



COMMENT AND REVIEW

to the

REQUEST FOR PROPOSAL (RFP) #102517

Entitled

TIRES AND RELATED EQUIPMENT, SUPPLIES, AND SERVICES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on September 15, 2017, in South Carolina's *The State* on September 14, 2017, in Utah's *The Salt Lake Tribune* on September 14, 2017, in *USA Today* on September 15, 2017, 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 #102517 TIRES AND RELATED EQUIPMENT, SUPPLIES, AND SERVICES. Details of this RFP are available beginning September 14, 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. Proposals will be received until October 25, 2017 at 4:30 p.m. Central Time at the above address and opened October 26, 2017 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

ARI Phoenix, Inc.	Kotra
Bid Ocean, Inc.	KOTRA New York
Boar Wheel	MagicGPS LLC
Bridgestone Americas Tire Operations, LLC	Ohio Dept of Administrative Services
Brower Tire Store	One Source Imaging Solutions, Inc.
Excel Tire Gauge	Safety-Kleen Systems, Inc.
Ford of Upland	Tradewinds Power Corp.
Grignard	TShayEnterprise
H & R Salvage LLC	Walthill Service LLC

Proposals were opened on October 26, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

ARI Phoenix Inc

Bridgestone Americas, Inc

Excel Tire Gauge

Hankook Tire America Corporation

MagicGPS, LLC

The Goodyear Tire & Rubber Company

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, NJPA Procurement Manager
James Voelker, NJPA Procurement Lead Analyst
Kim Austin, NJPA Procurement Analyst III
Carol Jackson, NJPA Procurement Analyst III

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 were Level-One responsive. All proposal responses were Level-Two responsive except for MagicGPS, LLC. MagicGPS, LLC was determined to be Level-Two non-responsive because the products and services being offered in their proposal were found to fall outside of the scope of the RFP. All other proposal responses were evaluated.

The Goodyear Tire & Rubber Company is the manufacturer of an extensive line of automobile, light truck, medium commercial and off-road tires along with offering retread services for commercial truck tires. Goodyear also offers tires with run flat, low-rolling resistance and electric vehicle technologies in multiple categories. They have a vast network of thousands of dealers to serve Members in the United States. Their dealer network is backed by 1500 engineers, scientists, technicians and other specialists to improve tire manufacturing and technology. Goodyear offers Members a considerable discount from suggested list prices.

Hankook Tire America Corporation manufactures a wide variety of tires for passenger vehicles; light-duty, medium-duty and heavy-duty trucks; low and medium speed vehicles; law enforcement, fire and emergency response vehicles; buses and crew transports; semi-trucks; cargo vans and trailers. Hankook incorporates run flat and low-rolling resistance tire technology on numerous product lines. Hankook will serve Members in the United States and Canada through their network of nearly 1000 dealers and regional sales team structure. Their pricing proposal includes a significant discount from list prices for NJPA Members.

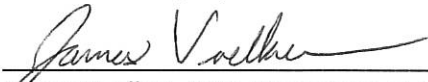
For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #102517 to:

The Goodyear Tire & Rubber Company	#102517-GTC
Hankook Tire America Corporation	#102517-HTA

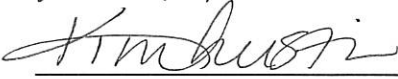
The preceding recommendations were approved on November 22, 2017:



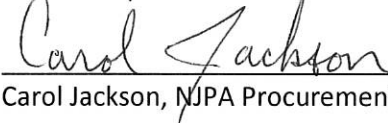
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