



**COMMENT AND REVIEW**

To the  
REQUEST FOR PROPOSAL (RFP) #032515  
Entitled

**HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES**

The following advertisement was placed in the Minneapolis, MN *Star Tribune* on January 23, 2015 and January 30, 2015, in Oregon's *Daily Journal of Commerce* on January 23, 2015, in South Carolina's *The State* on January 23, 2015, in Utah's *The Salt Lake Tribune* on January 23, 2015, in *USA Today* on January 23, 2015, 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 # 032515 HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES. Details of this RFP are available beginning JANUARY 23, 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](mailto:RFP@njpacoop.org). Proposals will be received until MARCH 25, 2015 at 4:30 p.m. Central Time at the above address and opened MARCH 26, 2015 at 8:00 a.m. Central Time.*

RFPs were requested from and distributed to:

State of Massachusetts	Alamo Group (TX), Inc.
Bandit Industries, Inc.	CNH Industrial America, LLC
Caterpillar, Inc.	Clark Equipment
Diamond Mowers, Inc.	John Deere Construction Retail Sales
Grove US LLC dba Manitowoc	United Rentals, Inc.
Wirtgen America, Inc.	Alma Tractor
American Landscape Services, LLC	ASCO Equipment Co.
Mining Rock Excavation & Construction dba Atlas Copco	
Avant Tecno USA, Inc.	
Badger Equipment Company	Bergkamp, Inc.
Bid Ocean, Inc.	Birch Equipment
Blue Ridge Tractor	BlueLine Rental
BOMAG Americas, Inc.	Bonnell Industries, Inc.
Buck & Knobby Equipment, Co.	CASE Construction
CLM Equipment	Coast Crane Company
Cobalt Truck Equipment	Comairco Equipment
Construction Journal	Crosspoint Kinetics

Crown Equipment	Dakota Trailer Manufacturing
DJC Project Center	Doosan
Eastern Farm Machinery, Ltd.	EKA
Gabrielli Truck Sales	Gaithersburg Equipment Company
Gem Attachments	General Engines Co., Inc.
Great West Equipment	H.A. DeHart & Son, Inc.
Heil Trailer International dba Kalyn Siebert	Hertz Equipment Rental Corp.
HilBilt Sales	Hyundai Construction Equipment of Americas
Inland Kenworth (US), Inc.	Innovative Federal Operations Group
IronMan Repairs	Jarraff Industries
JCB, Inc.	KCMA Corporation
Linder Industrial Machinery	Marathon Equipment, Inc.
Modern Machinery Co., Inc.	Montage Enterprises, Inc.
N C Machinery/Tractor & Equipment	Napa Valley Mining Company, LLC
NiteHawk Sweepers	NU-LIFE Environmental, Inc.
Pacific-Tek	PAPE
Perron Contracting	Petram Enterprises, Inc. dba CEC
Powerscreen of Washington	RDK Municipal Truck Center, Inc.
Road Machinery & Supplies, Co.	Roadtec, Inc.
Shaw Bros. Limited	Solar Technology, Inc.
Sonsray Machinery	Spector Manufacturing, Inc.
Steve Reddington	Sun Earth America
Sunbelt Rentals	Team Eagle, Inc.
The Blue Book Building & Construction Network	Time Manufacturing Company
Titan Machinery	Tyler Rental
Volvo Construction Equipment North America, LLC	
Wacker Neuson Corporation	Woods Equipment Company

Proposals were opened on March 26, 2015 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. Proposals were received from the following:

- Bergkamp, Inc.
- BOMAG Americas, Inc.
- Caterpillar, Inc.
- CNH Industrial America, LLC
- Grove U.S. LLC dba Manitowoc
- John Deere Construction Retail Sales
- Mining Rock Excavation & Construction LLC dba Atlas Copco
- Volvo Construction Equipment North America, LLC
- Wirtgen America, 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
- 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 all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

BOMAG Americas, Inc. offers pavers, compactors, pavement milling machine as well as other offerings. BOMAG offered competitive pricing and a national sales and service force.

CNH Industrial America, LLC has extensive experience within the industry and a large sales and service force. They offer excavators, wheel loaders, motor graders and forklifts as well as many other products.

John Deere Construction Retail Sales offers dump trucks, excavators, backhoes, loaders, brooms, dozers, motor graders and many other products. They have a large sales and service force and experience within the industry.

Volvo Construction Equipment North America, LLC offers wheel loaders, crawler and wheeled excavators, hauler trucks, asphalt compaction, and rollers. They offered a good marketing plan for this contract and a training program for the member/buyer.

Mining Rock Excavation and Construction, LLC dba AtlasCopco offers road maintenance, asphalt, snow and ice equipment. They have a large national sales and service force. They offered competitive pricing along with volume discounts.

Caterpillar, Inc. offers used equipment and equipment in the construction, paving and waste areas. They offered competitive pricing and a large sales and service force along with experience within the industry.

Grove U.S., LLC offers many different types of cranes such as crawler cranes, crane boom trucks, industrial cranes and mobile telescoping cranes along with parts and service. They have a large sales and service force and experience within the industry.

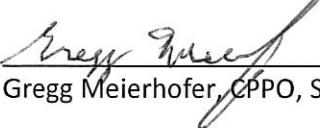
Wirtgen offers compactors, paving machines, screeds, payment milling machines, rollers and crushers and screens. They also have experience within the industry.

For these reasons the NJPA Proposal Review Committee recommends award of NJPA Contract #032515 to

BOMAG Americas, Inc.	032515-BAI
CNH Industrial America, LLC	032515-CNH
John Deere Construction Retail Sales	032515-JDC
Volvo Construction Equipment North America, LLC	032515-VCE
Mining Rock Excavation and Construction, LLC DBA AtlasCopco	032515-ACC
Caterpillar, Inc.	032515-CAT
Grove U.S. LLC	032515-GUS
Wirtgen	032515-WAI

The preceding recommendations were approved at the May 19, 2015 Board meeting.

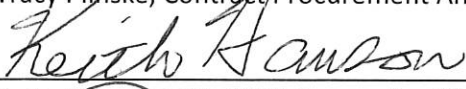
  
Ginger Line, CPPB, Senior Contract Procurement Analyst

  
Gregg Meierhofer, CPPO, Senior Contract Product & Price Analyst



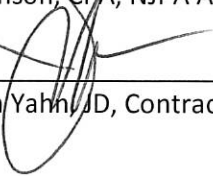
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Tracy Plinske, Contract Procurement Analyst



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Keith Hanson, CPA, NJPA Accounting Manager



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Jonathan Yahm, JD, Contracts and Compliance Manager