



**COMMENT AND REVIEW**

To the  
 REQUEST FOR PROPOSAL (RFP) #081716  
 Entitled

**CLASS 6, 7, AND 8 CHASSIS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES**

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on June 22, 2016, in South Carolina's *The State* on June 21, 2016, in Utah's *The Salt Lake Tribune* on June 21, 2016, in *USA Today* on June 22, 2016, and on the NJPA website [www.njpacoop.org](http://www.njpacoop.org), Onvia website [www.onvia.com](http://www.onvia.com), Notice to Bidders website [www.noticetobidders.com](http://www.noticetobidders.com), PublicPurchase.com, Merx, and Biddingo:

*The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #081716 CLASS 6, 7, AND 8 CHASSIS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES . Details of this RFP are available beginning June 21, 2016. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until August 17, 2016 at 4:30 p.m. Central Time at the above address and opened August 18, 2016 at 8:00 a.m. Central Time.*

RFPs were requested from and distributed to:

18 Rig Parts dba Dyco Industries	Landmark Trucks, LLC
806 Technologies, Inc.	LDV Inc.
A&K Equipment Co. Inc.	Long Lewis Western Star
Alden Equipment, Inc.	Los Angeles Truck Centers
Allstate Peterbilt Group	Mack Trucks
American Road Machinery	Metal Pless
Autocar, LLC	Metzger Gear Inc.
Birmingham Freightliner, LLC	Mid-Atlantic Truck Centre
Boerner	Modern Enterprise Solutions Inc.
Bonnell Industries Inc.	Multihog
Bortek Industries, Inc.	National Auto Fleet Group
Brattain International Trucks-Portland	Navistar, Inc.
Cobalt Truck Equipment	North American Procurement Council
Construction Journal	PACCAR
Corpus Christi Freightliner	Palmer Trucks Inc.
Craneworks Southwest, Inc.	Peach State
CTE	Peterbilt Motors Company
DECKED	Professional Maintenance
Eastern Lift Truck Co., Inc.	Putnam Radiator
Elliott Equipment Company	Roberto Gonzalez

FL Research	Rush Enterprises
Forerunner Technologies, Inc.	Rush Trucks
Freightliner Trucks	State of Delaware
General Truck Sales & Service Inc.	State of Rhode Island
Goodyear Tire & Rubber Company	Structural Metal Fabricators Inc.
Gulf Coast Truck and Equipment	Sweeten Truck Center, LC
Harbor Truck Sales And Service, Inc. dba Baltimore Freightliner	Swenson Spreader LLC
HDA Truck Pride	TEC Equipment
Henderson	The Pete Store
Hiab USA, Inc.	Time Manufacturing Company
Hino Trucks	TMI Truck and Equipment
HIPPO Multipower	Trout River Industries
Hughes Motors, Inc.	U.S. Machinery LLC
Husky Trucks, LLC	Ventech LLC
IMT (Iowa Mold Tooling Co., Inc.)	Veterans Truck Equipment
InterClean Equipment	Volvo Group North America
I-State Truck, Inc.	Wayne Engineering
Kenworth Truck Company, Division of PACCAR, Inc.	

On August 9, 2016, NJPA issued Addendum Two to the Request for Proposal that extended the proposal submission deadline until August 31, 2016 at 4:30 p.m. CT. A copy of Addendum Two was emailed to all who requested the RFP.

Proposals were opened on September 1, 2016 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

72 Hour LLC dba National Auto Fleet Group  
Autocar, LLC  
Bayshore Ford Truck Sales, Inc.  
Birmingham Freightliner, LLC  
Hiab USA Inc.  
I-State Truck, Inc.  
Kenworth Truck Company  
Long Lewis Western Star  
Los Angeles Truck Centers  
Navistar, Inc  
Palmer Trucks, Inc.  
Peterbilt Motors Company  
RWC International, LTD  
Volvo Group North America

Proposals were reviewed by the Proposal Evaluation Committee:

Ginger Line, CPPB, NJPA Senior Contract Procurement Analyst  
Gregg Meierhofer, CPPO, NJPA Senior Contract Products and Price Analyst  
Keith Hanson, CPA, NJPA Accounting Manager  
Jonathan Yahn, JD, NJPA Contracts and Compliance Manager

Kim Austin, NJPA Contract Procurement Analyst  
Chris Robinson, JD, NJPA Lead Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee used the established NJPA RFP evaluation criteria and determined that all proposal responses were Level One responsive. Hiab USA Inc., was determined to be Level Two non-responsive because all equipment encompassed by the Hiab USA Inc. response falls outside of the defined scope of the Request for Proposal. All other proposal responses met Level-Two responsiveness and were evaluated.

Autocar, LLC offers custom-engineered, American manufactured Class 7 and 8 cabover chassis with a wide array of options. They have a strong network of service dealers in North America, with an adequate number of sales locations. Autocar, LLC's pricing proposal is clear, concise, and represents a significant discount off of MSRP pricing.

Kenworth Truck Company offers durable truck chassis in Classes 6, 7 and 8, with an impressive dealer network across North America. Kenworth Truck Company's chassis are available with many technological advances for safety, fuel economy, and repair diagnostics. Replacement parts and maintenance items are available with an exceptional parts fill rate. Kenworth Truck Company's offered pricing is well-articulated and provides a range of substantial discounts off of MSRP pricing to NJPA members.

72 Hour, LLC, dba National Auto Fleet Group, is a national dealer network representing numerous truck chassis manufacturers with a demonstrated ability to provide exceptional service to NJPA members across North America. National Auto Fleet Group offers a robust website presence that will allow Members access to truck chassis design, pricing, and ordering on a 24 hour a day, 7 day a week basis. Their impressively competitive pricing represents a strong value to NJPA members.

Navistar, Inc., has an impressive network of 328 dealers with 720 locations providing sales, parts and service. Truck chassis options range from medium to severe duty, and offer innovative remote maintenance diagnostics with telematics integration. Navistar's pricing model offers substantial discounts off of MSRP pricing, with a clear description of available specifications and options.

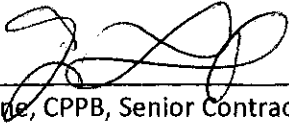
Peterbilt Motors Company includes truck chassis alternatives in Class 6, 7 and 8, with sales through 60 independent dealer groups and 333 dealer locations across North America. Service diagnostics are available at dealer locations on an expedited basis, and remote diagnostics provide real-time data and notifications on a web-based system. The Peterbilt Motors Company parts order fill rates are exceptional and pricing is in the competitive range.

Volvo Group North America offers Class 8 chassis featuring exceptional safety, comfort and environmental innovations. The chassis come equipped with a remote diagnostics system for enhanced serviceability and maintenance. They also offer a variety of warranty and service contract options. Volvo Group North America's dealer network and authorized parts outlets cover all 50 states and 9 provinces and are staffed by over 5,000 service technicians. Payment terms are favorable and pricing represents a considerable discount off of MSRP.

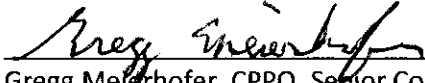
For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #081716 to:

Autocar, LLC	081716-ATC
Kenworth Truck Company	081716-KTC
National Auto Fleet Group	081716-NAF
Navistar, Inc.	081716-NVS

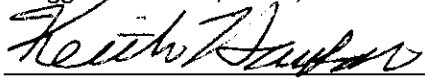
The preceding recommendations were approved on November 15, 2016.



Ginger Line, CPPB, Senior Contract Procurement Analyst



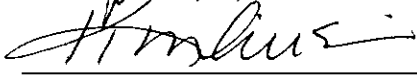
Gregg Meferhofer, CPPO, Senior Contract Product & Price Analyst



Keith Hanson, CPA, NJPA Accounting Manager



Jonathan Yahn, JD, Contracts and Compliance Manager



Kim Austin, Contract Procurement Analyst



Chris Robinson, JD, Lead Analyst