



COMMENT AND REVIEW

To the
REQUEST FOR PROPOSAL (RFP) #022014

Entitled

**SEWER VACUUM, HYDRO-EXCAVATION, AND/OR STREET SWEEPER EQUIPMENT
WITH RELATED ACCESSORIES AND SUPPLIES**

The following advertisement was placed in the Minneapolis, MN Star Tribune on January 9, 2013 and January 16, 2014 and Oregon's Daily Journal of Commerce on January 10, 2014, The Salt Lake Tribune on January 9, 2014 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 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, and all other Public Agencies located nationally in all fifty states and potentially internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of SEWER VACUUM, HYDRO-EXCAVATION, AND/OR STREET SWEEPER EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES. Details of this RFP are available beginning January 9, 2014 and continuing until February 13, 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. Proposals will be received until February 20, 2014 at 4:30 p.m. Central Time at the above address and opened February 21, 2014 at 8:00 A.M. Central Time.

RFPs were requested from and distributed to:

Alamo Group, Inc.	Atlantic Machinery, Inc.
Federal Signal Corp.	Gradall Industries, Inc.
Azaimi	Boyer Ford Trucks
C&B Operations	Cobra Technologies
EKA	Envirosight, LLC
Gap Vax, Inc.	Global Environmental Products, Inc.
Hi-Vac Corporation	Hol-Mac Corp./ Pac-Mac
Ingram Equipment Co., LLC	Johnston North America
Macdonald Equipment Co.	NiteHawk Sweepers
Prime Vendor Inc.	RapidView, LLC
Ring-O-Matic, Inc.	Sanitation Products, Inc.
SB Manufacturing, Inc.	Sewer Equipment Company of America
SFG Road Maintenance	Stewart-Amos Equipment Co.
Super Products LLC	Tessco
Thompson Pump & Manufacturing Co. Inc.	Vector Technologies, Ltd.
Wayne Sweepers	

Bids were opened on February 21, 2014 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. Bids were received from the following:

- Atlantic Machinery, Inc
- Envirosight, LLC
- Federal Signal Corporation
- Gap Vax, Inc.
- Global Environmental Products, Inc.
- Gradall Industries, Inc./Vacall Product Line
- Hi-Vac Corporation
- RapidView, LLC
- Ring-O-Matic, Inc.
- SB Manufacturing, Inc.
- Sewer Equipment Co. of America
- Stewart-Amos Equipment Co.
- Super Products, LLC
- Thompson Pump & Manufacturing Co., 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 Gap Vax, Inc. and Thompson Pump & Manufacturing Co., Inc. did not meet Level One Responsiveness. Gap Vax, Inc. had missing electronic files and Thompson Pump & Manufacturing, Inc. was deemed Out Of Scope. All other responders did meet Level One Responsiveness and Level Two Responsiveness.

Hi-Vac Corporation provided an exceptionally strong overall response with very competitive pricing and demonstrated exceptional industry and marketplace success. They also manage a nationwide sales force and utilize an extensive dealer network for sales, training and service. They offer a wide array of products and equipment for use in wastewater and storm sewer maintenance, lead pickup, road spill response and hydro-excavation including Aquatech combination jet/vac cleaning equipment, O'Brien Jet cleaning equipment and a full range of X-Vac Hydro Excavation equipment.

Atlantic Machinery, Inc. provided strong overall response with very competitive pricing and demonstrated an exceptional ability to sell and service nationwide through their large sales and service network. They offer a wide variety of quality products including combo jet vacuums, basin cleaners, rodders, pumper trucks and a variety of street sweepers from VacCon, Schwarze and Cues.

Sewer Equipment Co. of America submitted a strong overall response with very competitive pricing and offered a wide variety of products and equipment including enclosed and heated jet trucks, jet trailer nozzles, rodder trucks and trailers, bucket machines and easement machines. They also exhibited a solid ability to sell and service nationwide.

RapidView, LLC provided a solid overall response with competitive pricing, a great selection of products and the ability to sell and service nationwide through established dealerships. They offered high quality sewer, water, industrial and other pipeline inspection cameras, sewer inspection software and sewer pipe rehabilitation robotics.

Gradall Industries, Inc. submitted a solid overall response with competitive pricing and strong industry and marketplace success along with the ability to sell and service nationwide through their large dealer network. Through Gradall/Vacall they offer a specialized line of vacuum trucks, combo unites, street sweepers and catch basins.

Federal Signal Corp. provided a solid overall response with competitive pricing, exception industry and marketplace success, and a demonstrated ability to sell and service nationwide through their very extensive dealer network including Elgin and Vactor dealers. They offered a full range of mechanical, vacuum and regenerative air sweeper products in various sizes and quality high pressure sewer cleaners.

Super Products, LLC had a good response with very competitive pricing and the ability to sell, service and strongly market nationwide. They offer unique, high quality equipment including sewer and catch basin cleaner, ejector, and hydro excavation products. In addition to the purchase of products, they also submitted a rent to own option.

Envirosight, LLC had a good response with competitive pricing and the ability to sell, service, and market across the U.S. through an established dealer network. They offer a variety of sewer inspection equipment including panoramic cameras and pipe cutters to inspect underground infrastructure.

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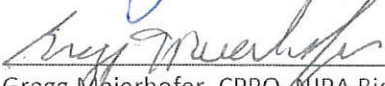
For these reasons the NJPA Proposal Review Committee recommends award of NJPA #011014 to

Atlantic Machinery, Inc.	022014-AMI
Envirosight, LLC	022014-EVS
Federal Signal Corporation	022014-FSC
Gradall Industries, Inc.	022014-GRD
Hi-Vac Corporation	022014-HVC
RapidView, LLC	022014-RVL
Sewer Equipment Co. of America	022014-SCA
Super-Products, LLC	022014-SPL




Ginger Line, CPPB, NJPA Contracts Specialist

2-21-14
Date




Gregg Meierhofer, CPPO, NJPA Bids and Contracts Officer

2-21-14
Date




Tracy Plinske, NJPA Contracts Specialist

2-21-14
Date



Keith Hanson, CPA, NJPA Accounting Manager

2-21-14
Date



Maureen Knight, BBA & JD, NJPA Contracts and Compliance Manager

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