another contract. While rare, this practice may be the secret for you getting the right equipment for your shop.

Although vehicle lifts, tire changers, or shop equipment are the products we've chosen for the examples, below is a list of cooperative purchasing vehicles that have already gone through competitive bid on a nationwide scale with nationwide volume discounts offered by the vendors:

- National Association of State Procurement Officers, contracting division. www.NASPOValuepoint.org.
- National Joint Powers Alliance: a cooperative procurement agency made up of 55,000 nationwide government agencies. www.NJPAcoop.org.
- The Houston-Galveston Area Council of Governments: a national cooperative with more than 7000 members in 49 states. www.HGACbuy.org.
- Mohawk Lifts Government Pricing Site: an example of a website mandated as part of the terms and conditions of cooperative procurement contracts. The website shows the full set of terms and conditions (whether freight is included) shows volume discounts, shows the awarded contract pricing, lead times for the product, and the ability to have the equipment installed in your facility. www.govlifts.com.

The terms and conditions of each contract vary slightly yet respect the legalities of the procurement process. For example HGAC's contract requires freight be added as a separate line item. If your agency separates freight and equipment in different accounting areas, the differences in one contract over other contracts could mean your procurement agent can successfully purchase the lift your shop needs versus a purchasing agent buying a lower priced piece of equipment that does not fit your needs.

Part of an electrical cooperative in the US or Canada? The National Rural Electrical Association (NRECA) also serves as a procurement cooperative for volume purchasing for its member electrical co-ops. Similar to government agencies, NRECA members have a sourcing team that develops contracts to supply member needs. Those in rural electric co-ops can also procure vehicle lifts, vehicles, and 90 other contracts to fit the needs of NRECA members. www.nrecacoop.org.

JOIN THE GROWTH

Why the growth of cooperative procurement? Simple. Answers and economics. Per Voight Shealey, the education and outreach director of NASPO ValuePoint: "As more people in a procurement department retire, the needs of the agencies don't go away."

Cooperative procurement has grown as a solution on a national scale and is

accepted by most all procurement offices at every level of state, city, school, and county government agencies. In using Mike Wenzels logic, if the cost of the combined hours of the procurement are high, and the contract has met all the legal requirements of a competitive bid, then, per Wenzel, "why spend the time, resources, and hours bidding what has already been awarded?"

Cooperative procurement, once called piggybacking another contract, is the method by which one government organization does all the heavy lifting (pun intended), yet all other government agencies benefit from nationwide volume and discounted prices offered on the established contracts. Educated fleet managers who understand and use cooperative procurement achieve better results working with their procurement departments to acquire the equipment they need.

ABOUT THE AUTHOR

Steve Perlstein is the president and government sales manager of Mohawk Lifts. Mohawk is a lift manufacturer and has been involved with cooperative procurement for the past 28 years. In addition to lift sales, Mohawk has spent the last 18 years representing other OEM manufacturers of garage equipment.



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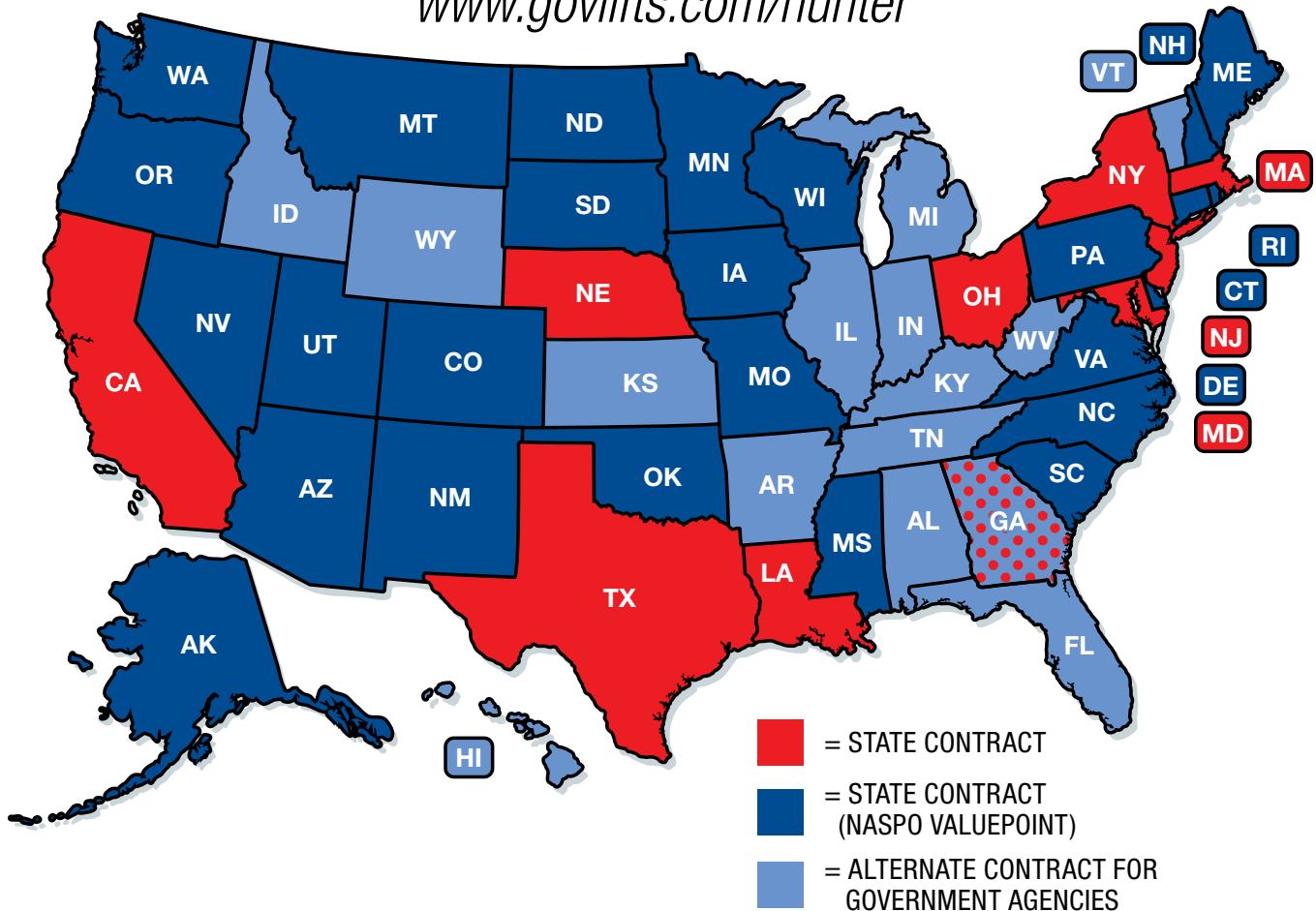
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