



**GUIDELINES FOR USING THE CHAMPION MOTOR GRADERS
COMMERCIAL REQUIREMENTS CONTRACT FOR CONSTRUCTION
EQUIPMENT WITH THE DEFENSE SUPPLY CENTER PHILADELPHIA
(Defense Logistics Agency – DSCP)**

STEP 1: Product Awareness

As a U.S. Government customer interested in Champion Motor Graders, you can obtain a full description of all our product lines, models and equipment specifications at www.championmotorgraders.us. A quick “executive summary” overview on our company, Champion Motor Graders product lines is attached.

You may also request a hard copy of equipment brochures and specifications by calling 704-392-1038 or writing to:

Bryan Abernathy, Vice President Sales and Marketing
Champion Motor Graders
8844 Mount Holly Road
Charlotte, NC 28214

STEP 2: Request For Quotation

U.S. Government customers can request quotations on Champion motor graders from contacting any one of the following:

1. Bryan Abernathy
Vice President Sales and Marketing
Champion Motor Graders
8844 Mount Holly Road
Charlotte, NC 28214
Phone: 704-392-1038
Fax: 704-394-0802
E-mail: babernathy@champion-industries.us

2. Ron Carlberg
U.S. Government Marketing Representative
Champion Motor Graders
GMD Solutions, Inc.
2121 Eisenhower Avenue, Suite 600
Alexandria, VA. 22314
Phone: (703) 299-6649
Fax: (703) 299-9213
E-mail: carlbergr@gmdsinc.com

3. Defense Supply Center Philadelphia G&I
Attn: Ms. Pat Greensweig
Contracting Officer
700 Robbins Avenue
Philadelphia, PA. 19111-5092
Phone: (215) 737-7244
Fax: (215) 737-7269
E-mail: Patricia.Greensweig@dla.mil

STEP 3: Champion Motor Graders, Charlotte, NC, Provides Quote to the Government Customer

Regardless of who you contact in Step 2 for a quotation, the following will occur in this Step 3:

Example: Champion Provide Quote to Government Customer, copy sent to:

Local Champion Dealer
Defense Supply Center Philadelphia (Contracting Officer)

Example: DSCP – Contracting Officer Provides Quote to Government Customer:

Prior to quoting, DSCP contacts Champion Motor Graders, Charlotte, NC, for confirmation of current DSCP discount price or a further discount available
Champion confirms price to DSCP
Champion sends copy of quote to local Champion Dealer

STEP 4: Government Customer Provides Purchase Request/Funding Document to DSCP (Champion Price + 1%)

DSCP has made it extremely easy and “user friendly” for any U.S. Government customer to access the DSCP Champion construction equipment requirements contract. In terms of paperwork, DSCP will accept any purchase order/funding document now in use by the DOD or Federal Agency. For example, DSCP will accept a standard Military Interservice Purchase Request (MIPR) or MIL-STRIP document. It can be faxed offline to Pat Greensweig, DSCP Contracting Officer, at (215) 737-7269. All Champion equipment items on the DSCP contract are “non-NSN” commercial items. DSCP does assign NSN’s, but only for tracking/ accounting purposes.

Similarly, for non-DOD Federal Agencies, DSCP will accept any Purchase Order document/form used by that agency to obligate funds or is used for General Services Administration (GSA) purchases, including FED-STRIP documents.

The amount of funds sent to DSCP will be the “**Champion Quotation price, plus a 1% Recovery Cost charge**” for use of the DSCP requirements contract, one of the lowest such administrative fees of any Federal contracting activity.

STEP 5: DSCP Confirms Quote, Equipment Specifications and Delivery Date Again With Champion After Funding Document Received and Issues Delivery Order to Champion Motor Graders, Charlotte, NC

STEP 6: Champion Motor Graders, Charlotte, NC, Dealer Perform Delivery Order

After receipt of DSCP Delivery Order, Champion will notify the U.S. Government customer of the expected delivery date and the local Champion Dealer will actually deliver the equipment for the customer's inspection and acceptance.

STEP 7: Upon Delivery and Acceptance, Champion Invoices and is Paid

STEP 8: The Local Champion Dealer is Available to the Government Customer for all Warranty and Service Requirements for the Life of the Equipment