



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #022818
Entitled

FIREFIGHTING APPARATUS, WITH RELATED EQUIPMENT, ACCESSORIES, AND SUPPLIES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on January 12, 2018, in Utah's *The Salt Lake Tribune* on January 11, 2018, in *USA Today* on January 11, 2018, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, Merx, Biddingo, and the New York State Contract Reporter:

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 #022818 FIREFIGHTING APPARATUS, WITH RELATED EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning January 11, 2018. 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. Proposals will be received until February 28, 2018 at 4:30 p.m. Central Time at the above address and opened March 1, 2018 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

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| Alexis Fire Equipment Company | Maximetal |
| Allegiant Emergency Services | Midwest Fire |
| Atira Systems | Moline inc. |
| B-Lann Equipment Company Inc. | Mon-Dak Construction Supply |
| Boise Mobile Equipment | North America Procurement Council, Inc. PBC |
| Brio Laundry | Northern Safety |
| C.E.T. Fire Pumps Mfg. Ltd. | Ohio-Office of Procurement Services |
| Carrier Centers Emergency Vehicles | OMES Central Purchasing |
| Cestusline, Inc. | Onvia, Inc. |
| Cintas Fire Protection | Orafol |
| Custom Fire Apparatus, Inc. | Oshkosh Airport Products, LLC |
| Custom Truck and Body Works | Oshkosh Corporation |
| Danko Emergency Equipment | Performance Safety Group |
| DBC Marine Safety Systems Ltd. | Pierce Manufacturing Inc. |
| Deltek | PL Custom Body and Equipment Co., Inc. |
| E-ONE, Inc. | Prime Vendor Inc. |
| eRepublic | Response Equipment Specialist LLC |

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| Euclid Infotech | ResQtech Systems Inc. |
| Feld Fire | Rosenbauer South Dakota |
| Ferrara Fire Apparatus, Inc. | Scully's Aluminum Boats |
| Firovac by Reberland Equipment Inc. | Seagrave Fire Apparatus LLC |
| First Tactical | Silver Wolf Enterprises |
| Flat Rock Contracting LLC | Spartan Motors USA, Inc. |
| FlightMedx, Inc. | Sutphen Corporation |
| General Truck Body Manufacturing | SVI Trucks |
| Hackney | Toyne, Inc. |
| HME, Inc. | UPI Custom Ag |
| Hub Fire Engines Ltd. | US Fire Equipment |
| Hurco Technologies, Inc. | Valor Trucks |
| Intercontinental Truck Body Ltd. | Western States Fire Protection |
| L.N. Curtis & Sons | Witmer Public Safety Group, Inc. |
| Marco Equipment Sales LLC | |

Proposals were opened on March 1, 2018, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Atira GST
 Boise Mobile Equipment Inc.
 Custom Fire Apparatus, Inc.
 Danko Emergency Equipment Co.
 E-One, Inc.
 Hurco Technologies, Inc.
 Maxi-Metal, Inc.
 Midwest Fire Equipment & Repair Company
 Oshkosh Airport Products, LLC
 P.L. Custom Body and Equipment Co., Inc.
 Pierce Manufacturing Inc.
 Reberland Equipment Incorporated
 Rosenbauer American, LLC dba Rosenbauer South Dakota, LLC & Rosenbauer Minnesota, LLC
 Spartan Motors, Inc.
 Super Vacuum Manufacturing Co., Inc.
 Sutphen Corporation
 Toyne Inc.
 VT Hackney, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, NJPA Procurement Manager
 James Voelker, CPCM, CFCM, NJPA Procurement Lead Analyst
 Carol Jackson, NJPA Procurement Analyst III
 Brandon Town, NJPA Procurement Analyst II
 Michael Munoz, NJPA Procurement Analyst II

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 Responsiveness. The response of Hurco Technologies, Inc. was determined to be Level-Two non-responsive because the offering of products and services in their proposal were found to fall outside of the scope of the RFP. All other proposals were found to be Level-Two responsive and were evaluated.

E-One, Inc manufactures a comprehensive selection of pumpers, tankers, rescues, aerials, wildland and ARFF firefighting apparatus. In addition, they offer an exhaustive list of options to meet Member specific needs. E-One will serve Members across the US and Canada through their extensive dealer and service network. Their pricing proposal offers competitive discounts from MSRP along with multiple leasing options.

Maxi-Metal, Inc offers a wide selection of pumpers, tankers, rescues and wildland apparatus. They offer a significant list of options to customize their products to meet specific Member requirements. Maxi-Metal will serve Canadian Members through their large sales and service network. They offer Members a considerable discount from list prices.

Pierce Manufacturing Inc provides an extensive line of pumpers, tankers, rescues, aerials and high flow industrial apparatus. Pierce provides a wide array of options to satisfy Member needs. They will serve Members across the US and Canada through their robust dealer network. Pierce provides Members with a solid discount from list price.

P.L. Custom Body and Equipment Co., Inc manufactures customizable heavy and light duty special service apparatus to meet a variety of Member needs. Through a combination of their dealer network and direct sales teams they will serve Members in the US and Canada. P.L. Custom Body and Equipment offers Members a significant discount from list prices with opportunities for additional discounts for two or more vehicles.

Rosenbauer American offers a vast selection of pumpers, tankers, aerials, rescues, wildland and ARFF apparatus. Through their significant list of options Members can customize any platform to meet their specific needs. Rosenbauer stands ready to serve Members across the US and Canada through their strong dealer network. Their proposal provides Members a competitive pricing structure.

Spartan Motors produces a vast array of pumpers, rescue pumpers, tankers, wildland, specialty and aerial apparatus types. Spartan Motors recently acquired Smeal Holding LLC and offers a comprehensive list of options for Members to choose from. Spartan is prepared to serve Members across the US and Canada through a robust dealer and service network. Their pricing proposal reflects a considerable discount from list prices.

Sutphen Corporation manufactures a wide selection of fire apparatus including pumpers, tankers, aerials, rescues and special service types. They offer an extensive list of customizable options to meet Member-specific needs. Sutphen along with their large dealer and service network are prepared to serve Members across the US and Canada. Their pricing proposal offers Members a solid discount from MSRP.

Toyne Inc offers a large line of pumpers, pumper/tankers, tankers, rescues, aerials, wildland and skid apparatus. They can meet specific, Member driven requirements through a healthy list of options. Toyne and their dealer network will provide sales and service to Members across the US. Their proposal offers Members a significant discount from standard price.

VT Hackney, Inc offers an expansive line of highly customizable special service apparatus to meet numerous mission specific tasks and requirements. By a combination of their dealer network and factory direct sales team VT Hackney will serve Members across the US. VT Hackney proposes a considerable discount from MSRP to Members.

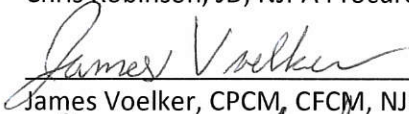
For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #022818 to:

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| E-One, Inc. | #022818-EOI |
| Maxi-Metal, Inc. | #022818-MAX |
| Pierce Manufacturing Inc. | #022818-PMI |
| P.L. Custom Body and Equipment Co., Inc. | #022818-PLC |
| Rosenbauer American, LLC dba | |
| Rosenbauer South Dakota, LLC & Rosenbauer Minnesota, LLC | #022818-RSB |
| Spartan Motors, Inc. | #022818-SPR |
| Sutphen Corporation | #022818-SUT |
| Toyne Inc. | #022818-TOY |
| VT Hackney, Inc. | #022818-VTH |

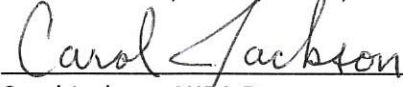
The preceding recommendations were approved on April 6, 2018:



Chris Robinson, JD, NJPA Procurement Manager



James Voelker, CPCM, CFCM, NJPA Procurement Lead Analyst



Carol Jackson, NJPA Procurement Analyst III



Brandon Town, NJPA Procurement Analyst II



Michael Munoz, NJPA Procurement Analyst II