



COMMENT AND REVIEW

To the
REQUEST FOR PROPOSAL (RFP) #102115
Entitled

SCHOOL BUSES WITH RELATED PARTS AND SERVICES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on September 11, 2015, in South Carolina's *The State* on September 11, 2015, in Utah's *The Salt Lake Tribune* on September 11, 2015, in *USA Today* on September 11, 2015, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, Merx, and Biddingo:

The State of Georgia (herein Georgia) and 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 SCHOOL BUSES WITH RELATED PARTS AND SERVICES. Details of this RFP are available beginning September 11, 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. Proposals will be received until October 21, 2015 at 4:30 p.m. Central Time at the above address and opened October 22, 2015 at 8:00 a.m. Central Time.

RFPs were requested from and distributed to:

State of Georgia	Blue Bird Body Company
DATTCO, Inc.	Hoglund Bus Co., Inc.
National Bus Sales and Leasing, Inc.	Peach State Freightliner, LLC
Rush Truck Centers of Georgia, Inc. dba Rush Bus Center, Atlanta	
Yancey Bus Sales and Service	
Brattain International Trucks & IC Bus Sales	Matthews Buses, Inc.
McCandless Truck Center, LLC	Mid-Atlantic Truck Centre
Sams Pack's Five Star Ford	Switzer-Carty Transportation
The Bus Center	

Addendum One (1) was distributed September 25, 2015 to all respondents answering pertinent questions.
Addendum Two (2) was distributed October 9, 2015 to all respondents extending the deadline for submitting proposals from October 21, 2015 to October 30, 2015.

Proposals were opened on November 2, 2015 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. Proposals were received from the following:

Blue Bird Body Company
DATTCO, Inc.

Peach State Freightliner, LLC
Rush Truck Centers of Georgia, Inc. dba Rush Bus Center, Atlanta
Yancey Bus Sales and Service
Hoglund Bus Co., Inc.

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
Billy Gilbert, State of Georgia Department of Administrative Services

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 and Level-Two Responsiveness and were evaluated.

Blue Bird Body Company offered Type A-1, C2, D-FE, and D-RE school buses. They are the only manufacturer who responded. They offered a large sales and service force, a strong reputation within the industry and competitive pricing structure.

DATTCO, Inc. offered many IC multi-function school activity buses. They are a dealer with a solid reputation within the industry and have competitive pricing.

Peach State Freightliner, LLC offered Thomas Built Buses and parts. They are also a dealer with experience within the industry and have a competitive pricing structure.

Rush Truck Centers of Georgia, Inc. dba Rush Bus Center, Atlanta offered International pupil transportation solutions. They offered a large sales and service force in the State of Georgia and have competitive pricing.

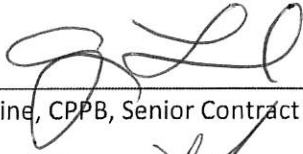
Yancey Bus Sales and Service offered Type A-1, C2, D-FE and D-RE buses. They are an Blue Bird bus dealer with a wide service force in the State of Georgia. Yancey also offered competitive pricing.

Hoglund Bus Co., Inc. offered IC and Collins buses in the states of Minnesota and Iowa. They have experience within the industry and offered competitive pricing.

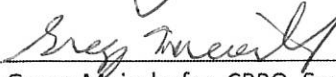
For these reasons the NJPA Proposal Review Committee recommends award of NJPA Contract #102115 to

Yancey Bus Sales & Service	102115-YBS
Hoglund Bus Co., Inc.	102115-HBC
Rush Truck Centers of Georgia, Inc. dba Rush Bus Center, Atlanta	102115-RTG
DATTCO, Inc.	102115-DAT
Blue Bird Body Company	102115-BBB
Peach State Freightliner, LLC	102115-PSF

The preceding recommendations were approved at the November 17, 2015 Board meeting.




Ginger Line, CPPB, Senior Contract Procurement Analyst



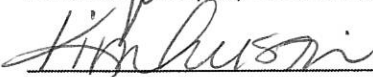
Gregg Meierhofer, CPPQ, Senior Contract Product & Price Analyst



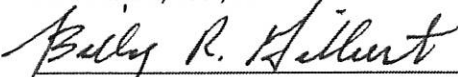
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