



## COMMENT AND REVIEW

To the

REQUEST FOR PROPOSAL (RFP) #042815

Entitled

### **MEDIUM DUTY AND COMPACT CONSTRUCTION AND MAINTENANCE EQUIPMENT WITH RELATED ATTACHMENTS, ACCESSORIES, AND SUPPLIES**

The following advertisement was placed in the Minneapolis, MN *Star Tribune* on March 12, 2015 and March 19, 2015, in Oregon's *Daily Journal of Commerce* on March 13, 2015, in South Carolina's *The State* on March 12, 2015, in Utah's *The Salt Lake Tribune* on March 12, 2015, in *USA Today* on March 12, 2015, 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 #042815 MEDIUM DUTY AND COMPACT CONSTRUCTION AND MAINTENANCE EQUIPMENT WITH RELATED ATTACHMENTS, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning MARCH 12, 2015. 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 APRIL 28, 2015 at 4:30 p.m. Central Time at the above address and opened APRIL 29, 2015 at 8:00 a.m. Central Time.*

RFPs were requested from and distributed to:

MacLean Engineering	Bandit Industries, Inc.
Clark Equipment	Kubota Tractor Corporation
United Rentals, Inc.	Advanced Material Handling, LLC
Al-Jon Manufacturing, LLC	All-Type Vacuum & Janitorial Supply
Astroturf, LLC	Atlas Copco
Advant Tecno USA, Inc.	Badger Equipment Company
Black/Hall Construction, Inc.	Blount International
Bob Mark New Holland Sales, Ltd.	BOMAG Americas, Inc.
Campbell Supply Company	Cobalt Truck Equipment
Construction Journal	Crown Equipment
DJC Project Center	Doosan Industrial Vehicle America Corp.
Drive Products	Dyna-lift, Inc.
Eastern Farm Machinery, Ltd.	Elite Equipment
General Engines Co., Inc.	Green Tractors, Inc.
Gulf Atlantic Pump & Dredge, LLC	Hertz Equipment Rental Corp.
Hyundai Construction Equipment	Interstate Trailers, Inc.

Jaraff Industries	JCB, Inc.
KCMA Corporation	KCMU
Lindco Equipment Sales, Inc.	Location Gamma, Inc.
MacLean Engineering and Marketing Co. Ltd.	Morbark, Inc.
Nortrax Canada, Inc.	NU-LIFE Environmental, Inc.
Orion Equipment	Paladin Attachment
Pengo Corporation	R.J. Sayers Distributing, LLC
Salem Contractors Exchange	Spector Manufacturing, Inc.
Terex USA, LLC	The Toro Company
Trail King Industries, Inc.	United Rotary Brush Corporation
Venture Products, Inc.	Wabash National – Walker Group
Wacker Neuson Corporation	Weiler, Inc.
Woods Equipment Company	Yanmar America Corporation

Proposals were opened on April 29, 2015 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. Proposals were received from the following:

- Advant Tecno USA, Inc.
- Bandit Industries, Inc.
- BOMAG Americas, Inc.
- Clark Equipment dba Bobcat and Doosan Infracore Construction Equipment
- Doosan Industrial Vehicle America Corporation
- Hyundai Construction Equipment
- JCB, Inc.
- Kobelco Construction Machinery USA, Inc.
- Kubota Tractor Corporation
- Manitex International, Inc.
- Morbark, Inc.
- Paladin Attachment
- Terex USA, LLC
- The Toro Company
- Trail King Industries, Inc.
- Venture Products, Inc.
- Weiler, Inc.
- Woods Equipment Company
- Yanmar America Corporation

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
- Tracy Plinske, NJPA Contract Procurement Analyst
- Keith Hanson, CPA, NJPA Accounting Manager
- Jonathan Yahn, JD, NJPA Contracts and Compliance Manager

**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 Yanmar America Corporation, Paladin Attachment, and Hyundai Construction Equipment were non-responsive

under Level One Responsiveness. All other proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Clark Equipment Company dba Bobcat Company and Doosan Infracore offers skid steer loaders, compact track loaders, compact excavators, utility vehicles, forklifts, wheel loaders, dump trucks and many other types of equipment. They have a vast product line and experience within the industry. Their sales and service staff are vast in numbers and area being served.

JCB, Inc. offers skid steer loaders, compact track loaders, backhoe loaders, and compaction equipment. They offer competitive pricing and numerous sales and service staff.

Kubota Tractor Corporation offers tractors, mowers, rakers, balers, spreaders, track loaders, and skid steers along with many other products. They have a large sales and service force and experience within the industry.

Terex USA, Inc. offers aerial lifting and safety devices, material handling equipment, light towers, bucket trucks, cranes, and digger derricks. They have experience within the industry and offered competitive pricing.

Bandit Industries, Inc. offers equipment in the following areas: landscape and grounds maintenance, waste reduction, roadway and agricultural maintenance, and public utility. They have a great marketing plan and experience within the industry.

Morbark, Inc. offers brush chippers, stump grinders, tub grinders, and whole tree chippers along with many other products. They have a competitive pricing structure and experience within the industry.

BOMAG Americas, Inc. offers asphalt pavers, tandem rollers, single drum rollers, and other products and services. They also offer competitive pricing.

The Toro Company offers different types of loaders, trenchers, stump grinders, plows, and drills. They have a large sales and service force to service our members' needs.

Woods Equipment Company offers tractor or skid steer attachments, buckets, backhoes, loaders, grapples, mowers, stump grinders, rollers and tillers, and many other products. They offer competitive pricing and have a large sales and service force.

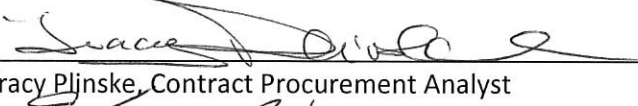
For these reasons the NJPA Proposal Review Committee recommends award of NJPA Contract #042815 to

Woods Equipment Company	042815-WDE
The Toro Company	042815-TTC
BOMAG Americas, Inc.	042815-BAI
Kubota Tractor Corporation	042815-KBA
JCB, Inc.	042815-JCB
Terex USA, Inc.	042815-TER
Morbark, Inc.	042815-MBI
Bandit Industries, Inc.	042815-BAN
Clark Equipment Company dba Bobcat Company And Doosan Infracore	042815-CEC

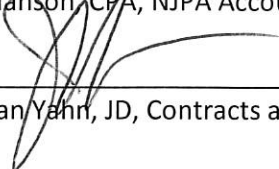
The preceding recommendations were approved at the May 19, 2015 Board meeting.

  
Ginger Line, CPPB, Senior Contract Procurement Analyst

  
Gregg Meierhofer, CPPO, Senior Contract Product & Price Analyst

  
Tracy Plinske, Contract Procurement Analyst

  
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