



**COMMENT AND REVIEW**

to the

**REQUEST FOR PROPOSAL (RFP) #051717**

Entitled

**LOW SPEED VEHICLES, MEDIUM SPEED VEHICLES, AND UTILITY VEHICLES, WITH RELATED EQUIPMENT, ACCESSORIES, AND SUPPLIES**

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on March 31, 2017, in South Carolina's *The State* on March 30, 2017, in Utah's *The Salt Lake Tribune* on March 30, 2017, in *USA Today* on March 30, 2017, 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 #051717 LOW SPEED VEHICLES, MEDIUM SPEED VEHICLES, AND UTILITY VEHICLES, WITH RELATED EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning March 30, 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](mailto:RFP@njpacoop.org). Proposals will be received until May 17, 2017 at 4:30 p.m. Central Time at the above address and opened MAY 18, 2017 at 8:30 a.m. Central Time.*

RFPs were requested by and distributed to:

American Landmaster	Kawasaki Motors Corp., USA
Amthor International	Kenworth of Columbus
Bennett Equipment Services Inc.	Kraft Nissan
Beyer Fleet	Ledwell & Son
Boston Freightliner, Inc.	Mardian Equipment
Briggs Equipment	Midland Machinery Co., Inc.
BRP US INC.	Mulinax Ford of Osceola County
Car Toys, Inc.	Multihog
Clean Vehicles NY	NJ Division of Purchase and Property
Collins Bus Corporation	North America Procurement Council, Inc. PBC
Cruise Car, Inc.	Onvia, Inc.
Custom Truck & Equipment	PBL Enterprises Inc.
Davis Service Center	Polaris Industries

Day Wireless Systems	Reading Equipment
Eddie's Truck Center	Rice Honda Suzuki Victory
Efficient Drivetrains, Inc.	Samsara
Electrick Motorsports Inc.	Schiller Grounds Care, Inc.
Freightliner Manitoba Ltd.	Scott Equipment Company
Gatormoto Utility Vehicles & More LLC	Shay Enterprise
Heritage Ford	T3 Motion Inc.
International Automated Systems (IAS)	Trius, Inc.
Jack Cooper Canada LP1	Vantage Vehicle
JH Global services, Inc.	Westward Industries
Jobsite Technologies	Yamaha Golf-Car Company
Johnson & Johnson Medical Products	

Proposals were opened on May 18, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Cruise Car, Inc.  
Polaris Industries  
Trius Inc.  
Vantage Vehicle International Inc.  
Westward Industries Ltd  
Yamaha Golf-Car Company

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, NJPA Procurement Analyst III  
Keith Hanson, CPA, NJPA Accounting Manager  
Liz DeRuyck, NJPA Manager of Business and Membership Development  
Gregg Meierhofer, CPPO, NJPA Procurement Analyst  
John Ingleman, NJPA Evaluation Committee Member

**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.

Cruise Car, Inc., is the manufacturer of customizable, task-specific, low speed vehicles. Their vehicles come in a variety of power options including electric, solar electric, and gas fueled, and are built on an aluminum chassis. Cruise Car also offers a line of electric bikes, including an available police package. The pricing reflects a solid discount from MSRP with additional volume discounts available.

Polaris Industries offers their comprehensive line of gas, diesel, and electric, utility vehicles, off-road vehicles, low-speed vehicles, and burden and tow vehicles under the Polaris, GEM and Taylor-Dunn brands. There are numerous available accessories to customize vehicles for a variety of applications. Polaris is able to serve Members through direct sales and

a broad dealer network across the US and Canada. They offer a range of discounts from MSRP pricing that falls within the competitive range.

Yamaha Golf-Car Company manufactures golf cars, personal transport vehicles, utility vehicles, multi-passenger vehicles and specialty vehicles, powered by gasoline or electric motors. They are able to serve Member needs through a combination of distributor network partners, dealers, and direct sales staff, within the US and Canada. Yamaha's pricing reflects a significant discount from MSRP, and also includes optional and alternate equipment or accessories to meet Member needs.

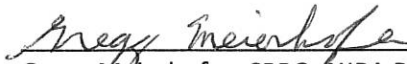
For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #051717 to:

Cruise Car, Inc.	#051717-CCI
Polaris Industries	#051717-PSI
Yamaha Golf-Car Company	#051717-YGC

The preceding recommendations were approved on June 17, 2017.



Kim Austin, NJPA Procurement Analyst III



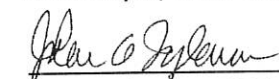
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Chris Robinson, JD, NJPA Procurement Manager