



**COMMENT AND REVIEW**

to the

**REQUEST FOR PROPOSAL (RFP) #052417**

Entitled

**ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES**

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on April 7, 2017, in South Carolina's *The State* on April 6, 2017, in Utah's *The Salt Lake Tribune* on April 6, 2017, in *USA Today* on April 6, 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, 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 #052417 ROADWAY MAINTENANCE EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, MATERIALS, AND SUPPLIES. Details of this RFP are available beginning April 6, 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 May 24, 2017 at 4:30 p.m. Central Time at the above address and opened May 25, 2017 at 8:30 a.m. Central Time.*

RFPs were requested by and distributed to:

A&G The Road Cleaners Ltd.	McCloskey International Ltd.
Airplaco Equipment	Midland Machinery Co., Inc.
Alamo Group (TX) Inc. - Terrain King	Multihog
Almon Equipment Ltd.	Norcia Corporation
Amaco Construction Equipment	North America Procurement Council, Inc. PBC
American Shoring	Northern Truck Equipment Corp.
Atlantic Plumbing Supply	Onvia, Inc.
ATMAX Equipment Co.	PB Loader Corporation
AWT	Penn Equipment
Bergkamp, Inc.	Peterson Corp
Bid Ocean, Inc.	Prime Vendor Inc.
BOMAG	R.L. Parsons & Son Equipment
Bonnell Industries Inc.	Ray-Tech Infrared Corp.
Brown Products	Renova Industries, LLC
Butler AG	RhinoAG
Calder Brothers Corp.	Ring-O-Matic

Carlson Paving Products, Inc.	Road Widener LLC
Cart-Away Concrete Systems	Road Widener LLC
Car-Toys, Inc.	RoadHog, Inc.
Cemen Tech	Rogers Mfg. Co., Inc.
Cimline	Royal Truck & Equipment
Consolidated Equipment Group	Rubb Buildings Inc.
Construction Industry Center	Sakai America, Inc.
Crafc, Inc.	Schulte Industries
Diamond Mowers, Inc.	Scott Supply Co.
E.D. Etnyre & Company	SeaWave
Eddie's Truck Center	Shannon Chastain Enterprises, Inc.
EZ-Liner Industries	Sound Heavy Machinery, Inc.
Fair Manufacturing Inc.	Spaulding Mfg. Inc.
Falcon Asphalt Repair Equipment	State of New Jersey - Department of Treasury
FINN Corporation	State of Rhode Island
Finning Canada	Stepp Manufacturing Company, Inc.
Fitzgerald Peterbilt	Street Smart Rental
Flex-O-Lite	Swenson Products
Flink Company	Swenson Spreader LLC
Forestry Suppliers, Inc.	TAG Truck Center
GERD Energy Inc.	TEC Equipment
Government Solutions Team, LLC	Tiger Corporation
Gyro-Trac Corporation	Time Manufacturing Company
HD Supply Waterworks	Timus Tools
Highway Equipment Company	Titan Machinery
iSqFt Planroom	Towmaster Trailers and Truck Equipment
Kaman Automation	Truck & Trailer Specialties
KCM	Turfmaker Corporation
KM International Inc.	United Rotary Brush Corporation
Koletzky Implement	VariTech Industries Inc.
Lawlor Haulage	Vogel Traffic Services, Inc. dba EZ-Liner Industries
Ledwell & Son	VRCA
LeeBoy, Inc.	Warshauer Electric Supply
Maddock Construction Equipment, LLC	Waterblasting, LLC
Marks Machinery Inc.	Weiler, Inc.
M-B Companies	Wheeler Bros., Inc.

Proposals were opened on May 25, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Airplaco Equipment Company	PB Loader Corporation
Alamo Group (TX) Inc	Peterson Corp
ATMAX Equipment Co	R.L. Parsons and Sons Equipment Inc.
Bergkamp Inc	RhinoAG, Inc
BOMAG Americas, Inc	Road Widener LLC
Bonnell Industries Inc.	RoadHog, Inc.
Carlson Paving Products, Inc	Spaulding Mfg Inc

Cemen Tech	Stepp Manufacturing
Cimline, Inc.	Swenson Spreader, LLC
Crafco, Inc	Tiger Corporation
Diamond Mowers, Inc	TurfMaker Corp
Falcon Repair Maintenance Equipment, LLC	United Rotary Brush Corporation
FINN Corporation	Vogel Traffic Services, Inc DBA EZ-Liner Industries
Keizer Morris International	VT LeeBoy Inc
M-B Companies, Inc. - Pavement Marking Division	Waterblasting, LLC
M-B Companies, Inc. - Broom Attachment Division	Weiler, Inc.
Midland Machinery Co, Inc.	

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, NJPA Procurement Manager  
Kim Austin, NJPA Procurement Analyst III  
Carol Jackson, NJPA Procurement Analyst III  
Tim Spitzley, NJPA Evaluation Committee Member  
Keith Hanson, CPA, NJPA Accounting 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.

Airplaco Equipment Company manufactures a selection of grout pumps, wet-mix shotcrete machines, and dry-mix gunite machines, and also distributes parts, accessories and finishing tools. The Airplaco manufacturing, quality and management processes are ISO9001 certified. In addition, they hold Women Owned Small Business (WOSB) and Women's Business Enterprise (WBE) certifications through the Women's Business Enterprise National Council (WBENC) and qualify as a Regional WBE of the Women's Business Enterprise Alliance (WBEA). Airplaco offers a solid discount off list prices

Alamo Group (TX) Inc., offers boom, rotary and flail mowers, tree and brush cutters, ditchers, sickle bars, as well as remote controlled tool carriers for use in highway mowing and land-clearing. In addition to a large in-house sales and service force, they maintain relationships with dealers in over 300 locations across North America. Alamo Group's pricing reflects a range of significant discounts from published list prices.

Bergkamp Inc, is the manufacturer of pothole patching equipment, slurry seal and micro-surfacing equipment, and bituminous research laboratory plants. Their Pothole patchers are equipment with a cloud-based telematics system for the purpose of verifying functionality and evaluating a Member's pavement management system. Bergkamp equipment sales are handled directly by an internal sales force in the US, with dealer coverage in Canada. They offer a considerable discount from list pricing reflecting a value to Members.

Cemen Tech provides truck or trailer mounted volumetric mixers for the production and delivery of concrete, cement silos, and training services. The products are guaranteed to perform up to expectations for a period of 90 days. Cemen Tech utilizes a dedicated sales department as well as several dealers to provide sales and service at a regional or local level. Their pricing on products and services reflects a range of favorable discounts from list pricing.

Crafco, Inc., is the manufacturer of pavement preservation equipment for crack sealing, pothole patching, pavement cutting, and Seal Coat equipment, for highway and roadway maintenance. Their sales and service team includes internal representatives and a network of 44 distributors to serve Members across the US and Canada. Each purchase of a Crafco unit includes on-site operation and safety training at no additional charge. Crafco offers a range of discounts from list pricing on equipment and options.

Diamond Mowers, Inc., offers a broad line of tractor mowing equipment and attachments protected by a 30-day 100% money back guarantee. They also offer a 72-hour parts shipping guarantee. Diamond Mowers has a network of over 200 dealers supported by a strong regional sales management team. They provide pricing with a 20% discount off of list prices, reflecting a solid value for Members' right-of-way mowing equipment needs.

Falcon Repair Maintenance Equipment, LLC, manufactures asphalt hot boxes and recyclers for the heating and transport of hot and cold mix asphalt and the recycling of asphalt chunks or millings. They maintain a network of 27 dealers in the US and Canada with 120 sales representatives and over 100 service technicians. Falcon's pricing proposal includes a 10% discount off of published list prices and an additional 2% discount on orders of 9 units or more.

FINN Corporation provides a variety of hydroseeders and straw, bark and mulch blowers scalable to meet a Member's needs. Their equipment is manufactured in the US and is available at 136 sales and service locations throughout North America. Operator and maintenance training is included in the cost of FINN equipment. The Finn pricing model includes a solid discount off of MSRP pricing.

PB Loader Corporation offers pothole patchers, emulsion sprayers, front loaders, and asphalt maintenance support equipment. Their equipment comes in a variety of sizes and a selection of options and styles. PB Loader sells through a network of dealers in the US and Canada with a total of 46 dealer branch locations. The pricing proposal provides a discount off of MSRP and offers Members an additional volume discount on orders over five units.

R.L. Parsons and Sons Equipment Inc., manufactures pull-behind graders, roadside berm reclaimers and compact boom mowers, and also distributes Bomford right-of-way maintenance equipment. The equipment is available in a range of sizes and options to meet Member needs. R.L. Parsons' proposal includes a considerable discount from MSRP pricing.

RhinoAG, Inc., is the manufacturer of a line of rotary cutters, rotary flails, tractor-mounted rear blades, and related maintenance equipment. The equipment lines have notable depth and breadth to allow Members' selection of right-size solutions. RhinoAG distributes products through a network of over 1,200 dealers located in all fifty states and two Canadian provinces. Their prices reflect a range of significant discounts from list or MSRP.

RoadHog, Inc., manufactures numerous hydraulically and engine driven road maintenance attachments for skidsteers, backhoes and loaders. Their equipment is entirely made in the US and is distributed through a network of 60 dealers with 291 locations in the US and Canada. RoadHog offers a solid discount from published list pricing, with an additional quantity discount available.

Tiger Corporation offers a broad line of roadside maintenance and mowing equipment, including boom, rotary and flail type mowers, and attachments. The equipment is available in a wide variety of configurations, mountings, and sizes, to meet Member roadway vegetation and brush control needs. Tiger provides local sales and service options through authorized dealers in over 241 locations across the US and Canada. They are offering a considerable discount from MSRP and provide Members in the continental US and Canada with FOB destination freight terms.

Vogel Traffic Services, Inc, doing business as EZ-Liner Industries, is the manufacturer of a line of roadway paint striping equipment in both truck mounted and pallet mounted options. EZ-Liner's internal sales and service team provides sales

and technical support to customers across the US and Canada. Their pricing proposal includes a solid discount from MSRP and reflects a notable value to Members.

VT LeeBoy Inc., has a broad and deep lineup of asphalt pavers, distributor tanks, spray patchers, rollers, graders, brooms, water trucks, road wideners and specialty products to meet Member's road maintenance needs. In addition to an internal sales and service team, the VT LeeBoy network of 60 dealers has over 500 sales representatives and over 800 service team members to provide local support for Members across the US and Canada. VT LeeBoy offers a range of percentage discounts from list pricing.

Waterblasting, LLC, produces two principal pavement maintenance solutions: paint and rubber removal systems; and, a rumble strip machine. They handle all sales and service directly, and offer live technical support and an online parts store with a same-day parts shipping rate of 98%. Waterblasting's pricing reflects a solid discount from their standard list pricing.

Weiler, Inc., manufactures commercial pavers, road wideners, windrow elevators, transfer vehicles, compactors, front-mount screeds and tack distributors. Their equipment is distributed through a relationship with Caterpillar and its dealers in over 500 locations throughout North America. Service is also available through Cat dealerships with over 600 technicians having received service training on Weiler equipment within the last five years. Weiler pricing reflects a considerable discount from MSRP and reflects a significant value to Members.

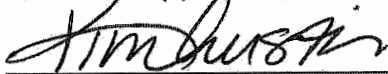
For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #052417 to:

Airplaco Equipment Company	#052417-AEC
Alamo Group (TX) Inc	#052417-AGI
Bergkamp Inc	#052417-BGK
Cemen Tech	#052417-CMT
Crafco, Inc	#052417-CFC
Diamond Mowers, Inc	#052417-DMM
Falcon Repair Maintenance Equipment, LLC	#052417-FRM
FINN Corporation	#052417-FNN
PB Loader Corporation	#052417-PBL
R.L. Parsons and Sons Equipment Inc.	#052417-RLP
RhinoAG, Inc	#052417-RHA
RoadHog, Inc.	#052417-RDH
Tiger Corporation	#052417-TGR
Vogel Traffic Services, Inc DBA EZ-Liner Industries	#052417-EZL
VT LeeBoy Inc	#052417-VTL
Waterblasting, LLC	#052417-WTB
Weiler, Inc.	#052417-WLR

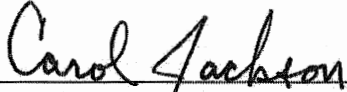
The preceding recommendations were approved on September 29, 2017.



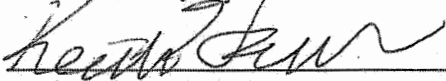
Chris Robinson, JD, NJPA Procurement Manager



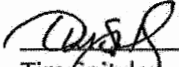
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