



**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #062817**  
Entitled  
**AIRPORT CONSUMABLE PRODUCTS WITH RELATED SUPPLIES AND SERVICES**

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on May 19, 2017, in Utah's *The Salt Lake Tribune* on May 18, 2017, in *USA Today* on May 18, 2017, 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 #062817 AIRPORT CONSUMABLE PRODUCTS WITH RELATED SUPPLIES AND SERVICES. Details of this RFP are available beginning May 18, 2017. 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](mailto:RFP@njpacoop.org). Proposals will be received until June 28, 2017 at 4:30 p.m. Central Time at the above address and opened June 29, 2017 at 8:30 a.m. Central Time.*

RFPs were requested by and distributed to:

BDI	New Deal Deicing
Bidnet	NMC-Wollard
Bismarck Aero Center	OMES Central Purchasing
Chef Minute Meals, Inc.	Onvia, Inc.
Cryotech Deicing Technology	Orison Marketing, LLC
E.D. Etnyre & Company	PCMG, Inc.
Ennis Paint, Inc.	Prime Vendor Inc.
Erskine	Quick Attach Attachments
Evergreen Solutions Group	Star Poly Bag Inc.
Fire Service Plus	State of Delaware
Flex-O-Lite	State of North Dakota - Office of Management and Budget, Central Services Division
Fomtec	State Procurement Office
General Atomics Int'l Service Corp. dba Cryotech Deicing Technology	Swarco Industries LLC
GERD Energy Inc.	Swenson Spreader LLC
Hi-Lite Airfield Services, LLC	Tenaquip Limited

KT's Office Services	The Stageline Company
Labsource Inc	Transpo Industries, Inc.
LYON LLC	

Proposals were opened on June 29, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Ennis Paint, Inc.  
 Erskine Attachments, LLC  
 Evergreen Solutions Corp USA  
 Hi-Lite Airfield Services, LLC  
 New Deal Deicing  
 Transpo Industries

A proposal was received in a sealed package from Potter Industries, LLC, after the deadline for delivery. The untimely package was returned, unopened, to Potter Industries, LLC in accordance with the RFP terms.

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, Procurement Lead Analyst  
 Keith Hanson, CPA, NJPA Accounting Manager  
 Jon Andres, NJPA Regional Membership Relations and Communications  
 Ginger Line, NJPA Membership Development Administrator  
 Bill Otto, NJPA Legislative Advocate

**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 Evaluation Committee determined that all responses, with the exception of Erskine Attachments, were Level-Two responsive. Erskine Attachments was determined to be Level-Two non-responsive because all products and services offered in the proposal were found to fall outside of the scope of the RFP.

New Deal Deicing is the manufacturer of solid airfield deicer. Their deicing solution is a blend of sodium formate and sodium acetate which allows enhanced performance at lower temperatures. New Deal offers Members a solid discount from MSRP pricing with additional volume discounts available. New Deal is also a Disadvantaged Business Enterprise registered through the Colorado Department of Transportation.

Hi-Lite Airfield Services, LLC provides airport traffic paints, glass beads, eco-friendly cleaning solutions, marking stencils and thickness gauges, stripers/line drivers, airfield assessment services, training, markings maintenance and runway skid resistance management. Hi-Lite will serve Members throughout the United States and Canada from multiple strategic business locations. Hi-Lite offers a considerable discount from MSRP for consumable products and services, with additional volume discounts possible for consumable products.

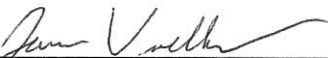
Ennis Paint, Inc offers airfield marking paint, glass beads, thermoplastic and preformed thermoplastics. Ennis Paint has a large sales and service force disbursed across North America to support NJPA Members along with multiple ISO certified manufacturing facilities. Ennis Paint has offers volume discounts on paint along with a significant MSRP discount on preformed thermoplastic. Ennis Paint also offers no charge application training with their field technicians.

Evergreen Solutions Corp USA provides chemical rubber removal agents to NJPA members. Evergreen manufactures their products to be readily bio-degradable. They also offer separate removal agents specifically for grooved and non-grooved runways. Evergreen offers a strong discount on their removal agents and is willing to serve Members in both the United States and Canada.

For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #062817 to:

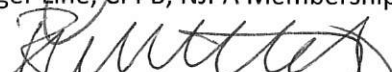
New Deal Deicing	062817-NDD
Hi-Lite Airfield Services, LLC	062817-HLA
Ennis Paint, Inc	062817-EPI
Evergreen Solutions Corp USA	062817-EVR

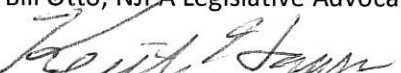
The preceding recommendations were approved on September 25th, 2017.


  
James Voelker, NJPA Procurement Lead Analyst

  
Jon Andres, NJPA Regional Membership Relations and Communications

  
Ginger Line, CPPB, NJPA Membership Development Administrator

  
Bill Otto, NJPA Legislative Advocate

  
Keith Hanson, CPA, NJPA Accounting Manager

  
Chris Robinson, JD, NJPA Procurement Manager