



## COMMENT AND REVIEW

To the  
REQUEST FOR PROPOSAL (RFP) #080114  
Entitled

### **SNOW AND ICE HANDLING EQUIPMENT WITH RELATED ACCESSORIES, SERVICES AND SUPPLIES**

The following advertisement was placed in the Minneapolis, MN *Star Tribune* on June 3, 2014 and June 10, 2014 and Oregon's *Daily Journal of Commerce* on June 4, 2014, *The State* South Carolina on June 3, 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 SNOW AND ICE HANDLING EQUIPMENT WITH RELATED ACCESSORIES, SERVICES, AND SUPPLIES. Details of this RFP are available beginning June 3, 2014 and continuing until July 24, 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 July 31, 2014 at 4:30 p.m. Central Standard Time at the above address and opened August 1, 2014 at 8:00 A.M. Central Standard Time.*

There were six (6) Addendums for this RFP. Addendum 1 was emailed to those requesting the RFP on June 9, 2014. Addendum 2 was emailed on June 24, 2014. Addendum 3 was emailed on July 11, 2014. Addendum 4 was emailed on July 18, 2014. Addendum 5 was emailed on July 23, 2014. Addendum 6 was emailed on August 1, 2014.

RFPs were requested from and distributed to:

State of South Carolina	State of Washington
Cargill, Inc. De-Icing Technology B.U.	M-B Companies, Inc.
Accu Steel, Inc.	Action Chemical
All Season Landscaping	Andemar Dust and Ice Control, Ltd.
Arctic Snow and Ice Control Products	Bay-Lynx Mfg., Inc.
Bonnell Industries, Inc.	Brian Tibbets
Butler Machinery Company	Cascadia International, LLC
Cirus Controls	Cobalt Truck Equipment
CSL Group	Douglas Dynamics/Trynex International, LLC
Dundee Nursery and Landscaping	Edney Distributing Co., Inc.
Enzo's Cleaning Solutions, LLC	Epoke North America, Inc.
Flink Company/Teleweld, Inc.	Freightliner Trucks
GVM Snow Equipment	
Gems – Global Environmental Management Systems	

Henderson Products, Inc.	Henke
Holder Tractors	International Salt
Iron Hawk Industrial Distribution, LLC	I-State Truck Center
J.A. Larue, Inc.	J-Craft, Inc.
Jim's Pacific Garages, Inc.	Kennametal, Inc.
Kenworth NW SeaTac	Larochelle
Lawlor Haulage	Loftness Specialized Farm Equipment, Inc.
MacLean Engineering and Marketing Co., Ltd.	Mobile Awareness
Mobile Fleet Services	Monroe Truck Equipment, Inc.
Navistar	Northend Truck Equipment
Orec America, Inc.	Prime Vendor, Inc.
Prova Systems	Rivertop Renewables
R.P.M. Tech, Inc.	Somerset Welding & Steel
Spaulding Mfg., Inc.	Swenson Spreader, LLC
Teamco, Inc.	Tenco Industries, Inc.
The American Road Machinery Company	Thermablade, LLC
Titan Machinery	Trackless Vehicles, Ltd.
Trecan Combustion Limited	Valk Manufacturing Company
VariTech Industries, Inc.	Venture Products, Inc.
Viking Cives Midwest, Inc.	Wacker Neuson Sales America, LLC
Wausau Equipment Company	Winter Equipment Company

Bids were opened on August 8, 2014 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. Bids were received from the following:

Accu Steel, Inc.  
 Cargill, Inc. De-Icing Technology B.U.  
 Epoke North America, Inc.  
 Henderson Products, Inc.  
 Henke  
 Iron Hawk Industries Distribution, LLC  
 J.A. Larue, Inc.  
 Kennametal, Inc.  
 Loftness Specialized Farm Equipment, Inc.  
 MacLean Engineering & Marketing Company, Ltd.  
 M-B Companies, Inc.  
 Monroe Truck Equipment, Inc.  
 Navistar  
 R.P.M. Tech, Inc.  
 Somerset Welding and Steel  
 Teamco, Inc.  
 Tenco, Industries, Inc.  
 ThermaBlade, LLC  
 Venture Products, Inc.  
 Viking Cives Midwest, Inc.  
 Wacker Neuson Sales America, LLC  
 Wausau Equipment Company  
 Winter Equipment Co.

Bids 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 Navistar did not meet Level One Responsiveness. All other responses met Level One Responsiveness. ThermaBlade, LLC was deemed out of scope. All other bids did meet Level Two Responsiveness and were evaluated.

Accu Steel, Inc. was the only vendor who offered salt storage, which meets member needs in this area. They also offered competitive pricing and a good warranty.

Cargill, Inc. has extensive experience and strength as a Vendor. They offered a wide depth and breadth of products line of brine makers, liquid salt, and anti-icing overlay. They have a large sales and service force and a substantial national presence.

Epoke North America, Inc. offered towed spreaders, bulk spreaders, and liquid sprayers. They have a tiered warranty structure that fits members' needs. They also have a sales and service force across the U.S. and Canada.

Henderson Products, Inc. offered a complete turnkey plow solution for up fitting a truck chassis. They offered spreaders and distributors, all of which will meet our members' needs. They also have competitive pricing and experience within the industry.

Ironhawk Industrial Distribution, LLC has a large sales and service force with new cutting edge technology and strong industry success. They are offering a good marketing plan and such products as snow plow replacement wear parts.

J.A. Larue, Inc. offered heavy duty blowers with a strong industry success and experience. They also have a large dealer network to reach all of our members.

Kennametal, Inc. offered a broad assortment of plow wear parts for motor graders along with other plow wear parts. They offered a large sales and service force with extensive experience within the industry.

Monroe Truck Equipment, Inc. offered snowplows, spreaders, scrapers, wing plows, anti-ice equipment, multi-purpose bodies and complete turnkey installations. They have a large distribution network and have experience within the industry and with members'.

M-B Companies, Inc. offered off road chassis, sweepers, plows, brooms, and snow blowers for regular use and airport use. They also offered competitive pricing and a long history in this area.

Wausau Equipment Company offered a complete solution of plows, blades, wings, spreaders, distributors, and blowers for airports, state transportation departments, and smaller municipalities. They have a large sales and service force to service our members' needs. They also offered competitive pricing.

Tenco Industries, Inc. offered a full product line of accessories and turnkey plows. They have a large sales and service force with experience within the industry. They also offered competitive pricing.

R.P.M. Tech, Inc. offered competitive pricing and volume discounts on their industrial snow blowers, multifunctional utility vehicles, and heavy equipment for roads, railways, subways, and airport runways along with on-and off-highway vehicles.

Winter Equipment, Co. offered a good variety of snowplow replacement wear parts. They have good industry success and a large sales and service force. They also offered a mobile showroom for their products.

Viking Cives Midwest, Inc. offered turnkey models that members can put on their chassis of choice. They have experience working with our members and offered competitive pricing.

For these reasons the NJPA Proposal Review Committee recommends award of NJPA Contract #080114 to

Kennametal, Inc.	080114-KNM
Cargill, Inc. Deicing Technology B.U.	080114-CGI
J.A. Larue, Inc.	080114-JAL
Epoke North America, Inc.	080114-EPK
Monroe Truck Equipment, Inc.	080114-MTE
M-B Companies, Inc.	080114-MBC
Henderson Products, Inc.	080114-HPI
Accu Steel, Inc.	080114-ACS
Wausau Equipment Company	080114-WAS
Tenco Industries, Inc.	080114-TII
R.P.M. Tech, Inc.	080114-RPM
Winter Equipment, Co.	080114-WEC
Ironhawk Industrial Distribution, LLC	080114-IHI
Viking Cives Midwest, Inc.	080114-VCM

  
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Ginger Line, CPPB, Senior Contract Procurement Analyst

10/3/14  
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Date

  
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Gregg Meierhofer, CPPO, Senior Contract Product & Price Analyst


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