



## COMMENT AND REVIEW

to the  
REQUEST FOR PROPOSAL (RFP) #122017  
Entitled

### **SEWER VACUUM, HYDRO-EXCAVATION, AND STREET SWEEPER EQUIPMENT, WITH RELATED ACCESSORIES AND SUPPLIES**

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on November 17, 2017, in Utah's *The Salt Lake Tribune* on November 16, 2017, in *USA Today* on November 16, 2017, and on the NJPA website [www.njpacoop.org](http://www.njpacoop.org), Onvia website [www.onvia.com](http://www.onvia.com), PublicPurchase.com, Merx, Biddingo, AAMDC, 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 #122017 SEWER VACUUM, HYDRO-EXCAVATION, AND STREET SWEEPER EQUIPMENT, WITH RELATED ACCESSORIES AND SUPPLIES. Details of this RFP are available beginning November 16, 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 December 20, 2017 at 4:30 p.m. Central Time at the above address and opened December 21, 2017 at 8:30 a.m. Central Time.*

RFPs were requested by and distributed to:

|                              |                                          |
|------------------------------|------------------------------------------|
| Amaco Construction Equipment | ITpipes, LLC                             |
| Amthor International         | J. Hvidtved Larsen                       |
| Aries Industries, Inc.       | John Bean Jetters / Durand-Wayland, Inc. |
| ASCO Equipment Co.           | Johnston North America                   |
| Atlantic Machinery, Inc.     | LMT Inc.                                 |
| Bonnell Industries Inc.      | MidCo Material Handling                  |
| Construction Industry Center | Midwest Underground                      |
| Cubex LTD                    | NiteHawk Sweepers                        |
| CUES                         | Pearpoint                                |
| Curbtender Sweepers, LLC     | Prime Vendor Inc.                        |
| Deltek                       | Quality Truck Care Center                |
| Diehl's Truck World          | R.N.O.W., Inc.                           |
| DJC Project Center           | RapidView, LLC                           |

|                               |                                    |
|-------------------------------|------------------------------------|
| Durham Power Sweeping         | Ring-O-Matic                       |
| Elliott Equipment Company     | Rival Hydrovac                     |
| Envirosight                   | Sewer Equipment Company of America |
| Exprolink Inc.                | Shamrock Pipe Tools, LLC           |
| Federal Signal Corporation    | Stetco Products                    |
| FL Research Inc.              | Stewart-Amos Sweeping Company      |
| GapVax, Inc.                  | Subsite, LLC                       |
| Global Environmental Products | Suffolk County Brake Service Inc.  |
| GPM Pump and Truck            | Super Products LLC                 |
| Gradall Industries            | Super Save Group                   |
| Harben Inc.                   | Transource Truck & Equipment       |
| Hardline Equipment            | TYMCO, Inc.                        |
| Hi-Vac Corporation            | United Rotary Brush Corporation    |
| Hol-Mac Corporation           | Vac-Tron Equipment                 |
| Hurco Technologies, Inc.      | Valor Holdings                     |
| Industrial Machine Inc.       | Vermeer Corporation                |

Proposals were opened on December 21, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Aries Industries, Inc.  
 Atlantic Machinery, Inc  
 CUES, Inc.  
 Curbtender Sweepers, LLC  
 Durand-Wayland, Inc.  
 Envirosight  
 Exprolink Inc.  
 Federal Signal Corp.  
 GapVax Inc  
 Global Environmental Products, Inc  
 GPM Pump and Truck  
 Gradall Industries, Inc.  
 Hardline Equipment  
 Hi-Vac Corporation  
 Hol-Mac Corporation  
 Hurco Technologies, Inc.  
 J. Hvidtved Larsen US, Inc.  
 Johnston North America  
 NiteHawk Sweepers, LLC (Black Binder)  
 NiteHawk Sweepers, LLC (White Binder – Duplicate)  
 RapidView, LLC  
 Schwarze Industries, Inc.  
 Sewer Equipment Company of America  
 Shamrock Pipe Tools, LLC  
 Stewart-Amos Equipment Co.  
 Stewart-Amos Equipment Co. (Duplicate)

Super Products LLC (Black Binder)  
Super Products LLC (Gray Binder)  
TYMCO, Inc.  
United Rotary Brush Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, NJPA Procurement Manager  
James Voelker, 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:**

Proposals were received in a sealed package from Harben, Inc. and RS Technical Services after the deadline for receipt of proposals. These responses were determined to be Level-One Non-Responsive and were returned, unopened, to Harben, Inc. and RS Technical Services in accordance with the RFP terms.

The Proposal Evaluation Committee used the established NJPA RFP evaluation criteria and determined that all other proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Atlantic Machinery, Inc. is a distributor for Vac-Con, Vector and Ravo, which represent a wide selection of truck and trailer mounted sewer cleaners, vacuum loaders, catch basin cleaners, hydro-excavation units, compact street sweepers and more. Atlantic Machinery with their partners will serve Members through the manufacturers' dealer networks across the US and Canada. Atlantic Machinery is certified as a small business enterprise with the State of Maryland and offers Members significant discounts on the brands represented.

Exprolink Inc. is the manufacturer of the Madvac line of street sweepers. Exprolink offers Tier-4 engines on all Madvac vehicles and can also provide fully electric powered options. Exprolink's expanding dealer network currently covers 44 states in the US and 10 Canadian provinces. Their pricing proposal includes a considerable discount from list price and additional discounts on purchases of 5 or more units.

Federal Signal Corporation represents Elgin Street Sweeper and Vactor Manufacturing. This partnership provides Members a broad offering of mechanical, pure vacuum and regenerative air street sweepers, trailer mounted jetting units, chassis mounted combination sewer cleaning trucks and a range of hydro-excavation products. Federal Signal and their manufacturing partners will serve Members across the US and Canada through 50 dealer locations. They offer competitive discounts from list prices.

GapVax Inc. manufactures truck mounted combination vacuum and sewer flushing machines, hydro-excavators and high-pressure water jets. GapVax's Recycle JetVac offers a sedimentation system for on board water recycling without the use of mechanical filter screens or disposable filter cartridges. GapVax will serve Members in the US and Canada through their dealer network and corporate sales team. GapVax's pricing proposal provides solid discounts from list prices.

Global Environmental Products, Inc. produces mechanical, regenerative air and vacuum sweepers. Global offers Members additional green sweeper options with diesel electric hybrid and zero emission fuel cell models. Global

Environmental Products plans to serve Members across the US and Canada through their 76 dealer locations. Global proposes a strong pricing discount on their products.

Gradall Industries, Inc. brings the Vacall line of heavy duty sewer vacuum, hydro-excavator and street sweeper trucks. They have a water recycler option available for a sewer vacuum truck as a solution to help Members with conservation efforts. Gradall's independent dealer network with 81 locations and over 500 employees are willing to serve Members in the US and Canada. Gradall offers Members a solid discount from normal list prices.

Hi-Vac Corporation is the manufacturer of sewer cleaning, hydro-excavation, combination jet/vac, hydro-jetters, truck and trailer jets, combination trucks and trailers and catch basin equipment. Hi-Vac offers the Aquatech, UltraVac, X-Vac and Hi-Vac lines of equipment to Members. Hi-Vac will sell to and serve Members in the US and Canada through a network of over 60 dealers worldwide. Hi-Vac offers Members a significant discount from list prices.

Johnston North America produces truck mounted vacuum, mechanical, regenerative street sweepers. They also offer a compact vacuum street sweeper. Johnston North America has attained ISO 14001 certification for their Environmental Management System. Johnston's network of 42 dealers will serve Members across the US and Canada. Johnston provides Members a competitive discount from typical list prices.

NiteHawk Sweepers, LLC manufactures lines of hydraulic powered parking lot and street sweeper units. In addition to traditional engine offerings; NiteHawk offers a sweeper model powered by compressed natural gas (CNG). NiteHawk reports its hydraulic power system reduces operational noise to less than 70 decibels. NiteHawk offers Members considerable discounts from MSRP pricing.

RapidView, LLC provides pipeline inspection and rehabilitation equipment to include inspection cameras, sewer inspection software and sewer pipe rehabilitation robotics. RapidView offers Members complementary ground shipping on orders and multiple equipment training opportunities. Their dealer network covers all of the US and Canada. RapidView offers Members competitive discounts from list prices.

Schwarze Industries, Inc. manufactures parking lot, regenerative air, vacuum, mechanical and runway sweepers. They have also achieved certification of numerous models of their sweepers in accordance with California South Coast Air Quality Management District Rule 1186. Schwarze's dealer network is ready to serve Members across the US and Canada. Schwarze provides Members a strong discount from MSRP pricing.

Sewer Equipment Company of America offers a broad range of combination sewer cleaners, truck and trailer jets, sewer vacuum trailers, hydro-excavation trucks and trailers, easement machines, rodders and bucket machines, sewer cleaning nozzles along with parts and accessories. Their products are designed for efficient operation and maintenance. Sewer Equipment Company of America's dealer network covers each US state and all of Canada. They are offering Members significant discounts from list prices.

TYMCO, Inc brings their full line of diesel and compressed natural gas (CNG) regenerative air sweeper solutions to Members. They offer a maintenance service school at their headquarters in Waco, TX with no fee training to Members. TYMCO's dealer network is able to cover Members throughout the US and Canada. TYMCO provides Members a solid discount from published prices.

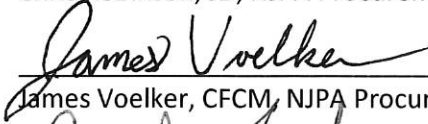
For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #122017 to:

|                                     |             |
|-------------------------------------|-------------|
| Atlantic Machinery, Inc.            | #122017-AMI |
| Exprolink Inc.                      | #122017-EXP |
| Federal Signal Corporation          | #122017-FSC |
| GapVax Inc.                         | #122017-GPV |
| Global Environmental Products, Inc. | #122017-GEP |
| Gradall Industries, Inc.            | #122017-GRD |
| Hi-Vac Corporation                  | #122017-HVC |
| Johnston North America              | #122017-JTN |
| NiteHawk Sweepers, LLC              | #122017-NHK |
| RapidView, LLC                      | #122017-RVL |
| Schwarze Industries, Inc.           | #122017-SWZ |
| Sewer Equipment Company of America  | #122017-SCA |
| TYMCO, Inc                          | #122017-TYM |

The preceding recommendations were approved on February 19, 2018:



Chris Robinson, JD, NJPA Procurement Manager



James Voelker, CFCM, NJPA Procurement Lead Analyst



Carol Jackson, NJPA Procurement Analyst III



Brandon Town, NJPA Procurement Analyst II



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