



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #012418
Entitled

PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on December 8, 2017, in South Carolina's *The State* on December 7, 2017, in Utah's *The Salt Lake Tribune* on December 7, 2017, in *USA Today* on December 7, 2017, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, AAMDC, Merx, Biddingo and The New York State Contract Reporter:

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 #012418 PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES. Details of this RFP are available beginning December 7, 2017. Details may be obtained by letter of request to Chris Robinson, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until January 24, 2018 at 4:30 p.m. Central Time at the above address and opened January 25, 2018 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

Altec Industries	Lindco Equipment Sales, Inc.
BRITESPAN Building Systems Inc.	Lineman's Testing Laboratories of Canada
Calumet Branded Products LLC	LMT Inc.
Caterpillar, Inc.	MGS Inc
Coastline Equipment	MidCo Material Handling
Construction Industry Center	Monroe Towmaster LLC
Control Networks Plus LLC	Motrec International Inc.
Data Transfer Solutions, LLC	NESCO LLC
Deltek	NPKCE
Department of Finance and Administration	Pacific-Tek
Ditch Witch	Pioneer Pump
DUCO, LLC	Prime Vendor Inc.
Elliott Equipment Company	RACO Manufacturing & Engineering
Felicia Y Sharpe	Rausch Electronics USA, LLC
Fitness Ventures, Inc.	Reelstrong LLC

FSG	Ring-O-Matic
GapVax, Inc.	Royal Purple
Global Power Technologies, LLC	S.D.P. Manufacturing, Inc.
Global Pump	Seon
Globe Trailers	SL King and Associates
Grace Environmental Services	SMS Equipment
Grace Services	Strahnet
Green Climber NA	Structural Metal Fabricators Inc.
Hardline Equipment	Subsite, LLC
Harrington	Swenson Spreader LLC
Hertz Equipment Rental Corp.	Terex
HitchDoc	Thompson Pump
Hol-Mac Corporation	Timberland Equipment Limited
Hurco Technologies, Inc.	Time Manufacturing Company
Interstate Power Systems	Tri State Buiding Center
Jack Doheny Companies, Inc.	TSE International, Inc.
Jemtech	Twin Equipment
Kainos Office	Valor Holdings
Keizer Morris International	Vermeer Corporation
Kundel Industries	Wachs Utility Products
Ledwell & Son	WasteCorp Pumps LLC
LF George Inc.	Xylem Dewatering Solutions, Inc.

Proposals were opened on January 25, 2018, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Altec Industries, Inc.
 Elliot Equipment Company
 GapVax Inc.
 Global Pump
 Keizer Morris International, Inc.
 Pacific-Tek
 Ring-O-Matic
 Terex Utilities Inc.
 The Charles Machine Works, Inc.
 Thompson Pump and Manufacturing Company Inc.
 Time Manufacturing Co
 Vermeer Corporation
 Wachs Utility Products
 Xylem Dewatering Solutions, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, NJPA Procurement Lead Analyst
 Kim Austin, NJPA Procurement Analyst III
 Brandon Town, NJPA Procurement Analyst II
 Michael Munoz, NJPA Procurement Analyst II

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 met Level-One Responsiveness. The response of Keizer Morris International, Inc. was determined to be Level-Two non-responsive because the offering of products and services in their proposal were found to fall outside of the scope of the RFP. All other proposals were found to be Level-Two responsive and were evaluated.

Altec Industries Inc. offers a diverse product line, including aerial devices, cable handling equipment, chippers/chipper bodies cranes, and digger derricks. They offer a 24 HR parts/sales/service line with less than a 10 second wait time, and have a large sales force with 37 service centers and more than 100 mobile service techs. Altec offers competitive pricing with volume discounts on multiple identical units.

Elliot Equipment Co. manufactures a selection of aerial equipment, boom truck cranes and digger derricks. Elliot offers a lifetime structural warranty on their equipment with two years on boom trucks and one year on the digger derricks. Elliot has 103 locations across the US and Canada to sell and service their equipment. Elliot offers a significant discount from List Price on their own products, as well as "open-market" goods, and additional volume discounts starting at three units.

Terex Utilities Inc. provides aerial platforms, cranes, utility equipment, and boom trucks, covered by a robust warranty that includes coverage for travel and labor. Terex will serve Member needs through 20 service locations across the US, with multiple mobile field technicians. They also offer online parts ordering, tools and accessory ordering capability, with a solid pricing proposal.

The Charles Machine Works offers directional boring equipment, piercing tools, pipe layers, trench rollers, vacuum excavation, pipe and cable locators, trenchers, and vibratory plows under the brand names Ditch Witch, Subsite and HammerHead. They offer in-house financing and leasing options. Charles Machine Works is represented by a dealer network with 126 locations across the US and Canada. They offer a range of significant discounts from MSRP and pass-through pricing on "open-market" items supplied with their equipment.

Thompson Pump and Manufacturing has a wide selection of pumps, including diesel or electric powered, dry priming or wet priming, which are either skid mounted or trailer mounted in various sizes and horsepower ratings. Thompson offers Members many options for arrangements on freight and shipping. Thompson has a strong dealer/distributor network able to service Members' needs. They offer considerable pricing discounts and volume discounts starting at ten units.

Time Manufacturing Co. manufactures a broad selection of bucket trucks, digger derricks, aerial equipment and cable placers under the Versalift, Condor, Skybird and Ruthmann brands. The company has a strong dealer and distributor network to handle sales and service to Members across the US and Canada. Time offers significantly discounted pricing on their primary equipment offerings, as well as accessories.

Vermeer Corporation offers pile drivers, trenchers, plows, trenchless boring, directional drilling, pipeline trenchers, and concrete cutters. They have 109 dealers in the US and 16 in Canada, giving them a demonstrated ability to serve Member needs. Vermeer proposed a range of considerable pricing discounts across product lines and offered volume discounts.

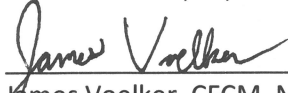
For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #012418 to:

Altec Industries Inc.	#012418-ALT
Elliot Equipment Co.	#012418-EEC
Terex Utilities Inc.	#012418-TER
The Charles Machine Works.	#012418-CMW
Thompson Pump and Manufacturing.	#012418-TPM
Time Manufacturing Co.	#012418-TIM
Vermeer Corporation.	#012418-VRM

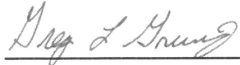
The preceding recommendations were approved on March 9, 2018.



Chris Robinson, JD, NJPA Procurement Manager



James Voelker, CFCM, NJPA Procurement Lead Analyst



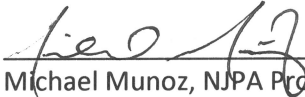
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