



# State Government Reorganization Commission

Answers and Recommendations for Purchasing/Procurement

Prepared For:

State Government Reorganization Commission – Interim Committee

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## Introduction

Common sense dictates that a structured, centralized system established for the procurement of products and services throughout state government offers the best opportunity for efficiency and lowering overall costs. Indeed, this model has proven to be effective in capitalizing on the economies of scale that can be realized through widespread implementation in the private sector.

Contrarily, a loosely structured, decentralized, purchasing system that allows state agencies the ability to purchase independently in smaller quantities can directly contribute to much greater inefficiencies and potential waste of scarce resources. Without consistent interdepartmental communications and coordination, duplicity and waste in purchasing can become an increasing and uncontrollable problem.

The Procurement Division of the Department of Administrative Services (DAS) is an example of a more centrally oriented purchasing system that benefits the public entities served, having created clear purchasing standards, competitively bid master purchasing agreements with a diversity of vendors and building a system that any state government department can utilize. Additionally, the great majority of master contracts now in effect can – and are - being utilized by political subdivisions in Iowa, including cities, counties and local school districts. In spite of the benefits of the existing system, however, challenges with regard to generating savings through this process continue to exist.

One of these challenges is the lack of any effective requirement for agencies to purchase from master agreements. For instance, in the case of office supplies, DAS has competitively bid a purchase agreement with OfficeMax but several agencies use other retail vendors such as Staples. Without the ability to enforce the use of mandatory agreements, significant savings are being lost regularly, either through the negotiation process as a result of a lower anticipated total spend or through a reduction in the rebates received as a result of the lower level of purchasing occurring under the agreement.

Agencies are also allowed to independently contract for services. Such flexibility is useful when dealing with agency-specific services, but there are many other services that could be provided under a single contract at a more advantageous price and utilized by a broader spectrum of agencies. A centralized authority may be able to negotiate more beneficial terms for service contracts related to general services.

Several agencies, such as the Iowa Lottery, Iowa Communications Network and Iowa Prison Industries have independent authority to conduct their own purchasing. This is particularly valuable when dealing with lottery tickets, fiber optics or other special equipment. But is it the most frugal approach when purchasing other equipment and supplies such as copiers, computers or furniture? If a centralized authority were to purchase items of general use, it's reasonable to expect that greater savings can be realized.

In summary, the importance of a central purchasing authority in realizing savings and greater efficiencies is clearly recognized but practically unachievable until the necessary requirements and the ability to enforce these requirements are established in Code.

# **Overview of DAS Procurement Rules and Procedures**

## Competitive Procurement

**IAC 11—105.3(8A)** It is the policy of the state to obtain goods and services from the private sector for public purposes to achieve value for the taxpayer through a competitive selection process that is fair, open, and objective. Where feasible, common use items will be purchased cooperatively with state agencies having independent procurement authority to leverage economies of scale, add convenience, standardize common items, and increase efficiencies.

**105.3(1) *Informal competition.*** The department may use informal competition for the purchase of any good or service costing less than \$50,000. The informal request for bids or proposals may be completed electronically, by telephone or fax.

**105.3(2) *Formal competition.*** The department shall use formal competition for the procurement of any good or service costing \$50,000 or more. Bids submitted shall be sealed until the date and time of opening. All bids received prior to the date and time set forth on the solicitation will be publicly opened and announced at the designated time and place. All responses shall be documented, evaluated, tabulated and available for public inspection.

Requests for Proposal (RFP), Invitation to Bid (ITB), Request for Quote (RFQ) and Request for Bid (RFB) are procurement methods that are used depending on whether the bid is formal or informal.

The Invitation to Bid also known as the Request for Quote is used for informal bids and is awarded on the basis of price alone. These bids are usually received by fax, or email, and sometimes by telephone. The responsible vendor that can supply the specified good or service at the least cost is awarded the contract.

Request for Bids (RFB) are used for formal procurements. The award is based solely on price and bids are submitted in a sealed envelope and opened publically at a specific time and place.

When a good or service cannot be based on price alone, then a Request for Proposal is used. An evaluation committee determines the contact winner. In this method, the “winner” is determined by a combination of factors, such as quality, or past experience of the vendor, or proposed solution, in addition to price.

## Centralized Procurement of Goods

### **IAC 11—105.6(8A) Centralized procurement authority and responsibilities**

The Iowa Code requires the Department of Administrative Services, Procurement Services to procure goods with the exceptions of those purchases made by the Department of Transportation, institutions under the control of the Board of Regents, the Department for the Blind, Lottery, ICN, IPI, National Guard, State Fair Authority, Community Based Corrections, the Judicial Branch, and the Legislative Branch. DAS Procurement Services currently purchases goods on behalf of 41 state agencies and approximately 16,000 state employees. In addition, political subdivisions (cities, counties, and schools) utilize many of our contracts.

To meet the Iowa Code requirements, and respond to agencies requests, DAS Procurement Services has established master contracts, approximately 800, which cover a wide range of products used by state government. Copies of the master agreements can be found at: <http://das.gse.iowa.gov/contracts/contract.html>. These contracts have been established by competitive bid and an agency can purchase directly from the vendor, without conducting a competitive bid.

“Master agreement” is defined in the Department’s administrative rules as “a contract arrived at competitively that establishes price, term, and conditions for the purchase of goods and services in common use.” Master agreements are also referred to as collaborative or cooperative contracts that are utilized by multiple agencies throughout the term of the contract. These agreements are an effective method to obtain the best price possible by utilizing the buying power of multiple agencies. Master agreements are available for a variety of purchases such as food, office supplies, vehicles, technology equipment, copies, pharmaceuticals, paper products, fuel and oil, clothing and uniforms. Master contracts are also available to meet the individual needs of an agency.

## **Agency Direct Purchasing (Non-Centralized)**

### **IAC 11—105.15(8A) Thresholds for delegating procurement authority**

An agency may procure goods up to \$5,000 per transaction in a competitive manner. The Iowa Code requires all goods—no matter what the value—to be competitively bid. Most agencies use an informal competitive bid to meet this requirement. Informal competitive requests for bids or proposals may be completed electronically, by telephone, or fax. The agency is required to document that three or more informal quotes were obtained, or the circumstances resulting in fewer than three quotes. Informal bids must be tabulated, evaluated, documented and attached to the purchase order. Documentation of awards for solicitations using informal competition is public record and is made available to interested parties upon request.

**IAC 11—105.15(2)** *Agency direct purchasing—advanced level.* An agency certified by the director or designee as a “procurement center of excellence” may procure non-master agreement goods up to \$50,000 per transaction in a competitive manner. To be certified, agency personnel engaged in the purchase of goods must complete enhanced procurement training established by the director or designee. Agency personnel must complete training within a two-year period in order for the agency to be certified.

## **Enhanced Purchasing Requirements**

- I/3 Procurement Documents Instruction Class
- GSE Rules and Policies’ Class
- Use the appropriate commodity code
- Conduct no bid for a item already on contract
- Two NIGP courses sponsored by GSE
  - Introduction to Public Procurement
  - Sourcing in the Public Sector

## **Purchase of Goods over \$5,000 (Non-Centralized)**

### **IAC 11— 105.15(1)**

DAS Procurement Services will bid all goods over \$5,000, which are not on a master contract.

## Exemptions from Competitive Procurement

### IAC 11—105

The following four reasons justify a purchase without a competitive bid:

#### 1. Emergency Procurement

An emergency procurement is justifiable when it meets one of the following conditions:

- Threats to public health, welfare or safety or
- In which there is a need to protect the health, welfare or safety of persons occupying or visiting a public improvement or property located next to a public improvement or
- In which the state agency must act to preserve critical services or programs or
- In which the need is a result of events or circumstances not reasonably foreseeable.

The DAS Director or designee must approve all sole source and emergency requests for goods. The sole source/emergency request/justification forms are available at: <http://das.gse.iowa.gov/procurement/index.html>

#### 2. Sole Source Procurement

Sole source procurement shall be avoided unless clearly necessary and justifiable. The DAS Director may exempt the purchase of a good of general use from competitive selection process when the purchase qualifies as sole source procurement as a result of the following circumstances:

- One vendor is the only one qualified or eligible or is quite obviously the most qualified to provide the good or service.
- The procurement is of such a specialized nature or related to a specific geographical location only a single source, by virtue of experience.
- Expertise, proximity, or ownership of intellectual property rights, could most satisfactorily provide the good or service.
- Applicable law requires, provides for, or permits use of a sole source procurement.
- The federal government or other provider of funds for the goods and services being purchased (other than the state of Iowa) has imposed clear and specific restrictions on the use of the funds in a way that restricts the procurement to only one vendor
- The procurement is an information technology device or service that is systems software or an upgrade, or compatibility is the overriding consideration, or the procurement would prevent voidance or termination of a warranty, or the procurement would prevent or default under a contract or other obligations
- Other circumstances for services exist as outlined in **IAC 11—106.7(8A)**.  
<http://das.gse.iowa.gov/procurement/solesource.doc>

#### Sole Source DAS Process

The DAS Director or designee must approve all sole source requests for goods. The responsible DAS purchasing agent will review and research the request and make a recommendation as to whether the request should or should not be approved. The recommendation is forwarded to the DAS general counsel for review and recommendation to the DAS director for final approval.

DAS does not approve sole source service purchases.

The sole source/emergency request forms are available at:

<http://das.gse.iowa.gov/procurement/index.html>

### **3. Targeted Small Business (TSB) Procurement**

#### **IAC 11—105.4(2) Targeted Small Business**

a. Justification for TSB procurement. Agencies may purchase from a TSB without competition for a purchase up to \$10,000.

b. Special procedures for TSB procurements. Agencies must confirm that the vendor is certified as a TSB by the department of inspections and appeals on the Department of Inspections & Appeals web site: <https://dia.iowa.gov/tsb>. An agency may contact the TSB directly.

**IAC 11—105.7(2) Targeted small business notification.** Targeted small businesses shall be notified of all solicitations at least 48 hours prior to the general release of the notice of solicitation. The notice shall be distributed to the state of Iowa's 48-hour procurement notice Web site for posting.

### **4. Iowa Prison Industries (IPI)**

#### **IAC 11—105.4(3) Iowa Prison Industries (IPI) procurement.**

a. *Justification for IPI procurement.* Agencies shall purchase products from IPI or obtain a written waiver in accordance with **Iowa Code section 904.808**. See <http://www.iaprisonind.com> for IPI catalog. Purchase of standard office modular components and other furniture items shall be in accordance with 11—subrule 100.6(6).

b. *Special procedures for IPI purchases.* An agency may contact IPI directly. Agencies may purchase directly from IPI without a competitive bid. The Iowa Code provides that agencies shall not purchase from a vendor other than IPI, if

IPI offers the product or services. A listing of IPI products and services is found at: <http://www.iaprisonind.com/html/prodserv/prodserv.asp>

Agencies may receive a waiver from IPI after mutually determining that IPI is unable to meet the price and performance characteristics of the purchase request. Agencies may also purchase a product from a targeted small business for \$10,000 or less without receiving a waiver from IPI.

## **Procurement of Services**

### **IAC 11—106**

Iowa Rules for services differ from goods in a few areas, but generally follow similar policies. All agencies are allowed to conduct their own solicitation and contracting for services, and must follow competitive bidding processes.

## Competitive Procurement for Service Contracts

### IAC 11—106 Procurement Standards For Service Contracts

State agencies must use competitive selection to acquire services from private entities when the estimated annual value of the service contract is equal to or greater than \$5,000 or when the estimated value of the multiyear service contract in the aggregate, including renewals, is equal to or greater than \$15,000.

When the estimated annual value of the service contract is equal to or greater than \$5,000 but less than \$50,000 and the estimated value of the multiyear service contract in the aggregate, including renewals, does not exceed \$150,000, a state agency may use either a formal or informal competitive selection process.

When the estimated annual value of the service contract is equal to or greater than \$50,000 or the estimate value of the multiyear service contract in the aggregate, including renewals, exceeds \$150,000, a state agency must use a formal competitive selection process to procure the service.

### IAC 11—106.11(8A) Duration of Service Contracts.

**106.11(1)** Each service contract signed by a state agency shall have a specific starting and ending date.

**106.11(2)** State agencies shall not sign self-renewing service contracts that do not have a specific ending date.

**106.11(3)** A service contract should be competitively selected on a regular basis so that a state agency obtains the best value for the funds spent, avoids inefficiencies, waste or duplication and may take advantage of new innovations, ideas and technology. A service contract, including all optional renewals, shall not exceed a term of six years unless the state agency obtains a waiver of this provision pursuant to rule **106.16(8A)**.

## Competitive Procurement for Construction Contracts

1. Three different dollar thresholds:
  - a. Up to \$45,000 (no bid required, but may be bid)
  - b. At least \$45,000 and less than \$100,000 (competitive quote or competitive bid)
  - c. \$100,000 and more (competitive bid)
2. These threshold amounts can change ([www.iowadot.gov](http://www.iowadot.gov))
3. Costs up to \$45,000 (this amount changes periodically)
  - a. If the total estimated cost of the public improvement does not warrant either competitive quotations (projects between \$45,000 and up to \$100,000) ...or competitive bidding (projects \$100,000 and more)...the governmental entity may nevertheless proceed with competitive quotations or competitive bidding for the public improvement."
  - b. Advertise – no (unless you undertake a competitive bid)
  - c. Bond - yes
    - i. At least 75% percent of contract value if estimated costs are \$25,000 or more; 25% of contract price if no payment is made until after the project is completed.

aa. For projects \$50,000 or less, bond can be waived for TSB if TSB demonstrates the inability of securing such a bond because of a lack of experience, lack of net worth or capital.

ii. Waiver not applicable if business shows a record of repeated performance failures

4. Construction – Competitive Quotations

a. At least \$45,000 and less than \$100,000

b. “Public Improvements” can use a competitive quotation process

i. “Public improvement” construction work under DAS’ control which is paid for (in whole or in part) with funds of DAS

aa. Involves new construction, reconstruction, or an improvement that results in the betterment by improving either the original design or function of the facility.

c. Work with procurement staff to:

i. Contact at least 2 contractors; must be contacted in same manner (verbal or written solicitation)

ii. Notify contractors who have filed with DAS a request for notice of projects of opportunity

iii. Identify time, place and manner of submission of competitive quotes

iv. Require bond to enter into contract, and promise that it will provide required performance and payment bond (at least 75% or 25% if no payment before project completed)

v. Insurance

vi. Exempt from sales tax

vii. Written quotes required

viii. Approval of competitive quotation to be recorded in meeting minutes

d. Governmental entity can bid on these jobs

i. May be one of the two quotations

ii. Does not envision a bid from DAS enterprise, and then subbing the work out

iii. Comparison of bids includes deduction of estimated sales and fuel taxes and the bond from contractor’s bid.

5. Competitive Construction Bids

a. \$100,000 and More

b. Formal Bids

i. Work with purchasing staff to:

- aa. Advertised at least once, not less than 4 and not more than 45 days in before bids are due in a newspaper published at least once weekly and having general circulation in the geographic area served by the governmental agency.
- bb. Set time/date/place for opening of bids
- cc. Award to lowest responsive, responsible bidder
  - ii. Bidder has provided all info required by bid; has demonstrated the ability to complete the work as demonstrated by past performance or other appropriate considerations
- dd. Retain bid security until contract executed and bond filed that guarantees performance of the contract

c. Advertise

- i. Yes (variety of formats – Newspapers; relevant contractor organization publication; contractor plan rooms; websites)

d. Bid Security and Performance Bond

- i. Yes for both:

aa. bid security (amount necessary is in the bid – at least 5% not more than 10% of estimated total contract cost of the improvement of the amount of each bid)– An amount fixed by DAS, in the form of a cashier’s check or certified check on a state or federal chartered bank; or certified share draft on credit union

bb. Surety bond (performance of the contract -) 100 percent of the amount of the contract - A deposit of money, a certified check on a solvent bank of the county in which the improvement is to be located, a credit union certified share draft, state or federal bonds, bonds issued by a city, school corporation, or county of this state, or bonds issued on behalf of a drainage or highway paving district of this state may be received in an amount equal to the amount of the bond and held in lieu of a surety on the bond, and when so received the securities shall be held on the terms and conditions applicable to a surety.

## Iowa’s Preference Laws

### IAC 11-1105 Preferred Products and Vendors

- **Iowa Products.** State agencies shall make every effort to support Iowa products. Tied responses are decided in favor of Iowa products.
- **Iowa-based Businesses.** State agencies shall make every effort to support Iowa based businesses. Tied responses shall be decided in favor of an Iowa based business.
- **American-made products.** State agencies shall make every effort to support American made products. Tied responses shall be decided in favor of American made products.
- **American-made vehicles.** The Code provides a 5% preference for American made vehicles.
- **American-based Businesses.** State agencies shall make every effort to support American based businesses. Tied responses shall be decided in favor of American based business.

- **Recycled Product and Content.** State agencies shall make every effort to protect Iowa's environment in the procurement of goods. Recycled goods and goods that include recycled content shall be acquired if they are available and comparable in quality, performance, and price and there are no other mitigating factors.
- **Products Made by Person with Disabilities.** State agencies shall make every effort to procure those products for sale by sheltered workshops, work activity centers, and other programs funded in whole or part by public moneys that employ persons with mental retardation, other developmental disabilities, or mental illness of the product meets the required specification.

Iowa Certified Targeted Small Business. State agencies may buy from a certified targeted small business without using a competitive bidding process for goods or services up to \$10,000.

### Reciprocity

Iowa Code section **8A.311** provides:

*"If the laws of another state mandate a percentage preference for businesses or products from that state and the effect of the preference is that bids of Iowa businesses or products that are otherwise low and responsive are not selected in the other state, the same percentage preference shall be applied to Iowa businesses and products when businesses or products from that other state are bid to supply Iowa requirements."*

Most states have a reciprocity provision. It provides that Iowa businesses doing business in Iowa will have an advantage over another state's vendors if that state gives an advantage to their in-state vendors over Iowa vendors when competing for business in that other state.

### Agencies with Independent Purchasing Authority

- Lottery
- Iowa Communications Network
- Iowa Prison Industries
- Workforce Development (relating to acquisition of buildings or lease of buildings for the operation of employment services)
- Department for the Blind
- Board of Regents Institutions
- Iowa Public Television
- National Guard (authority to maintain military installations and make purchases in accordance with federal law)
- State Fair Authority
- Department of Transportation
- Community Based Corrections
- Iowa Finance Authority
- Department of Natural Resources (park maintenance and construction)
- Judicial Branch
- Legislative Branch

## Bid specifications

Writing of bid specifications is governed by 11 IAC 105.11. It states, “All specifications used in solicitations shall be written in a manner that encourages competition. Specifications shall be written in general terms without reference to a particular brand or model unless reference is clearly identified as intending to illustrate the general characteristics of the item and not to limit competition. A specific brand or model may be provided only when necessary to maintain a standard required or authorized by law or rule for connectivity or compatibility with existing commodity or equipment.” Generally, specifications can be standard, which is developed for repeated use, or non-standard, which is prepared for a particular procurement for one-time use. Although, DAS procurement has final responsibility for the competitiveness and suitability of specifications, it does not initiate or prepare all specifications. The size of the staff necessary to do this work is prohibitive.

## DAS contracts are available for use by political subdivisions

IAC 11—105.13 (8A) states, “Contracts entered into by the department may be extended to, and made available for the use of, other governmental entities as defined in Iowa Code Supplement section 8A.101.”

DAS procurement has assisted local governments with saving money through the use of master agreements. For example, political subdivisions utilize the State of Iowa vehicle contract to purchase law enforcement vehicles because of the attractive pricing. Over 85% of the spend on our technology contracts results from political subdivisions purchasing from the State of Iowa contract.

## Additional information is available at the following sites:

Iowa Administrative Rules, Chapters 105, 106 and 107:

<http://das.gse.iowa.gov/procurement/adminrules/chap105.html>

<http://das.gse.iowa.gov/procurement/adminrules/chap106.html>

<http://das.gse.iowa.gov/procurement/adminrules/chap107.html>

Iowa Code, Chapter 8A

<http://coolice.legis.state.ia.us/Cool-ICE/default.asp?category=billinfo&service=iowaCode&ga=82>

DAS GSE Purchasing Website: <http://das.gse.iowa.gov/procurement/index.html>

Bid Opportunities: <http://bidopportunities.iowa.gov/>

Service Contracting Guide: <http://das.gse.iowa.gov/procurement/scg2.html>

IT Standards: <http://www.das.ite.iowa.gov/standards/index.html>

Technology Governance Board: <http://tgb.iowa.gov/>

Info on TSB Program: <https://dia.iowa.gov/tsb>

TSB 48 Hour Notice Web Site: <http://www.iowalifechanging.com/business/tsb/tsb.htm>

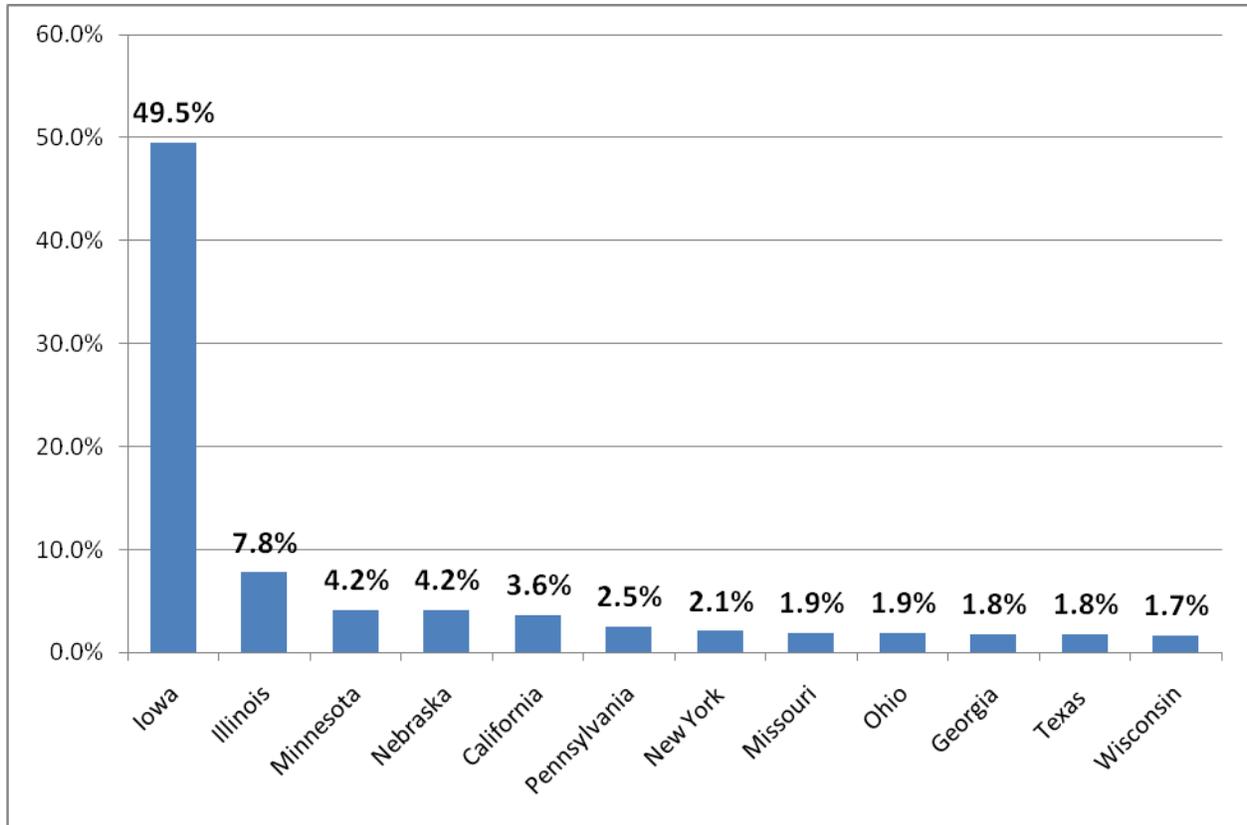
To Search for a TSB: <https://dia.iowa.gov/tsb/index.php/search>

## Recommendations

Three main factors impact commodity pricing submitted by a vendor:

1. A committed/guaranteed volume.
  2. A standardized product.
  3. Competition.
- Change the Iowa Code to allow independent purchasing authorities (other than DOT and the Regents) to purchase goods unique to their operation, and restrict their ability to purchase commonly used items. Many independent purchasing authorities have Code authority to conduct their own purchasing. For example, the Lottery, Department of the Blind, Iowa Prison Industries and the Iowa Communications Network have purchasing authority to conduct bids for all goods and services needed by their organization. This means that if they need office supplies, paper, computers, servers, the Iowa Code allows them to conduct their own bid. Allowing a centralized purchasing entity to buy commonly used goods like office supplies, computers and copiers will increase the volume and allow the State of Iowa to receive better pricing from the supplier.
  - Mandate use of selective DAS Procurement contracts. All agencies, with the exception of DOT and the Regents, should be required to use DAS contracts. Currently, many state agencies purchase outside of the DAS contracts. This inhibits our ability to take advantage of the State's volume. Implementation of this mandate would send a message to suppliers that they need to sharpen their pencil during the bid process because if they don't put their best price forward, all agencies will be buying from their competitor. Contracts to consider mandating are: office supplies, off-the-shelf software, computers, printers, servers, copiers, and sanitary paper products.
  - Require agencies to provide DAS with reports about what they plan to buy on an annual basis. This information would assist DAS in establishing annual purchases of specific commodities utilizing the volume of all state agencies to generate better pricing.
  - Requires services that all or most agencies use to be purchased by DAS Procurement. Currently, all agencies are allowed to procure services on their own. This makes sense for specialized services needed by an agency, but service used by all agencies should be purchased centrally.
  - Require all employees who conduct bids for services to receive training on an annual basis about procurement rules and regulations and procurement best practices.
  - Require agencies to report on an annual basis about efforts to standardize products and services within their own agencies and with other state agencies.
  - Allow DAS to hire "procurement compliance" employees who have the responsibility to review agency procurements to determine whether rules were followed and whether agencies are using mandated contracts.

### Percent of Master Contracts by Location (Top 12 States)



# Procurement Glossary of Terms

## **Award**

Award means the selection of a vendor to receive a master agreement or order of a good or service.

## **Best and Final Offer**

Best and Final Offer (BAFO) is the final proposal submitted after negotiations are completed that contains the vendor's most favorable terms for price, services and products to be delivered.

## **Bid**

The response submitted by a bidder to an invitation to bid or a request for bid. Sometimes the complete bid document may be referred to as "the bid". The response to a request for proposal (RFP) is called a proposal of offer.

## **Bid Tabulation - also known as bid abstract**

The recording of vendor responses for the purposes of evaluation and record keeping.

## **Bidder**

A vendor or its representative who submits a bid.

## **Competitive Bidding Procedure**

Competitive bidding procedure means the advertisement for, solicitation of, or the procurement of bids; the manner and condition in which bids are received; and the procedure by which bids are opened, accessed, evaluated, accepted, rejected or awarded. A "competitive bidding procedure" refers to all types of competitive solicitation processes and may include a transaction accomplished in an electronic format.

## **Competitive Selection Documents**

Competitive selection documents means documents prepared for a competitive selection by a department or agency to purchase goods and services. Competitive selection documents may include requests for proposal, invitations to bid, or any other type of document a department or agency is authorized to use that is designed to procure a good or service for state government. A competitive selection document may be an electronic document.

## **Early Payment Discount**

A negotiated amount that can be deducted from the total purchase amount if payment is received in the allotted time.

### **Emergency Procurement**

“Emergency” includes, but is not limited to, a condition:

1. That threatens public health, welfare or safety; or
2. In which there is a need to protect the health, welfare or safety of persons occupying or visiting a public improvement or property located adjacent to the public improvement;
3. In which the department or agency must act to preserve critical services or programs;
4. In which the need is a result of events or circumstances not reasonably foreseeable.

### **Formal Bid**

A bid which must be submitted in a sealed envelope and opened in public at a specified date and time. Formal bids are greater than \$50,000.

### **Formal Competition**

“Formal competition” means a competitive selection process that employs a request for proposals or other means of competitive selection authorized by applicable law and results in procurement of a good or service.

### **Good**

Good or goods means products or personal property other than money that is tangible or movable at the time of purchase, including specially manufactured goods. A contract for goods is a contract in which the predominant factor, thrust, and purpose of the contract as reasonably stated is for the acquisition of goods. When there is a contract for both goods and services and the predominant factor, thrust, and purpose of the contract as reasonably stated is for the acquisition of goods, a contract for goods exists.

### **Informal Bid**

A competitive bid, or price quotation that is submitted by letter, telephone, e-mail, or facsimile and is less than \$50,000.

### **Informal Competition**

Informal competition means a streamlined competitive selection process in which a department or agency makes an effort to contact at least three prospective vendors identified by the department or purchasing agency as qualified to perform the work described in the scope of work to request that they provide bids or proposals for the delivery of the goods or services the department or agency is seeking.

### **Intent to Award**

Notification to all vendors who responded to a solicitation with a bid that an award of contract will be made to a vendor pending negotiations.

**Life Cycle Costing**

Life cycle cost means the expected total cost of ownership during the life of a product, including disposal costs.

**Lowest Responsible Bidder**

Lowest responsible bidder means the responsible bidder that is fully compliant with the requirements and terms of the competitive selection document and that submits the lowest price(s) or cost(s).

**Master Agreement**

Master agreement is defined in the Department's administrative rules as "a contract arrived at competitively which establishes price, terms, and conditions for the purchase of goods and services in common use." Master agreements are also referred to as collaborative or cooperative purchases and primarily involve goods or services that are purchased by multiple agencies. These agreements are an effective method to obtain the best price possible by utilizing the buying power of multiple agencies. Master agreements are utilized for a variety of purchases such as food, office supplies, vehicles, technology equipment, copiers, pharmaceuticals, paper products, fuel and oil, and clothing and uniforms.

**Procurement, Procure, or Purchase**

Procurement, procure, or purchase means the acquisition of goods and services through lease, lease/purchase, acceptance of, contracting for, obtaining title to, use of, or any other manner or method for acquiring an interest in a good or service.

**Pre-qualified Vendor List**

A list of vendors who have submitted documentation that they are a viable vendor for a particular commodity and can provide the product in the manner requested.

**Proprietary**

Products or services offered under exclusive rights of ownership by a vendor and use is protected by a trademark or patent or copyright: made or produced or distributed by one having exclusive rights; "Tylenol" is a proprietary drug of which 'acetaminophen' is the generic form.

**Request for Bid**

Request for Bid (RFB) is used for formal (>\$50,000) procurements when price is the only consideration.

**Request for Information**

Request for Information (RFI) is used to solicit information from vendors when a conceptual need has been identified but detailed requirements are not known.

**Request for Quote**

Request for Quote (RFQ) is used in the informal (<\$50,000) bid process when price is the only consideration.

**Request for Proposal**

Request for Proposal (RFP) is used to solicit proposals from potential vendors for goods and services. Factors other than price are used to determine the winning vendor.

**Responsible Bidder**

Responsible bidder means a vendor that has the capability in all respects to perform the contract requirements. In determining whether a vendor is a responsible bidder, the department may consider various factors including, but not limited to, the vendor's competence and qualification for the type of services required, the vendor's integrity and reliability, the past performance of the vendor relative to the quality of the good or service, the past experience of the department in relation to the good or service, the relative quality of the good or service, the proposed terms of delivery, and the best interest of the state.

**Sealed Bid**

A formal submission for a bidder submitted in response to a request for bid or an Invitation to bid. Sealed means the submission of responses to a solicitation in a form that prevents disclosure of the contents prior to a date and time established by the department for opening the responses. Sealed responses may be received electronically.

**Sole Source Procurement**

Sole source procurement is defined in the Department's administrative rules as "a purchase of a good or service in which the department or agency selects a vendor without engaging in a competitive selection process."

**Targeted Small Business (TSB)**

Targeted small business (TSB) means a targeted small business as defined in Iowa Code section 15.102 that is certified by the Department of Inspection and Appeals.

**Vendor**

Vendor means a person, firm, corporation, partnership, business or other commercial entity that provides services or offers goods for sale or lease.

Master Agreement #	Legal Name	City	State	Commodity
CT1033VEHAUCTION	Caron Nugent	Adel	IA	Auctioneering Services (To include Internet Type)
3368-09	David Nemmers	Algona	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3222-08	ZIEGLER INC	ALTOONA	IA	Electrical (Alternator/Generator, Battery, Ignition System,
3426-09	Rogers Automated Entranc	Altoona	IA	TRIP CHARGES
TSB0023-09	Molecular Express Inc	Ames	IA	GLOVES, EXAMINATION, DISPOSABLE, LATEX, MEDICAL GRADE, NON-S
3369-09	Benson Motors	Ames	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
CT3024	VAN WALL EQUIPMENT	Ames	IA	Vehicles, Including Automobiles, Trucks, Trailers, Vans, Mot
CT3024	VAN-WALL EQUIPMENT	Ames	IA	Vehicles, Including Automobiles, Trucks, Trailers, Vans, Mot
CT3005MVIPI	Iowa Prison Industries	Anamosa	IA	Data Entry Services
3043-09	Iowa State Industries	Anamosa	IA	DECALS, PRESSURE SENSITIVE, VINYL
3560-09	Iowa Prison Industries	Anamosa	IA	DECALS, VEHICLE
3513-09	Karl Chevrolet, Inc.	Ankeny	IA	Automobiles and Station Wagons (See 071-80 for SUV Types)
3450-09	Karl Chevrolet, Inc.	Ankeny	IA	Automobiles, Police and Security Equipped
3161-08	SIEMENS BUILDING TECH	Ankeny	IA	Energy Management
3232-08	HOME DEPOT USA	Ankeny	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3370-09	Dewey Ford, Inc	Ankeny	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3612-10	Dewey Ford, Inc	Ankeny	IA	Replacement Parts for Ford
3615-10	Karl Chevrolet, Inc.	Ankeny	IA	Replacement Parts for General Motors
CT3059MV4OF10	Missman Stanley & Assoc	Bettendorf	IA	ARCHITECTURAL SERVICES, PROFESSIONAL
3233-08	HOME DEPOT USA	Bettendorf	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3515-09	Pat Clemons Chev-Buick-	Boone	IA	Automobiles and Station Wagons (See 071-80 for SUV Types)
3692-10	CONSTRUCTIVE CONSULTANTS	Boone	IA	Glass Replacement, Maintenance, and Repair
3604-09	Pro Build North LLC	Boone	IA	LUMBER, SIDING, AND RELATED PRODUCTS
1380-09	Manatts Inc	Brooklyn	IA	CONCRETE, READY MIX
MA2904	Food Services Dist.	Burlington	IA	Concessions Catering Vending: Mobile and Stationary (See Cla
3371-09	Mike Campbell'S Body	Burlington	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
CT3005MVDV	Heilman Data Serv. Inc.	Carlisle	IA	Data Entry Services
3549-09	Deery Brothers Chev Inc	Carlisle	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3429-09	Welch Products Inc	Carlisle	IA	Safety Surfaces, Playground
3372-09	Chuck Clausen	Carroll	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
12220800036	Aerial Services Inc	Cedar Falls	IA	Aerial Photography
TSB3633-10	LKS Career Connections	Cedar Falls	IA	EMPLOYMENT AGENCY SERVICES FOR THE HIRING OF TEMPORARY PERSO
CT2883A	Martin Brothers Dist	Cedar Falls	IA	FREEZE DRIED, REGULAR AND DECAFFIENATED AND FLAVORED COFFEES
3448-09	UNIV OF NORTHERN IOWA	CEDAR FALLS	IA	TEACHER RESOURCE, EARLY CHILDHOOD
CT3059MV6OF10	Howard R Green Co	Cedar Rapids	IA	ARCHITECTURAL SERVICES, PROFESSIONAL
07210800009	REINHART FOODSERVICE LLC	Cedar Rapids	IA	CEREALS, READY TO EAT, BULK PACKED (BRAND LISTED)
B27169 WSCA EIT	ERBS BUSINESS MACHINES	Cedar Rapids	IA	COMPUTER HARDWARE AND PERIPHERALS FOR MICROCOMPUTERS
TSB0039-08	LINDSTROM EXHIBITS INC	Cedar Rapids	IA	Display and Showroom Equipment and Supplies (Including Exhi
3223-08	Cummins Central power LL	Cedar Rapids	IA	Electrical (Alternator/Generator, Battery, Ignition System,
TSB3156-09	INDIGO HORIZONS INC	Cedar Rapids	IA	Fans, Industrial Types: Attic, Exhaust, Forced Draft, etc. (
3499-09	REINHART FOODSERVICE LLC	Cedar Rapids	IA	Food Distribution Services
1265-08	Wynn O Jones & Assoc Inc	Cedar Rapids	IA	FURNITURE: LABORATORY
3236-08	HOME DEPOT USA	CEDAR RAPIDS	IA	LUMBER, SIDING, AND RELATED PRODUCTS
MA6416-4	W W Grainger Inc	Cedar Rapids	IA	MACHINERY AND HARDWARE, INDUSTRIAL
3007	Heritage Microfilm Inc	Cedar Rapids	IA	Microfiche/Microfilming Services
3007-10	Heritage Microfilm Inc	Cedar Rapids	IA	Microfiche/Microfilming Services
2489-09	Orkin Exterminating Co	Cedar Rapids	IA	Pest Control
3471-09	American Red Cross	Cedar Rapids	IA	PUBLICATIONS, AUDIOVISUAL MATERIALS, BOOKS, TEXTBOOKS (PRE
3373-09	David Beer	Cedar Rapids	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3614-09	K & H Auto Body	Cedar Rapids	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
TSB0035-09	ROBERT OAKLEY	Cedar Rapids	IA	SANITIZERS, HAND, INSTANT, WATERLESS
3421-09	DEDE Inc	Cedar Rapids	IA	SERVICES SHALL PROVIDE TECHNICAL ANALYSIS RELATED TO SOFTWARE
2320A-09	REINHART FOODSERVICE LLC	Cedar Rapids	IA	SOUPS, CONDENSED
TSB0031-08	DESTINATIONS UNLIMITED	Cedar Rapids	IA	Travel Agency Services
3047-09	SKA INC	Cedar Rapids	IA	Uniforms, Blended Fabric

Master Agreement #	Legal Name	City	State	Commodity
MA1663MV4OF6	Acme Electric Company	Cedar Rapids	IA	Wiring and Other Electrical Maintenance and Repair Services
3374-09	Centerville Body Shop	Centerville	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3231-08	Cherokee Lumber	Cherokee	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3411-09	Cherokee Collision Ctr	Cherokee	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3121-09	EZ WAY INC	Clarinda	IA	Lifting Devices, Patient
3234-08	HOME DEPOT USA	Clinton	IA	LUMBER, SIDING, AND RELATED PRODUCTS
CT3062	MAPCON TECHNOLOGIES INC	Clive	IA	COMPUTER SOFTWARE FOR MICROCOMPUTERS (PREPROGRAMMED)
MA3036MV1OF3	Ikon Office Solutions	Clive	IA	Copy Machines, Digital
1077-09	A B M LTD	Clive	IA	Janitorial/Custodial Services
1087-09	DES MOINES INDUSTRIAL PR	Clive	IA	Washers, Metal or Other Material (Not Steel)
3228-08	BEISSERS INC LUMBER CO	Coralville	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3375-09	Kahler Collision Center	Coralville	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3530-09	North American Home Ctr	Coralville	IA	Tools and Equipment, Floor Installation
CT3059MV7OF10	SCHEMMER ASSOCIATES	Council Bluffs	IA	ARCHITECTURAL SERVICES, PROFESSIONAL
3235-08	HOME DEPOT USA	Council Bluffs	IA	LUMBER, SIDING, AND RELATED PRODUCTS
CT2570A	Omalleys Inc	Council Bluffs	IA	Ovens, Microwave and Convection (Household)
CT2570A	OMALLEYS INC	Council Bluffs	IA	Ovens, Microwave and Convection (Household)
3376-09	COUNCIL BLUFFS COLLISION	Council Bluffs	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3376-09	Getzschman & Murray Part	Council Bluffs	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3377-09	F & M Body Shop Inc	CRESTON	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
03030900078	Midwest Alarm Services	Davenport	IA	Alarm Equipment Maintenance/Repair (Fire, etc.)
3583	Iowa-Illinois Taylor Ins	Davenport	IA	ASBESTOS ABATEMENT SERVICES
3514-09	LUJACK SCHIERBROCK	Davenport	IA	Automobiles and Station Wagons (See 071-80 for SUV Types)
CT2641A	IBC SALES CORPORATION	Davenport	IA	BREAD, WHITE, SANDWICH STYLE
CT2630A	Interstate Brands Corp	Davenport	IA	BREAD, WHITE, SANDWICH STYLE
TSB0040-09	ARDEANIA CALE	Davenport	IA	Display, Exhibit, and Promotional Materials
3244-08	LOWES HOME CENTERS INC	Davenport	IA	LUMBER, SIDING, AND RELATED PRODUCTS
MA6416-5	W W Grainger Inc	Davenport	IA	MACHINERY AND HARDWARE, INDUSTRIAL
2663-09	Swiss Valley Farms	Davenport	IA	Milk, All Types
3378-09	Johnson Motor Co	Denison	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
2628-09	Schumacher Elevator Co	Denver	IA	MAINTENANCE AND REPAIR SERVICES ELEVATOR
3579-09	Per Mar Security	Des Moines	IA	Alarm Equipment Maintenance/Repair (Fire, etc.)
2894-09	Jester Insurance Service	Des Moines	IA	ANNUAL PREMIUM
CT3059MV5OF10	ARCHITECTS SCHIPPER KAST	Des Moines	IA	ARCHITECTURAL SERVICES, PROFESSIONAL
CT3059MV3OF10	Brooks Borg Skiles Arch	Des Moines	IA	ARCHITECTURAL SERVICES, PROFESSIONAL
CT3059MV8OF10	Brown Engineering Co	Des Moines	IA	ARCHITECTURAL SERVICES, PROFESSIONAL
CT3059MV6OF10	Howard R Green Co	DES MOINES	IA	ARCHITECTURAL SERVICES, PROFESSIONAL
TSB2614-08	PREFERRED MARKETING INC	Des Moines	IA	Athletic Clothing
3509-09	Bob Brown Chevrolet Inc.	Des Moines	IA	Automobiles and Station Wagons (See 071-80 for SUV Types)
3510-09	Charles Gabus Ford	Des Moines	IA	Automobiles and Station Wagons (See 071-80 for SUV Types)
3512-09	HUMMEL BROTHERS INC	Des Moines	IA	Automobiles and Station Wagons (See 071-80 for SUV Types)
3516-09	Stew Hansen'S Dodge City	Des Moines	IA	Automobiles and Station Wagons (See 071-80 for SUV Types)
3451-09	Stew Hansen'S Dodge City	Des Moines	IA	Automobiles, Police and Security Equipped
3629-10	AutoZone Stores Inc	Des Moines	IA	AUTOMOTIVE AND TRAILER EQUIPMENT AND PARTS
3630-10	Genuine Parts Co	Des Moines	IA	AUTOMOTIVE AND TRAILER EQUIPMENT AND PARTS
CT1036X	Packaging Distribution	Des Moines	IA	BOXES, TRANSFER STORAGE, CORRUGATED FIBERBOARD, STEEL WIRE B
3603-09	Linweld	Des Moines	IA	CARBON DIOXIDE (CO2)
3445-09	Paper Corporation	Des Moines	IA	Carbonless Paper (Chemical Transfer) (Including Recycled)
3286-08	WILLIAMS WILBERT VAULT	Des Moines	IA	Cemetery Equipment and Supplies (See 578-52 For Lots and Vau
01150900038	Elliott Aviation	Des Moines	IA	Chartering Services for Aircraft, Boats, Buses, and other Tr
CT2832	Barton Solvents Inc	Des Moines	IA	CHEMICALS, BOILER WATER TREATING
3296-08	G & L Clothing, Inc.	Des Moines	IA	CLOTHING: ATHLETIC, CASUAL, DRESS, UNIFORM, WEATHER AND WORK
3021-08	GANNETT CO INC	Des Moines	IA	COMMUNICATIONS AND MEDIA RELATED SERVICES
B27169 WSCA IOS	Infomax Office Systems	Des Moines	IA	COMPUTER HARDWARE AND PERIPHERALS FOR MICROCOMPUTERS
B27175 WSCA OTI	Open Technologies, L.C.	Des Moines	IA	COMPUTER HARDWARE AND PERIPHERALS FOR MICROCOMPUTERS

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CT2948 X	Quality Consulting Inc	Des Moines	IA	Computer Software Consulting
CT2985	Paper Free Technology	DES MOINES	IA	COMPUTER SOFTWARE FOR MICROCOMPUTERS (PREPROGRAMMED)
2794-09	Central Iowa Ready Mix	Des Moines	IA	CONCRETE, READY MIX
2447-08	OMG MIDWEST INC	DES MOINES	IA	CONCRETE, READY MIX
3540-09	Air-Con Mechanical Corp	Des Moines	IA	CONSTRUCTION SERVICES, TRADE (NEW CONSTRUCTION)
3537-09	BAKER GROUP	Des Moines	IA	CONSTRUCTION SERVICES, TRADE (NEW CONSTRUCTION)
3536-09	Stroh Corporation	Des Moines	IA	CONSTRUCTION SERVICES, TRADE (NEW CONSTRUCTION)
2930-09	WALDINGER CORPORATION	Des Moines	IA	CONSTRUCTION SERVICES, TRADE (NEW CONSTRUCTION)
3070-08	Brian Clark & Associates	Des Moines	IA	CONSULTING SERVICES
MA3036MV3OF3	Koch Brothers	Des Moines	IA	Copy Machines, Digital
MA2760-08	United Parcel Service	Des Moines	IA	COURIER DELIVERY SERVICES, PARCEL MAIL, EXPEDITED
1976-09	Poe Enterprises Inc	Des Moines	IA	Courier Services, Ground Delivery
3131-09	Priority Express	Des Moines	IA	Courier/Delivery Services (Air Courier Services)
CT2777 X	PETERSEN COURT REPORTERS	DES MOINES	IA	Court Reporting Services
TSB0038-09	Media Management Inc	Des Moines	IA	Display and Showroom Equipment and Supplies (Including Exhi
TSB0038-09	Media Mgmt And Display	Des Moines	IA	Display and Showroom Equipment and Supplies (Including Exhi
TSB0028-08	VILAS & ROSNO INC	Des Moines	IA	Display, Exhibit, and Promotional Materials
MA317608	Doors Inc	Des Moines	IA	Doors, Frames, and Jambs, Steel
MA317508	Kurtz Hardware Co.	Des Moines	IA	Doors, Frames, and Jambs, Steel
3159-08	Graybar Electric Co Inc	Des Moines	IA	ELECTRICAL EQUIPMENT AND SUPPLIES (EXCEPT CABLE AND WIRE)
3699-10	Energy Group Co Inc, The	Des Moines	IA	Energy Conservation; New Energy Sources (Solar, etc.) - Arch
3165-08	BAKER GROUP	Des Moines	IA	Energy Management
3160-08	Control Installations	Des Moines	IA	Energy Management
3163-08	Simplexgrinnell LLP	Des Moines	IA	Energy Management
PRINT0900180	Mel Straub Corp	DES MOINES	IA	Envelope Printing
MA2503	TERRACON CONSULTANTS INC	Des Moines	IA	Environmental Engineering
CT2902	Control Installations	Des Moines	IA	FACILITY ENTERPRISE SYSTEMS, SECURITY MANAGEMENT SOFTWARE, B
CT1185MV-1X	H B Leiserowitz Co	Des Moines	IA	Film, Photographic (Including Movie Films and Polaroid Type)
2780-08	A-D Distributing Co Inc	Des Moines	IA	FLAGS, STATE, NYLON
3676-10	Keck Inc	Des Moines	IA	Fuel Oil, Diesel (Use 405-02 for Biodiesel)
TSB33314-08	G2 FUEL TECHNOLOGIES LLC	Des Moines	IA	FUEL, OIL, GREASE AND LUBRICANTS
2876-08	Iowa Office Interiors	Des Moines	IA	FURNITURE: OFFICE
3658-10	Keck Inc	Des Moines	IA	Gasohol
CT3088MVQCI	Quality Consulting Inc	Des Moines	IA	Geographic Information Systems (GIS)
3072-08	Peerless Supply Inc	Des Moines	IA	HAND TOOLS (POWERED AND NON-POWERED), ACCESSORIES AND SUPPLI
CT1814XX	Stroh Corporation	Des Moines	IA	Heating, Air Conditioning, and Ventilation Maintenance and R
3213-08	Allied Systems	Des Moines	IA	HOURLY
CT2668A	AE Farms	Des Moines	IA	Ice Cream
CT2668A*	AE Farms	Des Moines	IA	Ice Cream
CT2673A	Roberts Dairy Company	Des Moines	IA	Ice Cream
3015-09	Accurate Mechanical Co	Des Moines	IA	LABOR CHARGES
2043-08	Adventure Lighting	Des Moines	IA	LAMPS, HIGH PRESSURE SODIUM, GENERAL AND STREET LIGHTING, BU
2756-008	Aramark Uniform Services	Des Moines	IA	Laundry and Linen Service
3504-09	Leather Factory The	Des Moines	IA	Leathercraft Supplies
3237-08	HOME DEPOT USA	Des Moines	IA	LUMBER, SIDING, AND RELATED PRODUCTS
MA6416-1	W W Grainger Inc	Des Moines	IA	MACHINERY AND HARDWARE, INDUSTRIAL
1226-09	NATIONAL ORG SERVICE	Des Moines	IA	Magazine Subscriptions
1489-08	MAIL SERVICES LC	Des Moines	IA	Mailing Services (Incl .Addressing, Collating, Packaging, So
CT2651A	Anderson Erickson Dairy	Des Moines	IA	Milk, All Types
TSB0009-09	PRIMARY SOURCE INC	Des Moines	IA	Novelties and Advertising Specialty Products
CT1852X	Paper Corporation	Des Moines	IA	PAPER, BOND, NO. 1, RECYCLED, WATERMARKED, GRAIN LONG, MOIST
TSB0041-08	NATIONAL PHARMACEUTICAL	Des Moines	IA	Pharmaceutical Services
3599-09	CTW INC	Des Moines	IA	Pickup Truck Bodies
3564-09	Construction Materials	Des Moines	IA	Quality Control Testing Services for Construction
3563-09	TEAM SERVICES INC	Des Moines	IA	Quality Control Testing Services for Construction

Master Agreement #	Legal Name	City	State	Commodity
CT3029	Aramark Uniform Services	Des Moines	IA	RAGS, SHOP TOWELS, AND WIPING CLOTHS
3020-10	Crinc L C	Des Moines	IA	Recycled Glass Products
3410-09	Craig Peters	Des Moines	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3379-09	Stivers Lincoln-Mercury	Des Moines	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
CT1379A	Sarah & Andrew Trucking	Des Moines	IA	Sand and Gravel
1165-10	Sherwin Williams	Des Moines	IA	Sealers and Primers, Paint
3211-08	Park Avenue Laundry Serv	Des Moines	IA	SHEETS, FLAT
TSB2252-08	PREFERRED MARKETING INC	Des Moines	IA	Shirts, Dress and Casual
MA2243	CHARLES T CAMPBELL	Des Moines	IA	Snow Removal Services
MA2494MV1-2	Abc Beverage Mfg Inc	Des Moines	IA	Soft Drinks
CT1627	American Bottling Co	Des Moines	IA	Soft Drinks
MA2157	Artistic Waste Services	Des Moines	IA	Solid or Liquid Waste Disposal (Including Management Service
CT3158	Pratt Audio-Visual-	Des Moines	IA	SOUND SYSTEMS, COMPONENTS, AND ACCESSORIES: GROUP INTERCOM,
TSB3135-09	Krajcir Corp	Des Moines	IA	Souvenirs: Promotional, Advertising, etc.
TSB3609-09	RED BARN PROMOTIONS LLC	Des Moines	IA	Souvenirs: Promotional, Advertising, etc.
3030-09	DHG PRODUCTIONS INC	DES MOINES	IA	TELEVISION EQUIPMENT AND ACCESSORIES
3531-09	Allied Const. Services	Des Moines	IA	Tools and Equipment, Floor Installation
TSB3636-10	E A Travel Inc	Des Moines	IA	Travel Agency Services
3693-10	Automatic Door Group Inc	Des Moines	IA	TRIP CHARGES
2438-08	Carpenter Uniform & Prom	Des Moines	IA	Uniforms, Blended Fabric
CT1131X	Mid-States Supply Co	Des Moines	IA	Valves, Bronze: Angle, Ball, Check, Gate, Globe, etc.
CT3097	Thomas Bus Sales Of IA	Des Moines	IA	Vans, Passenger (Regular and Handicapped Equipped)
TSB3430-09	Munoz Productions Inc	Des Moines	IA	Video Media Duplicating and Production Services (Including
1408	Keck Inc	Des Moines	IA	Warehousing and Storage Services (Not Storage Space Rental)
MA1740	Keck Inc	Des Moines	IA	Warehousing and Storage Services (Not Storage Space Rental)
2576-09	Sears Roebuck & Company	Des Moines	IA	Washers and Dryers, Residential Type
3044-09	Prairie Pella Inc	Des Moines	IA	Windows, Frames, and Sashes, Aluminum
MA1663MV5OF6	Baker Electric, Inc	Des Moines	IA	Wiring and Other Electrical Maintenance and Repair Services
MA1663MV6OF6	Commonwealth Electric	Des Moines	IA	Wiring and Other Electrical Maintenance and Repair Services
MA1663MV3OF6	Glass & Sons Electric	Des Moines	IA	Wiring and Other Electrical Maintenance and Repair Services
MA1663MV1OF6	WALDINGER CORPORATION	Des Moines	IA	Wiring and Other Electrical Maintenance and Repair Services
3380-09	Dewitt Auto Body	Dewitt	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
TSB3632-10	Brain Young	Dubuque	IA	EMPLOYMENT AGENCY SERVICES FOR THE HIRING OF TEMPORARY PERSO
2655-09	Prairie Farms Dairy	Dubuque	IA	Milk, All Types
3413-09	ANDERSON WEBER INC	Dubuque	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3381-09	Donald Zeltman	Eldora	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3680-10	FAUSER OIL COMPANY INC	ELGIN	IA	Fuel Oil, Diesel (Use 405-02 for Biodiesel)
3662-10	FAUSER OIL COMPANY INC	ELGIN	IA	Gasohol
CT2681A	Ronald Engelhardt	Elkader	IA	Ice Cream
3282-08	All American Pest Contro	Fairfield	IA	Pest Control
3382-09	Fesler Inc	Farifield	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3650-10	Gene Moeller Oil	Fort Dodge	IA	Gasohol
3229-08	BEISSERS INC LUMBER CO	Fort Dodge	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3383-09	Fort Dodge Ford Lincoln	Fort Dodge	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3532-09	Jims Floor Covering Inc	Fort Dodge	IA	Tools and Equipment, Floor Installation
3601-09	G P Distributing Inc	Fort Dodge	IA	Water Softener Salt
3384-09	JIM BAIER INC	Fort Madison	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
2180-09	WYETH	Ft Dodge	IA	Pharmaceuticals, Veterinary, Animal: Drugs, Vaccines, etc.
CTTSB0013XX	Eagle Communications	Ft Dodge	IA	Printer Accessories and Supplies: Chemicals, Forms Tractors,
1360-09	Lyman Richey Corp	Glenwood	IA	CONCRETE, READY MIX
3385-09	Best Finish Autobody Inc	Glenwood	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3386-09	Karl S Kellen	Granville	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3230-08	Beissers Inc	Grimes	IA	LUMBER, SIDING, AND RELATED PRODUCTS
MATSB3130	WAGNER FAMILY ENT INC	Grimes	IA	Printer Accessories and Supplies: Chemicals, Forms Tractors,
CTTSB0027 X	SPANISH COMMUNICATION SV	GRIMES	IA	Translation Services

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3387-09	WYMANS FORD INC	Griswold	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3388-09	Gute Auto Body Shop	Guthrie Center	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3389-09	Brown's Sales & Leasing	Guttenberg	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3520-09-MUR	MURPHY TOWER SERVICE LLC	Hartford	IA	Towers, Radio/Radar, etc., Maintenance and Repair (Including
3584	Active Thermal Concepts	Hiawatha	IA	ASBESTOS ABATEMENT SERVICES
TSB0033-09	RETRAC INC	Hiawatha	IA	TRAUMA KITS
3390-09	Fraser & Breyfogle	Holstein	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3391-09	Noble Ford-Mercury Inc.	Indianola	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3610-10	Stew Hansens Dodge City	Indianola	IA	Replacement Parts for Chrysler (Mopar)
CT3059MV2OF10	Heery International Inc	Iowa City	IA	ARCHITECTURAL SERVICES, PROFESSIONAL
3511-09	Hartwig Motors, Inc.	Iowa City	IA	Automobiles and Station Wagons (See 071-80 for SUV Types)
3701-10	Randall Electric	Iowa City	IA	CONSTRUCTION SERVICES, GENERAL (INCL. MAINTENANCE AND REPAIR
3665-10	Consumers Coop. Society	Iowa City	IA	Gasohol
CT2355A	Hawkeye Foodservice	Iowa City	IA	GRADE A, SMOOTH TEXTURE, VACUUM PACKED, PLASTIC PAIL, MIN. N
CTTSB0019 X	Sound Clarity Inc	Iowa City	IA	Hearing Devices (Aids, Auditory Training Equipment, etc.)
CT2311A	Hawkeye Foodservice	Iowa City	IA	Pancakes and Waffles
CT2316B	Hawkeye Foodservice	Iowa City	IA	PUDDINGS, INSTANT, ADD WATER ONLY
2583-09	Hawkeye Foodservice	Iowa City	IA	SHAKE UPS, STRAWBERRY
TSB3367-09	Cart by Cart LLC	Iowa City	IA	Souvenirs: Promotional, Advertising, etc.
3090-09	Plumbers Supply Company	Iowa City	IA	Steam Traps and Strainers
3250-09	Lanoga Corp	Iowa Falls	IA	LUMBER, SIDING, AND RELATED PRODUCTS
2974	AUGUST ENTERPRISES LLC	Jefferson	IA	ASBESTOS ABATEMENT SERVICES
3268-08	VECTOR GRAPHICS INC	Johnston	IA	Architect Services, Professional
CT1269X1	Hy Vee Food Stores	Johnston	IA	Cafeteria and Restaurant Services
TSB3099-09	LAKSHMAN KALWANI	Johnston	IA	CLOTHING: ATHLETIC, CASUAL, DRESS, UNIFORM, WEATHER AND WORK
3219-08	ACS STATE & LOCAL SOLUTI	Johnston	IA	FINANCIAL SERVICES
3392-09	DOUG MAYROSE	LeMars	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3392-09	MAYROSE, DOUG	LeMars	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3651-10	Star Energy	Manson	IA	Gasohol
3412-09	CARLSON AUTO & ACCESSORI	Manson	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3245-08	Marcus Lumber Co	Marcus	IA	LUMBER, SIDING, AND RELATED PRODUCTS
TSB3315-09	C J Cooper & Associates	Marion	IA	DRUG SCREEN, COMPREHENSIVE, URINE
CTTSB0036	ASCOTT TRANSCRIPTION SER	Marion	IA	Transcription Services: Academic, Braille, Legal, Medical, e
CT1163-1X	Airgas North Central	Marshalltown	IA	ACETYLENE INDUSTRIAL/WELDING GAS
3267-09	Caroms Inc	Marshalltown	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3605-09	SPAHN & ROSE LUMBER CO	MARSHALLTOWN	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3606-09	Marshalltown Woodworking	Marshalltown	IA	Millwork: Counters, Custom-Made Cabinets, Shelves, Stairs, e
CT1199-04	RACOM CORP	Marshalltown	IA	RADIOS, MOBILE
2444	Waste Connections Inc	Marshalltown	IA	Solid or Liquid Waste Disposal (Including Management Service
3518	Waste Connections Inc	Marshalltown	IA	Solid or Liquid Waste Disposal (Including Management Service
3393-09	American Auto Body Shop	Mason City	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3507-09	Scotlin Inc	McGregor	IA	CRAFTS, SPECIALIZED
3394-09	JOHN J WELTER	Mitchellville	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3394-09	WELTER, JOHN J	Mitchellville	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3395-09	ALAN L COOP	Mount Pleasant	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3396-09	Jeff Schluetter	New Hampton	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3397-09	Sullivan Auto Body Inc	Newton	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
MA317708	Liberty Doors	North Liberty	IA	Doors, Frames, and Jambs, Steel
TSB3566-09	Susan Coonrod	Norwalk	IA	Furnishings: Artwork, Cabinets, Furniture, Window Treatments
3398-09	B & L Body Repair Inc	Oelwein	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3399-09	C & H BODY REPAIR	Orange City	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3414-09	JERRYS AUTOMOTIVE CORP	Oskaloosa	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3646-10	Henderson Auto Works	Ottumwa	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
TSB3648-10	Shah Industrail Sales	Panora	IA	FURNITURE: OFFICE
TSB3631-10	JINNIE NAN STOLL	PELLA	IA	Novelties and Advertising Specialty Products

Master Agreement #	Legal Name	City	State	Commodity
3400-09	LACK'S BODY & PAINT CTR	Pleasant Hill	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3426-09	Rogers Automated Entranc	Pleasant Hill	IA	TRIP CHARGES
3401-09	Del'S Auto Repair Inc	Readlyn	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3261-08	United Farmers Me Coop	Red Oak	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3238-08A	HOME DEPOT USA	Sioux City	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3255-08	Lanoga Corp	Sioux City	IA	LUMBER, SIDING, AND RELATED PRODUCTS
MA6416-2	W W Grainger Inc	Sioux City	IA	MACHINERY AND HARDWARE, INDUSTRIAL
3402-09	American Collision Rpr	Sioux City	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3403-09	Ken Borth Auto Body	Spencer	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3616-10	Johnston Auto & Industri	Spencer	IA	Replacement Parts for General Motors
3256-09	Lanoga Corp	Spirit Lake	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3257-08	Lanoga Corp	Storm Lake	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3404-09	Eugene J Vesely	Toledo	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
0167-08	Sink Paper Company	Urbandale	IA	BAGS, PAPER, KRAFT, BROWN
3695-10	ANIXTER INC	Urbandale	IA	CLOCKS, TIME, ELECTRIC, ACCESSORIES AND PARTS
CT2708 XX	POMEROY IT SOLUTIONS	Urbandale	IA	Communication Processors and Protocol Convertors: Front-End
AR233 POM	POMEROY IT SOLUTIONS	Urbandale	IA	COMPUTER HARDWARE AND PERIPHERALS FOR MICROCOMPUTERS
AR233 VSS	VITAL HOLDING INC	URBANDALE	IA	COMPUTER HARDWARE AND PERIPHERALS FOR MICROCOMPUTERS
CT2627A	CTI READY MIX LLC	Urbandale	IA	CONCRETE, READY MIX
CT1853-1X	ADVERTISERS DUPLICATING	URBANDALE	IA	Continuous Forms (Computer Paper), Stock (Including Blank, R
PRINT0900476	ADVERTISERS DUPLICATING	URBANDALE	IA	Envelope Printing
3551-09	PERFORMANCE FINISH INC	Urbandale	IA	Floor Covering, Seamless (All Types)
CT1823A	Grassmasters Lawn Care	Urbandale	IA	Grounds Maintenance: Mowing, Edging, Plant (Not Tree) Trimm
3216-08	Strauss Acquisition Corp	URBANDALE	IA	Locks, Key Blanks, and Locksmith Tools (Including Time Lock
3240-08	HOME DEPOT USA	Urbandale	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3058-08	Sink Paper Company	Urbandale	IA	PAPER, TOILET, TYPE I - ROLL TISSUE, SERVICE, SINGLE PLY SHE
CT1346A	Sink Paper Company	Urbandale	IA	Plastic and Styrofoam Products: Cups, Forks, Plastic Coated
3565-09	Allender Butzke Engineer	Urbandale	IA	Quality Control Testing Services for Construction
3087-08	INTRUST	Urbandale	IA	RENTAL OF OXYGEN CONCENTRATOR MACHINES
CT2105XX	Sink Paper Company	Urbandale	IA	SHEETING, POLYETHYLENE FILM
CT1149A	Hockenbergs	Urbandale	IA	SPOONS, TEASPOONS
CT1523VERIZON	CELLCO PARTNERSHIP	Urbandale	IA	Telephone Services, Cellular
1993A-10	UNITED STATES CELLULAR	Urbandale	IA	Telephone Services, Cellular
MA1663MV2OF6	Ace Electric Inc	Washington	IA	Wiring and Other Electrical Maintenance and Repair Services
2973	ADVANCED ENVIRONMENTAL T	Waterloo	IA	ASBESTOS ABATEMENT SERVICES
3500-09	ART CRAFT STUDIO INC	Waterloo	IA	CRAFTS, GENERAL
3241-08	HOME DEPOT USA	Waterloo	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3259-08	Lanoga Corp	Waterloo	IA	LUMBER, SIDING, AND RELATED PRODUCTS
CT2551X	Airgas North Central	Waterloo	IA	Nitrogen and Oxygen, Liquid
3562-09	Tetra Tech Inc	Waterloo	IA	Quality Control Testing Services for Construction
CT1199-03	Radio Communications Co	Waterloo	IA	RADIOS, MOBILE
3405-09	Dick Withams Crossroads	Waterloo	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
1698-09	SHORTS TRAVEL MANAGEMEN	Waterloo	IA	Travel Agency Services
MA2986MV2OF3	Design Alliance Inc	Waukee	IA	ARCHITECTURAL SERVICES, PROFESSIONAL
3449-09	ED STIVERS FORD	WAUKEE	IA	Automobiles, Police and Security Equipped
TSB0043-09	Websovlv Computing	Waukee	IA	HEALTH RELATED SERVICES (FOR HUMAN SERVICES SEE CLASS 952)
3533-09	Gilcrest/Jewett Lumber	Waukee	IA	Tools and Equipment, Floor Installation
3247-08	Pro Build North LLC	Waukon	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3663-10	Agvantage Fs Inc	Waverly	IA	Fuel Oil, Diesel (Use 405-02 for Biodiesel)
3659-10	Agvantage Fs Inc	Waverly	IA	Gasohol
3406-09	Jerry Roling Chev-Buick	Waverly	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3406-09	Jerry Roling Motors Inc	Waverly	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
3407-09	Rick & Bev Inc	Webster City	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
CT2021	James Beriault	West Burlington	IA	Concessions Catering Vending: Mobile and Stationary (See Cla
2491-09	Ideal Ready-Mix	West Burlington	IA	CONCRETE, READY MIX

Master Agreement #	Legal Name	City	State	Commodity
CT3059MV90F10	Genesis Architectural	West Des Moines	IA	ARCHITECTURAL SERVICES, PROFESSIONAL
CT3059MV10F10	Shive-Hattery Inc	West Des Moines	IA	ARCHITECTURAL SERVICES, PROFESSIONAL
TSB3218-08	KINGDOM ENTERPRISES I	West Des Moines	IA	ART OBJECTS
AR233 AOS	AOSNC LLC	West Des Moines	IA	COMPUTER HARDWARE AND PERIPHERALS FOR MICROCOMPUTERS
B27169 WSCA EBM	EmbarkIT Inc	West Des Moines	IA	COMPUTER HARDWARE AND PERIPHERALS FOR MICROCOMPUTERS
WSCA AR1471	Networks Inc	West Des Moines	IA	COMPUTER HARDWARE AND PERIPHERALS FOR MICROCOMPUTERS
3538-09	Proctor Mechanical Corp	West Des Moines	IA	CONSTRUCTION SERVICES, TRADE (NEW CONSTRUCTION)
3539-09	Wolin & Associates Inc	West Des Moines	IA	CONSTRUCTION SERVICES, TRADE (NEW CONSTRUCTION)
CT3005MVDIS	Data Input Services	West Des Moines	IA	Data Entry Services
TSB2976-009	Golden Circle Business S	West Des Moines	IA	EMPLOYMENT AGENCY SERVICES FOR THE HIRING OF TEMPORARY PERSONNEL
TSB0011-08	Business Furnishings &	West Des Moines	IA	FURNITURE: OFFICE
3422-09	Iowa Contract Glazing	West Des Moines	IA	Glass Replacement, Maintenance, and Repair
3242-08	HOME DEPOT USA	West Des Moines	IA	LUMBER, SIDING, AND RELATED PRODUCTS
CT2845A	Orkin Exterminating	West Des Moines	IA	Pest Control
2420-08	R R DONNELLEY & SONS	West Des Moines	IA	Pressure Sensitive Paper (Including Recycled)
CT2956MVWL	WRIGHT LINE LLC	West Des Moines	IA	RACKS, COMPUTER EQUIPMENT
MA1872	H & H Food Service	West Union	IA	CRACKERS, SALTINE
CT2583A	H & H Food Service	West Union	IA	SHAKE UPS, STRAWBERRY
CT2906A	H & H Food Service	West Union	IA	Taco Shells and Tortillas
3408-09	Dennis F Streets	Wilton	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR
TSB0044-09	LEGACY BUSINESS GROUP	Windsor Heights	IA	Laboratory and Scientific Equipment and Supplies (Not Otherw
3262-08	Wellman Lumber Co	Winfield	IA	LUMBER, SIDING, AND RELATED PRODUCTS
3667-10	AGRILAND FS INC	WINTERSET	IA	Fuel Oil, Diesel (Use 405-02 for Biodiesel)
3335-09	AGRILAND FS INC	WINTERSET	IA	Gasohol
3655-10	AGRILAND FS INC	WINTERSET	IA	Gasohol
3654-10	AGRILAND FS INC	WINTERSET	IA	TANKWAGON DELIVERY
3409-09	ROTHFUS TERRY UPDIKE RAE	Woodward	IA	REPAIR BODY DAMAGE, MINOR OR MAJOR

State of Iowa Sales Summary (APR - JUNE 2009)  
 Contract #MA 165  
 Michelin North Am

Invoice Date	State	Agency Name	Agency Address	City	ST	Brand	Product Type	MSPN	Product Description	Total Units	Total \$ Amount	Funding Fee
6/17/2009	IA	KOSSUTH COUNTY ROAD	COURTHOUSE	ALGONA	IA	UNIROYAL	LIGHT TRK	18439	LT245/75R16 ORWL LAREDOAWT2L 4	4	473.72	
5/7/2009	IA	SAC COUNTY SECONDARY ROADS	500 N 19TH ST	SAC CITY	IA	MICHELIN	LIGHT TRK	22606	LT245/75R16 120R LTX M/S LRE 4	4	537.68	
4/23/2009	IA	SPENCER MUNICIPAL HOSPITAL	1200 1ST AVE E	SPENCER	IA	MICHELIN	LIGHT TRK	25516	LT225/75R16 LTX M/S LRE 115R 2	2	294.00	
4/24/2009	IA	NORWALK FIRE DEPT	705 NORTH AVE	NORWALK	IA	MICHELIN	LIGHT TRK	25516	LT225/75R16 LTX M/S LRE 115R 6	6	845.40	
5/27/2009	IA	CITY OF WINTERSET FIRE DEPT	124 W COURT AVE	WINTERSET	IA	MICHELIN	LIGHT TRK	25516	LT225/75R16 LTX M/S LRE 115R 12	12	1,690.80	
6/26/2009	IA	WARREN CO ENGINEERS	301 N BOXTON ST	INDIANOLA	IA	MICHELIN	LIGHT TRK	38953	LT245/75R16 120R LTX A/T2 LRE 4	4	575.84	
4/12/2009	IA	CALHOUN COUNTY EMS	501 COURT ST	ROCKWELL CITY	IA	MICHELIN	LIGHT TRK	46049	LT225/75R16 LTX A/S LRE 115R 2	2	279.86	
4/6/2009	IA	HANCOCK COUNTY SHERIFF	875 STATE ST.	GARNER	IA	BFGOODRICH	LIGHT TRK	51095	LT245/70R17 RUGGED TRL T/A LRE 4	4	440.72	
6/17/2009	IA	WARREN CO ENGINEERS	MAIN ST	INDIANOLA	IA	MICHELIN	LIGHT TRK	57810	LT215/85R16 115R LTX M/S LRE 6	6	790.14	
5/15/2009	IA	CITY OF ORANGE CITY	PO BOX 2185	ORANGE CITY	IA	BFGOODRICH	LIGHT TRK	58509	LT235/85R16 120QCOMM TRAC LRE 4	4	401.92	
4/29/2009	IA	MONROE CO HWY DEPT	MAIN	ALBIA	IA	BFGOODRICH	LIGHT TRK	61582	LT235/85R16 AT TA KO RWL 120S 6	6	647.94	
4/17/2009	IA	CERRO GORDO ROAD DEPT	COURTHOUSE	MASON CITY	IA	BFGOODRICH	LIGHT TRK	78589	LT265/70R17 RGTR LTA LRE ORWL 4	4	522.76	
4/20/2009	IA	NORTH IOWA AREA COMMUNITY COL	500 COLLEGE DR.	MASON CITY	IA	BFGOODRICH	LIGHT TRK	86693	LT245/75R17 121R RGTR LTA LRE 4	4	434.20	79.35
Total LT Sales: 62												
6/26/2009	IA	DECATUR COUNTY	1306 S MAIN	LEON	IA	MICHELIN	OTR	15924	14.00R24 XGLA2 TG* +ORINGHEUP(2	2	1,613.98	
5/19/2009	IA	POCAHONTAS COUNTY	101 E ELM AVE	POCAHONTAS	IA	MICHELIN	OTR	15924	14.00R24 XGLA2 TG* +ORINGHEUP(4	4	3,227.96	
6/1/2009	IA	BENTON COUNTY ENGINEER	1707 WEST 1ST	VINTON	IA	MICHELIN	OTR	15924	14.00R24 XGLA2 TG* +ORINGHEUP(8	8	6,455.82	
6/22/2009	IA	JOHNSON COUNTY ROADS	4810 MELROSE AVE	IOWA CITY	IA	MICHELIN	OTR	53173	14.00R24 XSNOPUSM+S* +ORING(1	1	1,261.49	
5/6/2009	IA	HANCOCK COUNTY ROAD DEPT	COURTHOUSE	BRITT	IA	MICHELIN	OTR	53173	14.00R24 XSNOPUSM+S* +ORING(2	2	2,522.98	
4/28/2009	IA	DESMOINES COUNTY	13522 WASHINGTON	WEST BURLINGTON	IA	MICHELIN	OTR	53173	14.00R24 XSNOPUSM+S* +ORING(4	4	4,912.52	
5/13/2009	IA	IDA COUNTY	MAIN STREET	IDA GROVE	IA	MICHELIN	OTR	53173	14.00R24 XSNOPUSM+S* +ORING(4	4	5,045.96	
5/12/2009	IA	MITCHELL COUNTY SHOP	3625 MARCH AVE	OSAGE	IA	MICHELIN	OTR	53173	14.00R24 XSNOPUSM+S* +ORING(4	4	5,045.96	
6/30/2009	IA	JONES COUNTY SECONDARY RDS	PO BOX 368	ANAMOSA	IA	MICHELIN	OTR	53173	14.00R24 XSNOPUSM+S* +ORING(9	9	11,353.41	
6/30/2009	IA	WAPELLO COUNTY ENGINEER	536 MILL ST	OTTUMWA	IA	MICHELIN	OTR	53173	14.00R24 XSNOPUSM+S* +ORING(16	16	20,183.84	616.24
Total OTR Sales: 54												
6/4/2009	IA	CITY OF ALGONA	PO BOX 452	ALGONA	IA	BFGOODRICH	PASSENGER	08431	225/60R16 98H TL ADVNTAGETA GC 4	4	311.72	
6/23/2009	IA	PALO ALTO COUNTY SHERIFF	COURTHOUSE	EMMETSBURG	IA	MICHELIN	PASSENGER	48852	P225/60R16 HYDROEDGE 97T XSE 4	4	435.84	
6/5/2009	IA	CITY OF ALGONA	BOX 452	ALGONA	IA	UNIROYAL	PASSENGER	97070	P225/60R16 97T TP TOURING 4	4	257.76	
Total Passenger Sales: 12												
5/12/2009	IA	MONROE CO HWY DEPT	709-4TH AVE	ALBIA	IA	MICHELIN	TRUCK	00691	225/70R19.5 XDS2 LRG 1	1	227.25	10.05
5/5/2009	IA	CITY OF DES MOINES	212 S E RACCOON	DES MOINES	IA	MICHELIN	TRUCK	05797	245/70R19.5 XDS2 LRH 3	3	733.26	
6/3/2009	IA	BURLINGTON FIRE DEPT.	418 VALLEY	BURLINGTON	IA	MICHELIN	TRUCK	05797	245/70R19.5 XDS2 LRH 4	4	977.68	
5/6/2009	IA	KOSSUTH COUNTY ROAD	COURTHOUSE	ALGONA	IA	MICHELIN	TRUCK	21307	11R22.5 XTE LRG 1	1	285.57	
6/8/2009	IA	KOSSUTH COUNTY ROAD	COURTHOUSE	ALGONA	IA	MICHELIN	TRUCK	21307	11R22.5 XTE LRG 4	4	1,142.28	
5/19/2009	IA	KOSSUTH COUNTY ROAD	COURTHOUSE	ALGONA	IA	MICHELIN	TRUCK	21307	11R22.5 XTE LRG 4	4	1,142.28	
6/1/2009	IA	KOSSUTH COUNTY ROAD	COURTHOUSE	ALGONA	IA	MICHELIN	TRUCK	21307	11R22.5 XTE LRG 4	4	1,142.28	
5/27/2009	IA	OSCEOLA COUNTY	MAIN STREET	SIBLEY	IA	MICHELIN	TRUCK	40200	315/80R22.5 XZY3 LRL 1	1	410.06	
4/13/2009	IA	LOUISA COUNTY	8313 AVE. K	WAPELLO	IA	MICHELIN	TRUCK	40200	315/80R22.5 XZY3 LRL 2	2	820.12	
5/6/2009	IA	SIQUOX COUNTY	MAIN STREET	ALTA	IA	MICHELIN	TRUCK	40200	315/80R22.5 XZY3 LRL 2	2	820.12	
4/19/2009	IA	WEBSTER COUNTY	701 CENTRAL AVE	FORT DODGE	IA	MICHELIN	TRUCK	40302	315/80R22.5 XDY3 156K (LRL) D 4	4	2,049.40	
4/29/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	MICHELIN	TRUCK	40321	425/65R22.5 XZY3 165K (LRL) 2	2	1,040.30	
5/18/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	MICHELIN	TRUCK	40321	425/65R22.5 XZY3 165K (LRL) 2	2	1,040.30	

5/27/2009	IA	JONES COUNTY SECONDARY ROAD	PO BOX 368	ANAMOSA	IA	MICHELIN	TRUCK	40321	425/65R22.5 XZV3 165K (LRL)	2	1,040.30
6/25/2009	IA	SAC COUNTY SECONDARY ROADS	500 N 19TH ST	SAC CITY	IA	MICHELIN	TRUCK	40321	425/65R22.5 XZV3 165K (LRL)	2	1,040.30
6/23/2009	IA	STORY CO SEC ROADS	837 N AVE	NEVADA	IA	MICHELIN	TRUCK	40321	425/65R22.5 XZV3 165K (LRL)	2	1,040.30
4/19/2009	IA	WEBSTER COUNTY	701 CENTRAL AVE	FORT DODGE	IA	MICHELIN	TRUCK	40321	425/65R22.5 XZV3 165K (LRL)	5	2,600.75
5/27/2009	IA	WEBSTER COUNTY	701 CENTRAL AVE	FORT DODGE	IA	MICHELIN	TRUCK	40321	425/65R22.5 XZV3 165K (LRL)	8	4,161.20
5/28/2009	IA	CHICKASAW COUNTY ROAD DEPT	PO BOX 316	NEW HAMPTON	IA	BFGOODRICH	TRUCK	42131	445/65R22.5 ST5565 LRL	4	2,187.72
5/26/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	1	287.80
6/1/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	1	287.80
6/1/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	1	287.80
4/7/2009	IA	CITY OF CEDAR RAPIDS	940 4TH ST	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	2	575.60
5/11/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	2	575.60
5/26/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	2	575.60
6/1/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	2	575.60
6/22/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	2	575.60
6/22/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	2	575.60
6/22/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	2	575.60
4/15/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	2	575.60
5/11/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	3	863.40
6/22/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	3	863.40
4/1/2009	IA	CITY OF CEDAR RAPIDS	940 4TH STREET S	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	4	1,151.20
4/7/2009	IA	CITY OF CEDAR RAPIDS	940 4TH ST	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	4	1,151.20
4/27/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	4	1,151.20
4/29/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	4	1,151.20
5/26/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	4	1,151.20
5/26/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	4	1,151.20
5/29/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	4	1,151.20
6/22/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	4	1,151.20
4/27/2009	IA	MARION CO RD DEPT	412 WILLETTE DR	KNOXVILLE	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	4	2,302.40
4/24/2009	IA	CITY OF CEDAR RAPIDS	940 4TH STREET	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	4	1,131.20
4/28/2009	IA	DESMOINES COUNTY	13522 WASHINGTON	WEST BURLINGTON	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	5	1,414.00
5/28/2009	IA	MITCHELL COUNTY SHOP	3625 MARCH AVE	OSAGE	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	8	2,262.40
6/30/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	8	2,262.40
6/23/2009	IA	MARION CO RD DEPT	212 WILLETTS DRI	KNOXVILLE	IA	BFGOODRICH	TRUCK	47237	11R22.5 DR675 LRH	10	2,878.00
4/7/2009	IA	GUTHRIE COUNTY HWY	2211-215TH	GUTHRIE CENTER	IA	BFGOODRICH	TRUCK	47488	11R22.5 XZA3 LRH D	12	3,393.60
4/3/2009	IA	WEBSTER COUNTY	MAIN STREET	FT DODGE	IA	BFGOODRICH	TRUCK	49039	425/65R22.5 ST565 LRL	2	767.92
4/24/2009	IA	WEBSTER COUNTY	MAIN STREET	FT DODGE	IA	BFGOODRICH	TRUCK	50677	11R22.5 ST576 LRH	4	1,113.16
6/16/2009	IA	NEWTON FIRE DEPT	410 S 2ND AVE W	NEWTON	IA	MICHELIN	TRUCK	53709	11R22.5 XDS LRH D	4	1,509.48
6/3/2009	IA	APPANOOSE COUNTY ENGINEER	1200 HWY 2 WEST	CENTERVILLE	IA	MICHELIN	TRUCK	53779	385/65R22.5 XZV3 160K (LRJ)	1	479.75
4/6/2009	IA	CITY OF SPIRIT LAKE	1603 HILL AVE.	SPIRIT LAKE	IA	MICHELIN	TRUCK	53779	385/65R22.5 XZV3 160K (LRJ)	1	453.67
5/27/2009	IA	OSCEOLA COUNTY	MAIN STREET	SIBLEY	IA	MICHELIN	TRUCK	53779	385/65R22.5 XZV3 160K (LRJ)	1	479.75
6/18/2009	IA	WEBSTER COUNTY	701 CENTRAL AVE	FORT DODGE	IA	MICHELIN	TRUCK	53779	385/65R22.5 XZV3 160K (LRJ)	2	959.50
4/19/2009	IA	WEBSTER COUNTY	701 CENTRAL AVE	FORT DODGE	IA	MICHELIN	TRUCK	53779	385/65R22.5 XZV3 160K (LRJ)	2	959.50
5/21/2009	IA	WEBSTER COUNTY	MAIN STREET	FT DODGE	IA	BFGOODRICH	TRUCK	55458	315/80R22.5 ST230 LRL	2	717.10
4/24/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	MICHELIN	TRUCK	56332	305/85R22.5 XZU3 LRJ	2	793.86
4/21/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	MICHELIN	TRUCK	56332	305/85R22.5 XZU3 LRJ	6	2,381.58
5/1/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	MICHELIN	TRUCK	56332	305/85R22.5 XZU3 LRJ	6	2,381.58
5/8/2009	IA	CITY OF BETTENDORF	4403 DEVILS GLEN	BETTENDORF	IA	MICHELIN	TRUCK	61737	255/70R22.5 XZE LRH	2	505.00
4/3/2009	IA	WEBSTER COUNTY	MAIN ST	FT DODGE	IA	BFGOODRICH	TRUCK	64873	385/65R22.5 ST565 LRJ	4	1,575.60
4/8/2009	IA	WEBSTER COUNTY	MAIN STREET	FT DODGE	IA	BFGOODRICH	TRUCK	64873	385/65R22.5 ST565 LRJ	4	1,575.60
5/12/2009	IA	IOWA DOT CARLISE	5020 SE 64TH	CARLISE	IA	MICHELIN	TRUCK	67042	11R22.5 XZE2 LRH	2	597.92
5/12/2009	IA	MASON CITY SANITATION	10 1ST ST NW	MASON CITY	IA	MICHELIN	TRUCK	67042	11R22.5 XZE2 LRH	2	597.92
5/8/2009	IA	WILTON SCHOOLS	12 CYPRESS ST	WILTON	IA	MICHELIN	TRUCK	67042	11R22.5 XZE2 LRH	2	597.92
4/14/2009	IA	WARREN CO ENGINEERS	301 N BPXTON ST	INDIANOLA	IA	MICHELIN	TRUCK	73348	275/80R22.5 XZE LRG	4	1,363.08
6/22/2009	IA	EMMET CO HWY DEPT	1620 3RD AVE S	ESTERVILLE	IA	MICHELIN	TRUCK	73493	11R22.5 XDE M/S LRG	2	585.80

5/27/2009	IA	OSCEOLA COUNTY	MAIN STREET	SIBLEY	IA	MICHELIN	TRUCK	73493	11R22.5 XDE M/S LRG	4	1,171.60
6/30/2009	IA	EMMET CO HWY DEPT	1620 3RD AVE	ESTERVILLE	IA	MICHELIN	TRUCK	73493	11R22.5 XDE M/S LRG	6	1,757.40
5/15/2009	IA	PLYMOUTH CITY HWY DEPT	PO BOX 1227	LEMARS	IA	MICHELIN	TRUCK	73493	11R22.5 XDE M/S LRG	16	4,686.40
4/15/2009	IA	MONROE CO HWY DEPT	HWY 34 WEST	ALBIA	IA	MICHELIN	TRUCK	73927	11R22.5 XDE M/S* LRH	1	301.99
4/2/2009	IA	MONROE CO HWY DEPT	HWY 34 W	ALBIA	IA	MICHELIN	TRUCK	73927	11R22.5 XDE M/S* LRH	7	2,113.93
4/13/2009	IA	CITY OF BURLINGTON	4TH & WASHINGTON	BURLINGTON	IA	MICHELIN	TRUCK	75997	245/70R19.5 XZE LRH	1	241.39
4/13/2009	IA	CITY OF BURLINGTON	4TH & WASHINGTON	BURLINGTON	IA	MICHELIN	TRUCK	75997	245/70R19.5 XZE LRH	1	241.39
5/11/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	MICHELIN	TRUCK	75997	245/70R19.5 XZE LRH	1	241.39
6/3/2009	IA	BURLINGTON FIRE DEPT.	418 VALLEY	BURLINGTON	IA	MICHELIN	TRUCK	75997	245/70R19.5 XZE LRH	2	482.78
5/5/2009	IA	CITY OF BURLINGTON	4TH & WASHINGTON	BURLINGTON	IA	MICHELIN	TRUCK	75997	245/70R19.5 XZE LRH	2	482.78
6/23/2009	IA	WEBSTER COUNTY	701 CENTRAL AVE	FORT DODGE	IA	MICHELIN	TRUCK	75997	245/70R19.5 XZE LRH	2	482.78
6/18/2009	IA	WEBSTER COUNTY	701 CENTRAL AVE	FORT DODGE	IA	MICHELIN	TRUCK	75997	245/70R19.5 XZE LRH	2	482.78
5/27/2009	IA	WEBSTER COUNTY	701 CENTRAL AVE	FORT DODGE	IA	MICHELIN	TRUCK	76184	315/80R22.5 XZA2 ENER 156L(LRL)	2	1,016.30
5/21/2009	IA	WEBSTER COUNTY	MAIN STREET	FT DODGE	IA	MICHELIN	TRUCK	77081	11R22.5 DR444 LRG	2	1,016.30
6/23/2009	IA	SAC COMMUNITY SCHOOL	400 S 16TH ST	SAC CITY	IA	BFGOODRICH	TRUCK	77081	11R22.5 DR444 LRG	4	1,090.80
6/30/2009	IA	EMMET CO HWY DEPT	1620 3RD AVE	ESTERVILLE	IA	MICHELIN	TRUCK	77416	11R22.5 XDY-2 LRH D	1	377.37
4/27/2009	IA	CITY OF CEDAR RAPIDS	3851 RIVER RIDGE	CEDAR RAPIDS	IA	MICHELIN	TRUCK	78390	11R22.5 XZE2 LRG	1	285.83
5/7/2009	IA	CERRO GORDO COUNTY MAINT	2716 SOUTH FEDER	MASON CITY	IA	MICHELIN	TRUCK	78390	11R22.5 XZE2 LRG	2	571.66
5/19/2009	IA	CITY OF DES MOINES	212 S E RACoon	DES MOINES	IA	MICHELIN	TRUCK	78390	11R22.5 XZE2 LRG	2	571.66
5/28/2009	IA	MASON CITY SANITATION	10 1ST NW	MASON CITY	IA	MICHELIN	TRUCK	78390	11R22.5 XZE2 LRG	2	571.66
4/30/2009	IA	CITY OF IOWA CITY-ACCT DIV	1200 S RIVERSIDE DR	IOWA CITY	IA	MICHELIN	TRUCK	85335	12R22.5 XZE* LRH	1	351.48
6/3/2009	IA	CITY OF IOWA CITY-ACCT DIV	1200 S RIVERSIDE DR	IOWA CITY	IA	MICHELIN	TRUCK	85335	12R22.5 XZE* LRH	1	351.48
6/16/2009	IA	CITY OF IOWA CITY-ACCT DIV	1200 S RIVERSIDE DR	IOWA CITY	IA	MICHELIN	TRUCK	85335	12R22.5 XZE* LRH	1	351.48
6/22/2009	IA	CITY OF IOWA CITY-ACCT DIV	1200 S RIVERSIDE DR	IOWA CITY	IA	MICHELIN	TRUCK	85335	12R22.5 XZE* LRH	1	351.48
4/29/2009	IA	CORALVILLE CITY TRANSIT	310 3RD AVE	CORALVILLE	IA	MICHELIN	TRUCK	85335	12R22.5 XZE* LRH	2	702.96
6/16/2009	IA	NEWTON FIRE DEPT	410 S 2ND AVE W	NEWTON	IA	MICHELIN	TRUCK	85335	12R22.5 XZE* LRH	2	702.96
5/5/2009	IA	FAIRFIELD COMM. SCHOOL	403 S. 20TH	FAIRFIELD	IA	MICHELIN	TRUCK	87357	10R22.5 XDE M/S LRG	20	6,299.40
4/24/2009	IA	KOSSUTH COUNTY ROAD	COURTHOUSE	ALGONA	IA	MICHELIN	TRUCK	90902	315/80R22.5 XZUS LRL	2	820.12
6/23/2009	IA	MARION CO RD DEPT	412 WILLETTS DRI	KNOXVILLE	IA	MICHELIN	TRUCK	90902	315/80R22.5 XZUS LRL	8	3,280.48
6/3/2009	IA	WEST PRAIRIE SCHOOL	HWY 9	SCIOTA	IA	MICHELIN	TRUCK	94390	255/80R22.5 XZE LRG	2	525.20
4/6/2009	IA	CITY OF IOWA CITY-ACCT DIV	1200 S RIVERSIDE DR	IOWA CITY	IA	MICHELIN	TRUCK	95283	11R22.5 XZE* LRH	1	351.56
4/22/2009	IA	CITY OF IOWA CITY-ACCT DIV	1200 S RIVERSIDE DR	IOWA CITY	IA	MICHELIN	TRUCK	95283	11R22.5 XZE* LRH	1	351.56
5/29/2009	IA	CITY OF URBANDALE	3600 86TH ST	URBANDALE	IA	MICHELIN	TRUCK	95283	11R22.5 XZE* LRH	1	351.56
6/23/2009	IA	ADEL DESOTO MINBURN	801 S 8TH ST	ADEL	IA	MICHELIN	TRUCK	97079	11R22.5 XDY3 LRH	4	1,450.36
4/22/2009	IA	O'BRIEN COUNTY	MAIN STREET	ALTON	IA	MICHELIN	TRUCK	97079	11R22.5 XDY3 LRH	8	2,900.72
6/15/2009	IA	PAGE COUNTY ENG.	123W.WASHINGTON	CLARINDA	IA	MICHELIN	TRUCK	97079	11R22.5 XDY3 LRH	8	2,900.72
6/25/2009	IA	POCAHONTAS COUNTY ROAD DEPT.	COURTHOUSE	POCAHONTAS	IA	MICHELIN	TRUCK	97079	11R22.5 XDY3 LRH	8	2,900.72
5/7/2009	IA	POWESHIEK COUNTY	3951 V-18 ROAD	BROOKLYN	IA	MICHELIN	TRUCK	97079	11R22.5 XDY3 LRH	8	2,900.72
5/28/2009	IA	POWESHIEK COUNTY	102 S 3RD	MONTEZUME	IA	MICHELIN	TRUCK	97079	11R22.5 XDY3 LRH	8	2,900.72
5/27/2009	IA	TAMA COUNTY	1002 EAST 5TH	TAMA	IA	MICHELIN	TRUCK	97079	11R22.5 XDY3 LRH	8	2,900.72
5/5/2009	IA	FAIRFIELD COMM. SCHOOL	403 S. 20TH	FAIRFIELD	IA	MICHELIN	TRUCK	99141	10R22.5 XZE LRG	4	1,022.12
										379	129,538.19
										Total Truck Sales	
										GRAND TOTALS 507	
										1% FUNDING FEE	
										2,001.07	
										2,001.07	

1,295.38  
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