



## COMMENT AND REVIEW

To the  
REQUEST FOR PROPOSAL (RFP) #031014  
Entitled

### PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES

The following advertisement was placed in the Minneapolis, MN Star Tribune on January 27, 2014 and February 3, 2014 and Oregon's Daily Journal of Commerce on January 27, 2014, The Salt Lake Tribune on January 27, 2014 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 to include all Government, Higher Education, K12 Education, Non-Profit, Tribal Government, and all other Public Agencies located nationally in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES. Details of this RFP are available beginning January 27, 2014 and continuing until March 3, 2014. Details may be obtained by letter of request to Maureen Knight, 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 March 10, 2014 at 4:30 p.m. Central Standard Time at the above address and opened March 11, 2014 at 8:00 A.M. Central Standard Time.*

RFPs were requested from and distributed to:

Altec Industries	Felling Trailers
Genie Industries, Inc.	Gradall Industries
Jacobsen, Inc.	Aries Industries, Inc.
Bandit Industries, Inc.	Bid Ocean, Inc.
Brush Hawg	Clyde West Inc.
Cundiff Engineering, Inc.	Ditch Witch
DJC Project Center	ETI
Gaithersburg Equipment Company	GreenTech Automotive
Hol-Mac Corp./Pac-Mac	Ingram Equipment Co., LLC
Kalyn Siebert	Ken's Truck Repair, Inc.
Material Flow & Conveyor Systems, Inc.	
NexLight Lighting Controls	Northrop Grumman Information Systems
Palfinger North America	Patriot Resources Systems LLC
PipeHunter	Power Equipment Company
PreView Radar Systems	Progressive Innovations LLC
R.S. Technical Services Inc.	Somerset Welding & Steel
Thompson Pump & Manufacturing Co.	
Venture Products, Inc.	Wacker Neuson Sales Americas LLC

Bids were opened on March 11, 2014 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. Bids were received from the following:

Altec Industries, Inc.  
Aries Industries, Inc.  
Bandit Industries, Inc.  
Ditch Witch (The Charles Machine Works Inc.)  
Felling Trailers, Inc.  
Gradall Industries, Inc.  
Hol-Mac Corporation  
J & J Truck Bodies & Trailers (Somerset Welding & Steel Inc.)  
Ken's Truck Repair, Inc.  
Northrup Grumman  
Nu-Life Environmental, Inc.  
Progressive Innovations LLC  
Thompson Pump & Manufacturing Co., Inc.  
Venture Products, Inc.

Bids were reviewed by the Proposal Evaluation Committee consisting of:

Ginger Line, CPPB, NJPA Contract Specialist  
Gregg Meierhofer, CPPO, NJPA Bids and Contracts Officer  
Tracy Plinske, NJPA Contract Specialist  
Keith Hanson, CPA, NJPA Accounting Manager  
Maureen Knight, BBA and 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 J & J Truck Bodies & Trailers (Somerset Welding & Steel Inc.) did not meet level One Responsiveness but all other responders did meet Level One Responsiveness and Level Two Responsiveness. Venture Products, Nu-life Environmental, Inc. and Aries Industries, Inc. were all deemed out of scope of this RFP.

Altec Industries, Inc. offered a large sales and service force and is very established within the industry. They offered competitive pricing and a large product line including aerial and derrick devices on chassis.

Bandit Industries, Inc. offers quality stump grinders, chippers and horizontal grinders. They demonstrated a large sales and service force to meet our member's needs at a competitive price.

Ditch Witch (The Charles Machine Works) offered a competitive discount and strong sales and service force with over 122 branches that sell their products. They offered trenchers, plows, and backhoes.

Felling Trailers, Inc. has a large competitively priced product line which has a sales and service force with over 200 dealers. They offered trailers of all varieties and demonstrated industry success and experience.

Gradall Industries, Inc. has a good prior performance record and offered a unique product line of crawler units, mobile excavators and attachments.


Hol-Mac Corporation is awarded a contract for their high quality knuckle boom loaders. The garbage bodies and trailers portion of their response were deemed out of scope. They offered competitive pricing and demonstrated strong industry presence and success.

Northrup Grumman offered meter reading solutions with accessories and support for our members. They also offered competitive pricing.

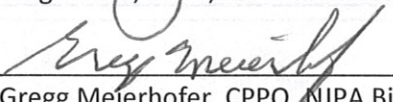
Thompson Pump & Manufacturing, Inc. offered great pricing, and a large sales and service force. They also offered a unique product line of trash pumps, well point pumps and high pressure pumps.

For these reasons the NJPA Proposal Review Committee recommends award of NJPA #031014 to

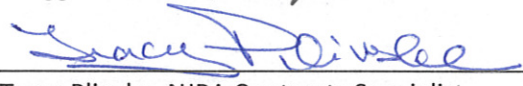
Altec Industries, Inc.	031014-ALT
Bandit Industries, Inc.	031014-BAN
The Charles Machine Works, Inc.	031014-CMW
Felling Trailers, Inc.	031014-FTS
Gradall Industries	031014-GRD
Hol-Mac Corporation	031014-HMC
Northrop Grumman Systems Corporation	031014-NGS
Thompson Pump & Manufacturing Co. Inc.	031014-TPM

  
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Ginger Line, CPPB, NJPA Contracts Specialist

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Date

  
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Gregg Meierhofer, CPPO, NJPA Bids and Contracts Officer

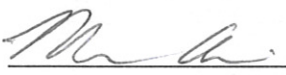
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