



OPERATIONAL SERVICES DIVISION



Statewide Contract Vehicle Handbook

October 2018

Operational Services Division | One Ashburton Place, Suite 1017 | Boston, MA 02108 | 617-720-3300 | www.mass.gov/osd



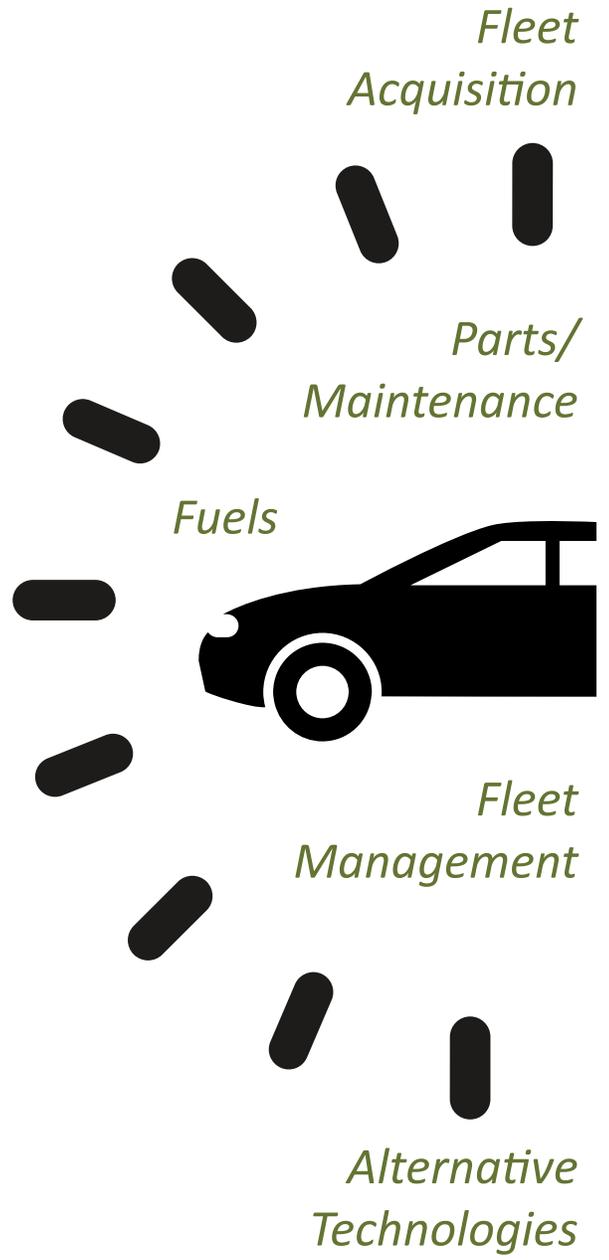


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Purchase of Vehicles

Statewide Contract VEH98

We've broadened our offerings through additional vendors and OEMs!

Contract Overview

- Comprehensive vehicle contract with opportunities to maximize value and minimize expense;
- Categories for Passenger Cars, Sport Utility Vehicles (SUVs), Vans, Special Services Vehicles (SSVs), Police Pursuit Vehicles (PPVs), Heavy Duty Trucks (Classes 3 – 9), certain vehicles with no less than three wheels;
- Bus Category: school; multi-functional student activity (MFSAB); activity, commercial;
- Choose from hundreds of vehicles and customize to your specifications: add options, transfer equipment, upfitting;



Did you know that garbage trucks, sewer trucks, wheelchair accessible vans, tow trucks, and hydroseeders are among the options available on VEH98?

Talk to our vendors and explore the possibilities!

- Many models offered by multiple dealers, enabling price comparison and negotiation;
- Base Vehicle Price Sheet in COMMBUYS simplifies searches for available models and base price;
- Use Mini-Bid form to solicit quotes from dealers for unlisted vehicles; and
- Prompt Payment Discount.



Buyers standardly take possession of their light duty vehicles with three sets of keys and a full tank of gas!

Contract Resources

Refer to the Contract User Guide: mass.gov/osd > Search: Statewide Contract User Guides > [VEH98](#).

Find the Price Sheet and Quote Forms in COMMBUYS: COMMBUYS.com > Contract & Bid Search > Select Contracts/Blankets > Enter VEH98 in the Contract/Blanket Description field and click Find It > Select My2018 Vehicle List VEH98. Find VEH98 Quotation Form sample in the Appendix.

Refer questions to Maureen Barends, Director of Strategic Sourcing Services: maureen.barends@mass.gov or 617-720-3155.

Purchase of Vehicles

Statewide Contract VEH98

Vendor	Franchise Product(s)	Contact Information
ANDCO, Inc. DBA Anderson Motors Inc.	Blue Bird Bus	Jim Anderson: 401-434-5900 jim@Andersonmotors.com
Ballard Mack Sales and Service, Inc.	Mack	Brian Buckley: 508-559-0771 bbuckley@ballardtrucks.com
Barry Equipment Co., Inc.	Doosan	Joe Barry: 508-949-0005 joebarry@barryequipment.com
Boston Freightliner, Inc.	Freightliner; Liebherr	Michael Lojacono: 617-389-0707 mlojacono@bostonftl.com
Central Chrysler Dodge Jeep of Raynham	Fiat Chrysler Automobiles (FCA)	Deborah Emery; 508-823-0101 x4222 Demery@central.us
Colonial Ford Inc. DBA Colonial Municipal Group	Ford	Clay Chase: 774-283-6400 cchase@buycmg.com
Colonial Ford of Marlboro.	Ford	
Colonial Imports South Inc. DBA Colonial Municipal Group	Honda	
Colonial Nissan of Medford, Inc. DBA Colonial Municipal Group	Nissan	
Colonial South Automotive, Inc. DBA Colonial Municipal Group	Fiat Chrysler Automobiles (FCA)	
Dario Diesel Service, Inc.	Volvo; Hino	Aldo Zegarelli: 508-753-8177 azegarelli@dariodiesel.com
Equipment East, LLC	Doosan	Cyndi Mills: 978-454-3320 cynthia@equipmenteast.com
Flagship Motorcars Smart Center of Lynnfield	Smart	Daniel Fava: 781-596-9700 x4511 dfava@herbchambers.com
Gordon Chevrolet, Inc. DBA Colonial Municipal Group	General Motors	Clay Chase: 774-283-6400 cchase@buycmg.com
Harr Imports	Toyota	John Welch: 508-573-2626 jwelch@mhq.com
Liberty Chevrolet	General Motors	Fred Wheeler: 978-559-9345 fwheeler1@verizon.net
Manchester Sports Center, Inc.	Honda	Craig J. Peters: 860-645-3100 craig.peters@manchesterhonda.com
Marcotte Ford	Ford	Rich White: 413-536-1900 rwhite@marcotteford.com
MHQ, Inc.	Ford	John Welch: 508-573-2626 jwelch@mhq.com
Milford NISSAN	Nissan	Guy Bedau: 774-462-3035 gbedau@milfordnissan.com
Mirak Chevrolet Hyundai, Inc.	Chevrolet Hyundai	Jeff Calder: 781-641-6855 jcalder@mirak.motosnap.com
Monroe Tractor of New England	Case	Charles Miller: 508-845-4343 cmiller@monroetractor.com
New England Wheels, Inc.	Chevrolet, Ford	Paul LaRose: 978-663-9724 plarose@newenglandwheels.com
Tri State Truck Center, Inc.	Freightliner; Western Star; Autocar	Richard Coutu: 508-735-2835 rcoutu@tristatetruckcenter.com

Additional vendors are anticipated.

Heavy Duty Vehicles

Statewide Contract VEH93

Commodities, Services, and Savings

- Purchase Dump Trucks – fixed price or modified;
- Purchase Front End Wheel Loaders- fixed price or modified;
- Repair services for existing heavy duty vehicles – fixed hourly rates;
- Roadside/emergency repair services;
- Repair services during snow emergencies; and
- Prompt Payment Discount.



Vendor	Contact	Phone	Email
Ballard Mack Sales and Service, Inc.	Brian Buckley	508-559-0771	bbuckley@ballardtrucks.com
C.N. Wood Co., Inc	Tom Fiore	781-935-1919	tfiore@cn-wood.com
Milton CAT	Tom Benedetti Jr.	774-258-1636	tom_benedetti@miltoncat.com
Minuteman Trucks Inc.	Marty Castrechini	508-668-3112 x357	mcastrechini@minutemantrucks.com
Monroe Tractor of NE	Charles Miller	508-845-4343	cmiller@monroetractor.com
Schmidt Equipment, Inc.	Don Masley	800-922-8295	masley@schmidtequipment.com
The Peterbilt Store	Jeff Arcscott	410-342-3400	jarscott@thepetestore.com
Tri State Truck Center, Inc.	Chris Marsh	508-753-1200 x251	cmarsh@tristatetruckcenter.com
Woodco Machinery, Inc.	Bill Foote	781-935-3377	wfoote@woodcomachinery.com



Contract Resources

Get more details in the VEH93 Contract User Guide: mass.gov/osd > Search: Statewide Contract User Guides > [VEH93](#).

Find each vendor's price list on their MBPO in COMMBUYS: COMMBUYS.com > Select Contract & Bid Search > Contracts/Blankets > Enter VEH93 in the Contract/Blanket Description field.

Reach Maureen Barends, Director of Strategic Sourcing Services: maureen.barends@mass.gov or 617-720-3155.

Short-term Rental of Various Light Duty Vehicles

Statewide Contract OVM09

Accommodates short-term rental of vehicles from Enterprise Rent-A-Car

Benefits and Cost Savings

- Twenty types of vehicle classes available, including compact, midsize, hybrid sedan, full-size 2-door and 4-door, minivan, standard SUV, full-size SUV, 12–15 passenger van, cargo van, pick-up truck, 15-foot cutaway truck, 16-foot box truck, and 24–26 foot box truck;
- Options for rental: half-day, daily, weekend, weekly, and monthly rates;
- All rentals include Collision Damage Waiver coverage (CDW);
- Rental of GPS and transponder available;
- Additional Supplemental Liability Protection (SLP) and mileage overage options available; and
- Prompt Pay Discounts: 2% discount for payments issued within 15 days and 1% discount for payments issued within 20 days.



Contract Resources

Navigate to vendor information in COMMBUYS: [COMMBUYS.com](https://www.commbuys.com) > Select Contract & Bid Search > Contracts/Blankets > Enter OVM09 in the Contract/Blanket Description field.

Locate the Contract User Guide: [mass.gov/osd](https://www.mass.gov/osd) > Search: Statewide Contract User Guides > [OVM09](#)

Set up an Enterprise Account for your organization: Contact Enterprise Account Manager, Rob Larkin, at Robert.F.Larkin@ehi.com.

Reserve a vehicle at 1-800-736-8222. Review the Contract User Guide for additional Enterprise resources.

Reach Betty Fernandez, Strategic Sourcing Lead: betty.fernandez@mass.gov or 617-720-3133.

Vehicle Maintenance Management Services and Accident Subrogation Services

Statewide Contract VEH84A

Supporting Light, Medium & Heavy Duty Vehicles

Available Services

- Preventive Maintenance;
- Towing Services;
- General Repairs: tune-up, exhaust, brakes, shocks, front-end repair and alignment;
- Engine and Transmission Replacements/Repairs;
- State Inspections;
- Steering and Suspension Repairs;
- Cooling System Inspections and Service;
- Air Conditioning Repairs; and
- Accident Subrogation.



Benefits and Cost Savings

- Vendor provides vehicle maintenance management, along with tracking vehicle maintenance history;
- Program Cost: \$2.50 per vehicle per month;
- Services available statewide – 24/7;
- Dedicated toll-free number for Commonwealth buyers: 800-338-0619;
- Vendor's ASE-certified staff reviews and negotiates the services to be provided by vetted local independent services providers, as well as national account vendors; and
- Prompt Payment Discount.



Contract Resources

Get more details in the VEH84A Contract User Guide: mass.gov/osd > Search: Statewide Contract User Guides > [VEH84A](#).

Contact the Awarded Vendor- Fleet Response Mark Genger: mgenger@fleetresponse.com or 216-525-3870 x101.

Contact Maureen Barends, Director of Strategic Sourcing Services: maureen.barends@mass.gov or 617-720-3155.

Light, Medium, Heavy Duty OEM & Non-OEM Motorized Vehicle Parts, Refined Motor Oil, Lubricants Statewide Contract VEH96

Benefits and Cost Savings

- Significant discounts off various Light, Medium, and Heavy Duty parts, Re-refined Motor Oil, Remanufactured Antifreeze, and Other Lubricants, as well as an array of equipment parts.
- Vast network of OEM and Non-OEM vendors with millions of parts in stock;
- Same-day delivery;
- No delivery charges;
- Products offered are required to meet all automotive and equipment manufacturers' warranty standards and industry certification; and
- Prompt Payment Discount.



Contract Resources

Navigate to vendor information on COMMBUYS: [COMMBUYS.com](https://www.commbuys.com) > Select Contract & Bid Search > Contracts/Blankets > Enter VEH96 in the Contract/Blanket Description field.

Locate the Contract User Guide: [mass.gov/osd](https://www.mass.gov/osd) > Search: Statewide Contract User Guides > [VEH96](#).

Contact Maureen Barends, Director of Strategic Sourcing Services: maureen.barends@mass.gov or 617-720-3155.

VEH96 information continued on page 10.

Light, Medium, Heavy Duty OEM & Non-OEM Motorized Vehicle Parts, Refined Motor Oil, Lubricants

Statewide Contract VEH96

Category 1 Vendors - OEM

Vendor	Contact	Contact Information
Imperial Parts Ford GM Dodge	Jason Maille	jasonm@imperialcars.com 508-473-2800
Jack Madden Ford	William Butze	parts@jackmaddenford.com 781-762-7906
Marcotte Ford Sales, Inc.	Jeff Denis	jeff@marcotteford.com 413-536-1900
Tri State Truck Center, Inc.	Richard Coutu	rcoutu@tristatetruckcenter.com 508-735-2835

Category 2 Vendors - Non-OEM

Vendor	Contact	Contact Information
IEH Auto Parts LLC DBA Auto Plus Auto Parts*	Brian Evanoka	bevanoka@autoplusap.com 856-778-1400
D.O.T. Fleetparts	Jack Bellan	jackbellan@hotmail.com 978-455-9082
Genuine Parts Company*	Donald Lachance	Don_Lachance@genpt.com 404-386-4157
Factory Motor Parts	Bill Merullo	b.merullo@fmpco.com 617-782-1250
Lappen Auto Supply Co., Inc.	Michael Lappen	mlappen@lappens.com 781-341-8040 x208
Norwood Motor Parts DBA Allied Auto Parts	John Tully	jtully@alliedautoparts.com 508-588-8500
Palmer Spring Co.	Doug Palmer	sales@palmer-spring.com 401-351-8300
West Springfield Auto Parts, Inc.	Ronald Lodi	admin@wsaparts.com 413-781-0251

Category 3 Vendor - Motor Oil & Lubricants

Vendor	Contact	Contact Information
Dennison Lubricants	Brian Dennison	briand@denlube.com 508-946-0500 x1102

* PunchOut Catalog purchasing available.

Tires, Tubes & Services

Statewide Contract VEH97

Providing products and related services from three vendors:

- Bridgestone/Firestone Americas, Inc.
- Goodyear Tire & Rubber Company
- Michelin North America



Benefits and Cost Savings

- ◇ Large variety of tires available for pursuit vehicles, passenger vehicles, trucks, and large equipment;
- ◇ Wide product selection and locations across the Commonwealth;
- ◇ Competitive prices; and
- ◇ Emergency Roadside Assistance offered by Authorized Dealers.

Contract Resources

Get additional details in the VEH97 Contract User Guide: mass.gov/osd > Search: Statewide Contract User Guides > [VEH97](#).

Find each vendor's price list and dealer locations on their MBPO in COMMBUYS: COMMBUYS.com > Select Contracts/Blankets > Enter VEH97 in the Contract/Blanket Description field.

Reach Katherine Morse, Strategic Sourcing Lead: katherine.morse@mass.gov or 617-720-3153.

Windshield and Glass Replacement for Vehicles

Statewide Contract VEH103

Providing vehicle windshield and glass services from two contractors: JN Phillips Auto Glass and Safelite Auto Glass

Contract Highlights

- Competitive pricing – more than 50% off National Auto Glass Specifications (NAGS) list;
- Comprehensive selection of repair and replacement services for windshields, flat glass, tempered glass, mirror glass, back glass;
- Mobile services – bringing the convenience of repair and replacement services to your location at no additional cost;
- JN Phillips Auto Glass and Safelite Auto Glass store locations throughout Massachusetts and New England. Visit jnphillips.com or safelite.com for a location near you;
- Environmentally friendly – Each vendor recycles extracted windshields and glass;
- Prompt Payment Discounts of 1-2% available for payments received within 30 days; and
- Dedicated sales representatives.



JN Phillips Auto Glass

Sean Mullane
smullane@jnphillips.com
781-938-3444

Safelite Auto Glass

Guy Larose
guy.larose@safelite.com
508-328-4006

Contract Resources

Get more details in the VEH103 Contract User Guide: mass.gov/osd > Search: Statewide Contract User Guides > [VEH103](#).

Find each vendor's price list on their MBPO in COMMBUYS: COMMBUYS.com > Select Contracts/Blankets > Enter VEH103 in the Contract/Blanket Description field.

Reach Katherine Morse, Strategic Sourcing Lead: katherine.morse@mass.gov or 617-720-3153.

Vehicle Lifts

Statewide Contract VEH105

Offering the sale, delivery, and installation of vehicle lifts and related components:

2-post, 4-post, mobile column, parallelogram, and in-ground lifts available.

Vendors

Mohawk Lifts	Ray Pedrick rpedrick@mohawklifts.com 800-833-2006 518-842-1431 x15 Prompt Pay Discount: 2% in 10 days
Rotary Lift	Chris Bilz bilz@rotarylif.com 800-445-5438 x5655 Prompt Pay Discount: 0.5% in 15 days
Snap-On Industrial, a Division of IDSC Holdings LLC	Robert L. Draper Robert.L.Draper@snapon.com 985-807-3111 No Prompt Pay Discount
Stertil-Koni USA Inc.	Kellie Boehm kellie@stertil-koni.com 800-336-6637 410-643-4434 Prompt Pay Discount: 1% in 10 days



This contract offers ceiling (not-to-exceed) pricing: **buyers have the ability to negotiate price through quoting.**

Reminders

- Installation of vehicle lifts is restricted by the Commonwealth construction procurement law thresholds to no more than \$50,000 under this contract.
- This contract does not cover service to existing vehicle lifts.

Contract Resources

Get more details in the VEH105 Contract User Guide: mass.gov/osd > Search: Statewide Contract User Guides > [VEH105](#).

Reach Katherine Morse, Strategic Sourcing Lead: katherine.morse@mass.gov or 617-720-3153.

Fuel Card Management Services

Statewide Contract VEH100

Fuel Card Management from Wex Inc.

Fuel Cost Savings

- Invoice Credits based on Payment Timing, Volume, and Gulf Oil Location Usage (see below).

Data-based Decision Making

- All card purchases tracked and summarized on detailed monthly report;
- Access to fuel data through customizable reports.

Convenience

- WEX Inc. card accepted at fuel locations throughout the Commonwealth;
- WEX Connect Mobile App for fuel prices, maps, and directions;
- Maintain driver/vehicle card information online; and
- 24/7 customer service support.



Cost Savings Opportunities

Payment Timing Invoice Credit through Prompt Pay Discounts (PPD)

(Invoices can be pulled from WEX system for early processing):

- ◇ 0.08% on balances paid Day 0 to Day 5 following invoicing
- ◇ 0.06% on balances paid Day 6 through Day 10 following invoicing

Volume Invoice Credit – based on the Commonwealth's monthly aggregate contract spend:

- ◇ \$1.00 to \$1,499,999 – Invoice credit of 1.30%
- ◇ \$1,500,000 or greater – Invoice credit of 1.45%

Gulf Invoice Credit:

- ◇ \$0.02 per gallon at all Gulf Oil locations

NEW!

The VEH100 contract has been amended to enable buyers to wash their vehicles at participating WEX gas stations using their Universal card!

Contract Resources

Get more details and find the Fuel Card Service Agreement (sample in Appendix) in the VEH100 Contract User Guide: mass.gov/osd > Search: Statewide Contract User Guides > [VEH100](#).

WEX Inc. New Account Assistance: Tanya Watson/Phil Kent- 866-527-8870

WEX Inc. Customer Service: 800-492-0669

Reach Maureen Barends, Director of Strategic Sourcing Services: maureen.barends@mass.gov or 617-720-3155.

Gasoline

Statewide Contract ENE41

Unleaded Gasoline Products

- Regular (87 Octane)
- Mid-Grade (89 Octane)
- Premium (93 Octane)

Maximize your savings opportunity through our volume discount!

Contract Highlights

- Competitive pricing – Daily price is tied to the low wholesale Boston Price as published in the OPIS* Oil Price Daily;
- Qualified and experienced vendors;
- Prompt Payment Discount;
- Lower Differential Pricing for the purchase of 8,000 gallons or more;
- No delivery service charge at all volume levels.

*OPIS is an independent research organization providing news and pricing information for various fuels.



Vendor	Contact	Zone(s)
Dennis K. Burke	Joe Cote 800-289-2875 joe.cote@burkeoil.com	1, 2, 3, 4, 5, 6, 8
East River Energy, Inc.	Maryanne Little 800-336-3762 mel@eastriverenergy.com	7

Contract Resources

Invoice prices are determined by adding the Daily Indexed Price and the Statewide Contract Differential Price.

- The Daily Indexed Price is posted each day in COMMBUYS under ENEFY18Daily Index Pricing: COMMBUYS.com > Contract & Bid Search > Contracts/Blankets > Enter ENEFY18 in the Contract/Blanket Description field.
- Differential Prices are in the ENE41 Contract User Guide, along with servicing zone information: mass.gov/osd > Search: Statewide Contract User Guides > [ENE41](#).

Questions?

Contact Michael Woods, Strategic Sourcing Lead: 617-720-3191 or michael.woods@mass.gov.

Ultra Low Sulfur Diesel and Biodiesel Statewide Contract ENE40

Available Products

Ultra Low Sulfur Diesel (ULSD)

Winter Blend: October- March

Summer Blend: April- September

Biodiesel

B5, B10, B15, B20

**Maximize your savings opportunity
through our volume discount!**



Contract Highlights

- Competitive pricing – Daily price is tied to the low wholesale Boston Price as published in the OPIS* Oil Price Daily;
- Lower Differential Pricing for the purchase of 8,000 gallons or more;
- Qualified and experienced vendors;
- Prompt Payment Discount;
- No delivery service charge at all volume levels.

*OPIS is an independent research organization providing news and pricing information for various fuels.

Vendors - Ultra Low Sulfur Diesel

Vendor	Zone(s)	Contact	Phone	Email
Dennis K. Burke	1, 2, 3, 5 & 6	Joe Cote	1-800-289-2875	joe.cote@burkeoil.com
Diesel Direct, Inc.	4	Mike Cataldo	1-888-900-7787	mike.cataldo@dieseldirect.com
East River Energy, Inc.	7 & 8	Maryanne Little	1-800-336-3762	mel@eastriverenergy.com

Vendors - Biodiesel

Vendor	Zone(s)	Contact	Phone	Email
Dennis K. Burke	7 & 8	Joe Cote	1-800-289-2875	joe.cote@burkeoil.com
Diesel Direct, Inc.	1, 2, 3 & 4	Mike Cataldo	1-888-900-7787	mike.cataldo@dieseldirect.com
Global Montello	5 & 6	Kevin Young	1-781-398-4259	kyoung@globalp.com

Contract Resources

Invoice prices are determined by adding the Daily Indexed Price and the Statewide Contract Differential Price.

- The Daily Indexed Price is posted each day in COMMBUYS under ENEFY18Daily Index Pricing: COMMBUYS.com > Contract & Bid Search > Contracts/Blankets > Enter ENEFY18 in the Contract/Blanket Description field.
- Differential Prices are in the ENE40 Contract User Guide, along with a list of awarded vendors by servicing zone: mass.gov/osd > Search: Statewide Contract User Guides > [ENE40](#).

Refer questions to Michael Woods, Strategic Sourcing Lead: 617-720-3191 or michael.woods@mass.gov.

Fuel Management Systems

Statewide Contract VEH104

Better manage your fuel inventory with data to make informed decisions.



Automated fuel technology from Syntech Systems authenticates users at the pump and captures transaction data.

Product features

- Robust design;
- Increased signal strength;
- Easy to program;
- Comprehensive support.

Awarded Vendor

Syntech Systems

Taylor Fenior

800-888-9136, x1311

taylor.fenior@myfuelmaster.com

Contract Resources

Contact the vendor to assess your organization's requirements.

Locate the VEH104 Price Sheet in COMMBUYS: Contract & Bid Search > Contracts/Blankets > Enter VEH104 in the Contract/Blanket Description field.

Refer questions to Maureen Barends, Director of Strategic Sourcing Services, at maureen.barends@mass.gov or 617-720-3155.

Fleet Information Management System

Statewide Contract VEH99

How many vehicles are we managing?

How old is my fleet?

When is this vehicle due for preventative maintenance?

What's our total outlay for this piece of equipment?

Fleet Information Management System: Comprehensive fleet information in one easy-to-use application

- Asset information at your fingertips
- Improve operational efficiency
- Reduce administrative burdens
- Improve compliance and reduce risk
- Prompt Payment Discount available

available from

Chevin Fleet Solutions, LLC

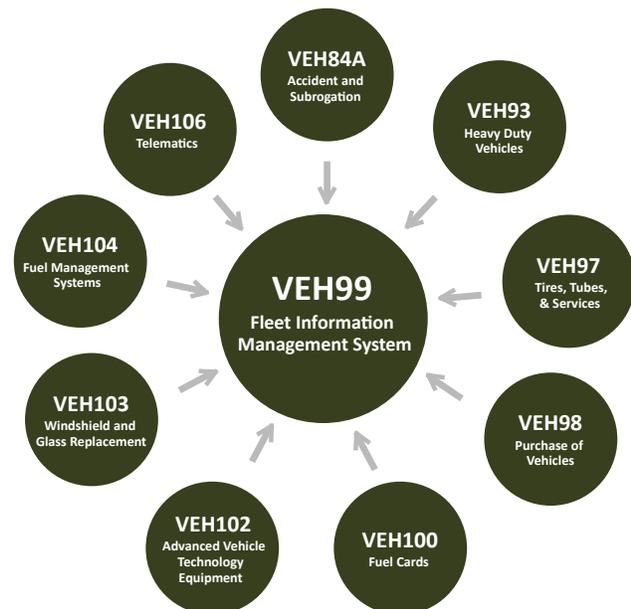
John.Davis@Chevinfleet.com

978-540-9970

Related data can be automated and housed in one location for a consolidated view through interfaces:

- Vehicle Acquisition
- Vehicle Upfitting
- Fuel Transactions
- Maintenance Records
- Accident & Subrogation
- Windshield & Glass
- Tire Repair/Replacement

**Pull in data from your work order
and financial system too!**



Get more details in the VEH99 Contract User Guide: mass.gov/osd > Search: Statewide Contract User Guides > [VEH99](#).

Contact Maureen Barends, Director of Strategic Sourcing Services: maureen.barends@mass.gov or 617-720-3155.

Advanced Alternative Technology Equipment, Supplies, and Services Statewide Contract VEH102

Providing a wide range of Advanced Vehicle Technology equipment, supplies and services, including Electric Vehicle Supply Equipment, Anti-idling Technologies, and After-market Conversion Technologies.

Service Category 1: Electric Vehicle Supply Equipment (EVSE), Hardware, Software, and Ancillary Services - all vehicle categories

EVSE includes charging station equipment, hardware, software, and ancillary services. Examples of EVSE products include, but are not limited to:

- Level 1 Hardware;
- Level 2 Hardware;
- DC Fast Charge (DCFC) Hardware;
- Inductive Charging Hardware;
- Network Software;
- Billing Services;
- Site Assessment;
- Installation;
- Servicing; and
- Other related goods or services.



Service Category 2: Idle-Reduction Technologies for Heavy, Medium, and Light Duty Vehicles & Heavy Duty Equipment

Idle Reduction Technologies include products and services designed to reduce unnecessary vehicle idling. Equipment categories include heavy duty equipment, medium duty vehicles, and light duty vehicles.

Service Category 3: After-market Conversion Technologies - all vehicle classes

After-market conversion systems modify vehicles and engines so they can run on, or be supplemented by, fuels or technologies other than those for which they originally were designed.

- Hybrid Electric Vehicle (HEV) Technologies;
- Plug-in Hybrid Electric Vehicle (PHEV) Technologies;
- Hydraulic Hybrid Vehicle (HHV) Technologies; and
- Alternative Fuel Retrofit Technologies, such as those used to convert vehicles from Petroleum fuel to Propane, Compressed Natural Gas (CNG), Electricity, or Hydrogen.



VEH102 information continued on page 20.

Advanced Alternative Technology Equipment, Supplies, and Services Statewide Contract VEH102

Vendor	Category	Contact Information
ClipperCreek, Inc.	Category 1: EVSE Hardware, Software, & Services	Will Barrett will@clippercreek.net 530-887-1674 x303
eNow, Inc.	Category 2: Idle Reduction Technologies	Ellen Flath ellen.flath@enowenergy.com 401-732-7080
EVSE LLC, a subsidiary of Control Module Inc.	Category 1:EVSE Hardware, Software, & Services	Mark Zirolli mzirolli@controlmod.com 860-253-4205
Graybar Electric Company Inc.	Category 1: EVSE Hardware, Software, & Services	Michael Teahan michael.teahan@graybar.com 617-721-4041
Green Power Technology, LLC	Category 1: EVSE Hardware, Software, & Services	Jerry Reich jreich@gptechnology.com (937) 546-6141
LiquidSky Technologies	Category 1: EVSE Hardware, Software, & Services	Frank Gangi frank@wattzilla.com 857-389-9893
Magmotor Technologies Inc.	Category 3: After-market Conversion Technologies	Carlene Harrington carlene.harrington@magmotor.com 508-459-5983
National Fleet Hybrids, Inc.	Category 3: After-market Conversion Technologies	Glen Perlman glen@nationalfleethybrids.com 508-222-2272
Thermoking Northeast, LLC	Category 2: Idle Reduction Technologies	Jonathan Bennett Jonathan.bennett@nethermoking.com 617-594-4863
Verdek	Category 1: EVSE Hardware, Software, & Services; Category 3: After-market Conversion Technologies	Amy Etra admin@verdek.com 203-421-6477
Voltrek, LLC	Category 1: EVSE Hardware, Software, & Services	Kathleen Connors kathleen@voltrek.com 978-886-5166
Westport Fuel Systems	Category 3: After-market Conversion Technologies	Barry P. Carr Barry.carr@wfsinc.com 315-278-2061
XL Hybrids	Category 3: After-market Conversion Technologies	Hema Gopalan hgopalan@xlfleet.com 617-718-0329 x110

Additional vendors are anticipated.

Contract Resources

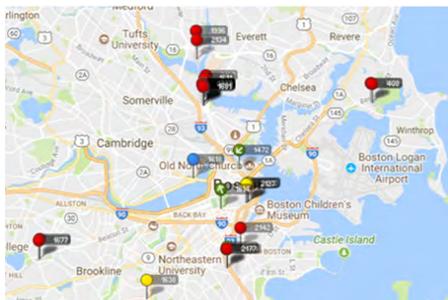
Access contract records in COMMBUYS: Contract & Bid Search > Contracts/Blankets > Enter VEH102 in the Contract/Blanket Description field.

Reach Ted Dobbin, Designated Contract Manager, Massachusetts Department of Energy Resources:
edward.dobbin@mass.gov or 617-626-7383.

Telematics

Statewide Contract VEH106

This contract provides GPS tracking tools to enable data-driven decision making to maximize the utilization and efficiency of fleet vehicles and assets. Telematics help to increase efficiency, mitigate risk, and reduce fleet costs by promoting safer driving, proactive maintenance scheduling, decreased idling and fuel usage/expenditures, and increased productivity.



Vendor: GPS Insight, LLC

Josh Schwartz

630-544-2796

josh.schwartz@gpsinsight.com

Contract Highlights

- Valuable fleet data at the ready: real-time fleet visibility and historical mapping & reporting; highly accurate odometer readings, engine diagnostics, and check engine light notifications; driver safety scorecards; driver-to-vehicle assignments; maintenance scheduling;
- Hardware offered at 20% off list price, on average;
- Integrate with Fleet Information Management System (VEH99);
- Plug & Play GPS hardware with/without engine diagnostics or Hardwired GPS devices available;
- Unlimited, free post-sales support and system training;
- Dedicated account management;
- Configurable vehicle or organization update rates available (ping options: 2-minute, 1-minute, 30-second, hourly, 1x-4x daily);
- GIS Integration: Feed GPS Insight location data into your GIS system or load your GIS layers/shapefiles into GPS Insight, typically at no cost;
- Self-installation permitted (\$0.00); on-site installation at a fixed price per vehicle, or get your team installation training at a fixed daily price.

Contract Resources

Locate the [Contract User Guide](#), Price Sheet, and associated forms in COMMBUYS: COMMBUYS.com > Contract & Bid Search > Contracts/Blankets > Enter VEH106 in the Contract/Blanket Description field.

Get a Quote: Compile your vehicle list, complete with year, make, model, and VIN number. Forward to vendor in COMMBUYS or send list to josh.schwartz@gpsinsight.com.

Note: Delivery of hardware components is an additional charge.

Questions? Contact Maureen Barends, Director of Strategic Sourcing Services: maureen.barends@mass.gov or 617-720-3155.

Inventory Management Services

Statewide Contract VEH108

If your organization handles fleet maintenance in house, you should know that the Operational Services Division now offers fleet Inventory Management Services through Statewide Contract VEH108.



Inventory Management Services are designed to maximize fleet maintenance and repair workflow efficiencies and decrease vehicle downtime. With a clear understanding of your organization's fleet profile, an on-premises auto parts warehouse is established to address your anticipated needs, as well as other organization-specific requirements. The service automatically replenishes inventory, handles the logistics of quickly securing unanticipated supplies, and provides detailed reports for tracking purposes. Internal controls ensure fleet inventory is secure and afford an ongoing system to gauge organization requirements in the future.

VEH108 Awarded Vendor

Integrated Business Solutions

Contact Name: Terry Ryan

Contact Email/Telephone: Terry_Ryan@GENPT.com / 518-339-0824

Questions?

Contact Maureen Barends, Director of Strategic Sourcing Services: maureen.barends@mass.gov or 617-720-3155.

Sodium Chloride (Road Salt)

Statewide Contract VEH107

Providing the Supply and Delivery of Road Salt



Road Salt Prices Decreasing 18% for FY2019 Save \$8 – 12 per Ton over Last Year's Price

Buyers using the VEH107 Road Salt Contract this upcoming winter season will realize significant savings over last year's pricing. All MassDOT areas will see substantial price reductions for both Regular and Pre-Treated Road Salt.

Sign Up for the 2018/2019 Winter Season

Interested VEH107 buyers are advised to submit the required Memorandum of Understanding (MOU) and Estimated Usage Form no later than Friday, October 12, 2018.

Locate VEH107 pricing and the Memorandum of Understanding (MOU) and Estimated Usage Form in COMMBUYS: COMMBUYS.com > Contract & Bid Search > Contract/Blankets > Enter VEH107 in the Contract/Blanket Description field. Select any awarded vendor to locate contract documents.

Refer questions to Steve Lyons, Strategic Sourcing Lead: steve.lyons@mass.gov or 617-720-3373.



Hazardous/Universal, Medical, Electronic Waste Disposal and Emergency Response

Statewide Contract FAC82

Available Services

Category 1	Hazardous Material Collection and Disposal
Category 2	Hazardous Waste Collection Events (HHW)
Category 3	Universal Waste: Mercury Waste & Batteries
Category 4a	Sharps Collection and Disposal (including Sharps Kiosks)
Category 4b	Sharps Mail-in
Category 5	Onsite Medical Waste Treatment Systems*
Category 6	Medical Waste Collection and Disposal, including Pharmaceutical Kiosks and Disposal of Non-DEA Regulated Pharmaceutical Waste
Category 7	Electronic Waste
Category 8	Tanks: Above Ground and Underground Storage (AST/UST)
Category 9	Emergency Response

* Inactive category – no product currently available.



This contract offers recovery of items such as **motor oil, car batteries, fuel, and antifreeze.**

For more information, consult the Price List in COMMBUYS (CAT 1 and CAT 3 tabs).

Contract Resources

Get more details in the FAC82 Contract User Guide: mass.gov/osd > Search: Statewide Contract User Guides > [FAC82](#).

Locate the Price List in COMMBUYS: COMMBUYS.com > Select Contract & Bid Search > Contracts/Blankets > Enter FAC82 in the Contract/Blanket Description field > Select vCurrent link > FAC82 Price List.

Contact Jodi Paris Anastos, Strategic Sourcing Lead, for more information: 617-720-3169 or jodi.parisanastos@mass.gov.

Lawn & Grounds Equipment, Parts, and Service

Statewide Contract FAC88



Coverage Across the Seasons

- Lawnmowers
- Tractors
- Utility Vehicles
- Golf Carts
- Snowblowers
- Ice Resurfacing Machines
- Snowmobiles

Contract Highlights

- 43 Statewide Contractors for comprehensive product selection and price negotiation;
- Broad selection of available manufacturers;
- 13 lawns and grounds equipment Categories;
- Commercial grade products that meet Federal, State, and Local standards for quality and safety;
- Lease/Rental options for Category 5-Utility Vehicles, Golf Carts, and Snowmobiles;
- Prompt Pay Discounts and Volume Discounts available; and
- Environmentally Preferable equipment options, including commercial grade battery/electric lawn equipment (Category 13).



Category 13: Commercial Grade Battery/Electric Lawn Equipment

Zero Toxic Emissions; Zero Greenhouse Gases; 50% Less Noise; No Fuel Spillage; No Fuel Cost; Less Maintenance; No Soil and Water Pollution

View the [Contract User Guide](#) for details.

Category	Category Description
1	Tractor up to 50 HP- 100HP
2	Tractor Accessories
3	Lawnmowers
4	Lawnmower Accessories
5	Utility Vehicles, Golf Carts, Snowmobiles, and Related Accessories Subcategory 5A allows for leasing and rental terms
6	2 Cycle/4 Cycle Power Equipment
7	Snowblowers and Related Accessories
8	Replacement Small Engines
9	Roto-tillers/Wood Chippers/Stump Grinders/Specialty Power Equipment
10	Skid Steer Loaders and Accessories
11	Utility Trailers and Related Accessories
12	Ice Resurfacers
13	Commercial Grade Battery/Electric Lawn Equipment

Lawn & Grounds Equipment, Parts, and Service

Statewide Contract FAC88

Vendors

146 Supply Center Inc.
Ahearn Equipment Inc.
Ariens Company
Bacher Corp. of Connecticut
Bobcat Company/ Clarke Equipment Company
Bobcat of Boston, Inc.
Bobcat of Greater Springfield/Bobcat of Connecticut Inc.
Boston Lawnmower Company, Inc.
Boyden & Perron Garage, Inc.
C & J Equipment, Inc.
C.N. Wood Co., Inc.
Carey Auto Inc.
Cason Equipment
Chadwick-BaRoss, Inc.
Cleaves Company Inc.
Country Club Enterprises, LLC
Deere & Company
Five Star Golf Cars & Utility Vehicles, LLC
Frank J. Zamboni & Co., Inc.
IBC Offshore, Inc.
Jacobsen Professional Lawn Care/Dixie Chopper
KPM Exceptional LLC

Mayer Power Products, Inc.
MB Tractor and Equipment/Summa Humma
Mean Green
Moffett Turf Equipment, Inc.
Morgan Power Equipment Inc.
Moridae Manufacturing, Inc.
New England Golf Cars, Inc.
Norfolk Power Equipment Inc.
Northland Industrial Truck Co., Inc.
Padula Bros., Inc.
Richey and Clapper, Inc.
Schmidt Equipment, Inc.
Southworth Milton, Inc.
Stewart's Power Equipment, Inc.
Suzuki of Western Mass., Inc. DBA Allpower
Taplin Yard, Pump and Power Equipment/MJAGS
Tri-County Contractors Supply, Inc.
Turf Products LLC
Ultra Automotive Inc. DBA Orlando's Garage
Venture Products, Inc. (VENTRAC)
Vermeer Northeast/NYNE Equipment LLC

Locate the Contract User Guide

mass.gov/osd > Search: Statewide Contract User Guides > [FAC88](#)



Need Additional Information?

Contact Gayle Gionet, Strategic Sourcing Lead:
gayle.gionet@mass.gov or 617-720-3381.

Equipment Rental

Statewide Contract FAC97

Rentable Options for All Your Equipment Needs

Offering rentals from two of the nation's largest equipment rental companies:

Herc Rentals and United Rentals



*Aerial Lifts: Scissor, Personnel,
and Boom*

Air Compressors

Compaction

Concrete and Masonry

Disaster Response

Earthmoving

Generators and Light Towers

Material Handling

Power Tools

Pumps

Trucks and Trailers

And more!



Contract Highlights

- Rental and service locations throughout Massachusetts;
- Daily, weekly, and monthly rates;
- Equipment delivery and pickup available;
- 24/7 emergency service, maintenance, repair, and disaster response available;
- Maintenance and safety training available;
- Standby agreements for power generation and disaster relief available;
- Excellent option for seasonal equipment to preserve capital and avoid storage, repair, and inventory costs; and
- Both contract vendors offer 1% Prompt Pay Discounts for payments within 10 days.

Equipment Rental

Statewide Contract FAC97

Vendors

Herc Rentals
Matthew Oliver
617-276-6495
matthew.oliver@hercrentals.com

United Rentals
Daniel Cunningham
877-874-4468
dcunning@ur.com

Locate the Contract User Guide

mass.gov/osd >
Search: Statewide Contract User Guides >
[FAC97](#)

Find Rental Pricing

COMMBUYS.com >
Contract & Bid Search >
Contracts/Blankets >
Enter FAC97 in the Contract/Blanket Description field >
Click Find It



Need Additional Information?

Contact Steve Lyons, Strategic Sourcing Lead: 617-720-3373 or steve.lyons@mass.gov.

Homeland Security, Public Safety, & Traffic Safety Supplies

Statewide Contract HLS06

New Statewide Contract HLS06, launched on October 1, 2018, replacing HLS05. This contract covers various public safety product categories, such as:

Personal Protective Equipment (PPE)

Traffic Safety Supplies

Public Works

**Emergency Response Equipment
and more!**



Awarded Vendors

Safeware, Inc.

Tanna Blazejak
301-683-1234, x1049 or 800-331-6707
tblazejak@safewareinc.com

W.W. Grainger, Inc.

Jose A. Samayoa
401-256-0103
jose.samayoa@grainger.com

Both vendors were awarded through the adoption of nationally competed cooperative contracts: Safeware – U.S. Communities; W.W. Grainger – NJPA/Sourcwell.

Awards are based on catalog discounts with room to negotiate for bulk orders.

Contract Resources

Locate the Contract User Guide: COMMBUYS.com > Contract & Bid Search > Contracts/Blankets > Enter HLS06 in the Contract/Blanket Description field.

Questions?

Contact Steve Lyons, Strategic Sourcing Lead: 617-720-3373 or steve.lyons@mass.gov.

Appendices

VEH100 ADDENDUM TO FUEL CARD SERVICES AGREEMENT

ACCOUNT INFORMATION

Subject to NJPA Contract #SW 042016-WEX and Massachusetts Statewide Contract VEH100

Participating Entity agrees that in the event the account is not paid as agreed, for non-government eligible entities, Card Issuer may report the undersigned's liability for and the status of the account to credit bureaus and others who may lawfully receive such information.					
Participating Entity			Phone #		Fax#
Write Participating Entity name as you wish it to appear on cards. Limit of 20 characters & spaces. Unless specified, no company name will appear on cards. <input type="checkbox"/> <input type="checkbox"/>					
Headquarters Name and Physical Address (Do not include PO Box)				Applicant's Taxpayer ID # (TIN, FEIN or SSN)	
In Business Since (yyyy)	Year of Incorporation (yyyy)	Number of Vehicles	Avg Monthly Fuel Expenditures \$	Avg Monthly Service Expenditures \$	
Billing Contact		Billing Address		City	State Zip+4
Designate the Fleet Contact authorized to receive all charge cards, reports, and other such information we provide from time to time and to take actions with respect to your account and account access. This is also the person designated by your company to provide all fleet vehicle, driver and other information we may request.					
Authorized Fleet Contact Name			Title	Phone #	Fax #
Mailing Address (if different from billing address)				City	State Zip+4
Email address (required to take advantage of product type card controls)					
Card Controls: To help us estimate your credit needs, indicate the types of cards you anticipate using. If you provide a valid email address above, you can select from these product type options: <input type="checkbox"/> All Products <input type="checkbox"/> Fuel & Service <input type="checkbox"/> Fuel & Fluids with Roadside Assistance <input type="checkbox"/> Fuel with Roadside Assistance <input type="checkbox"/> Mix of card types <input type="checkbox"/> Check here if business is exempt from motor fuels tax					
INFORMATION SHARING DISCLOSURE: Information regarding your transactions may be provided to accepting merchants or their service providers to facilitate discounts or other promotional campaigns of interest to you.					
AUTHORIZED SIGNATURE REQUIRED					
Any person signing on behalf of the Participating Entity has been duly authorized by all necessary action of Applicant's governing body, and that the undersigned is authorized to make this application on behalf of the Participating Entity.					
Participating Entity:			WEX BANK		
By: _____			By: _____		
(Contracting Agency's Authorized Signatory)					
Printed Name: _____			Printed Name: _____		
Title: _____			Title: _____		
Date: _____			Date: _____		
FOR OFFICE USE ONLY					
Opportunity Number	Sales Code	Plastic Type	Coupon Code	Account Number 04	

Our bank complies with Section 326 of the USA PATRIOT Act which requires all financial institutions to obtain, verify, and record information that identifies each company or person who opens an account. What this means for you: when you open an account, we will ask for your name, address, date of birth, and other information that will allow us to identify you. We may also ask to see your driver's license or other identifying documents for your business.

Complete, sign and scan Addendum to Governmentmailbox@wexinc.net

Resources

Navigate to Contract Information in COMMBUYS

- COMMBUYS.com
- Contract & Bid Search
- Contracts/Blankets
- Enter Contract Number in the Contract/Blanket Description field
- Select Find It

Join a Strategic Sourcing Services Team

OSD looks for Department and Municipal buyers who are knowledgeable or interested in areas related to upcoming procurements to participate in the development of new Statewide Contracts. View upcoming procurement activity:

mass.gov/osd > Search Procurement Schedule

COMMBUYS Information

mass.gov/osd/commbuys

COMMBUYS Help Desk

888-MA-STATE

COMMBUYS@mass.gov

Become a COMMBUYS Buyer Organization

COMMBUYSEnablement@mass.gov

Locate Contract User Guides

mass.gov/osd >

Search Statewide Contract User Guides

Find OSD Training

mass.gov/osd >

Search Buyer Training Schedule

Chapter 30B Procurement Assistance

617-722-8838 or 30BHotline@mass.gov

mass.gov/ig/procurement-assistance

