

Contract Award
RFP 032515 #

FORM D

Formal Offering of Proposal
(To be completed Only by Proposer)



HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES
In compliance with the Request for Proposal (RFP) for HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby propose, fully commit and agree to furnish the defined equipment/products and related services in full compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they accept the full responsibility as the sole source of responsibility of the proposed response herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this proposal is the sole responsibility of the Proposer.

Company Name: John Deere Construction Retail Sales Date: March 18, 2015

Company Address: 1515 Fifth Avenue

City: Moline State: IL Zip: 61265

Contact Person: Mark R. Deakyne Title: Contract Manager

Authorized Signature (ink only): *Mark R. Deakyne*

Mark R. Deakyne
(Name printed or typed)



Contract Acceptance and Award

(To be completed only by NJPA)

**NJPA 032515 HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES,
ATTACHMENTS, AND SUPPLIES**

John Deere Construction Retail Sales
Proposer's full legal name

Your proposal is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined product/equipment and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, your Response, and any exceptions accepted or rejected by NJPA on Form C.

The effective start date of the Contract will be May 19th, 20 15 and continue for four years from the board award date. This contract has the consideration of a fifth year renewal option at the discretion of NJPA.

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature

NJPA Executive Director

Dr. Chad Coarette

(Name printed or typed)

Awarded this 19th day of May, 20 15 NJPA Contract Number 032515-JDC

NJPA Authorized signature:

Scott Verner
NJPA Board Member

Scott Verner

(Name printed or typed)

Executed this 19th day of May, 20 15 NJPA Contract Number 032515-JDC

Proposer hereby accepts contract award including all accepted exceptions and NJPA clarifications identified on FORM C.

Vendor Name John Deere Construction Retail Sales a division of John Deere Shared Services, Inc.

Vendor Authorized signature:

Mark R. Deakyne

Mark R. Deakyne

(Name printed or typed)

Title: Contract Manager

Executed this Twenty-First day of May, 20 15 NJPA Contract Number 032515-JDC



COMMENT AND REVIEW

To the
REQUEST FOR PROPOSAL (RFP) #032515
Entitled

HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES

The following advertisement was placed in the Minneapolis, MN *Star Tribune* on January 23, 2015 and January 30, 2015, in Oregon's *Daily Journal of Commerce* on January 23, 2015, in South Carolina's *The State* on January 23, 2015, in Utah's *The Salt Lake Tribune* on January 23, 2015, in *USA Today* on January 23, 2015, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website 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 # 032515 HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES. Details of this RFP are available beginning JANUARY 23, 2015. Details may be obtained by letter of request to Jonathan Yahn, 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 MARCH 25, 2015 at 4:30 p.m. Central Time at the above address and opened MARCH 26, 2015 at 8:00 a.m. Central Time.

RFPs were requested from and distributed to:

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|---|--------------------------------------|
| State of Massachusetts | Alamo Group (TX), Inc. |
| Bandit Industries, Inc. | CNH Industrial America, LLC |
| Caterpillar, Inc. | Clark Equipment |
| Diamond Mowers, Inc. | John Deere Construction Retail Sales |
| Grove US LLC dba Manitowoc | United Rentals, Inc. |
| Wirtgen America, Inc. | Alma Tractor |
| American Landscape Services, LLC | ASCO Equipment Co. |
| Mining Rock Excavation & Construction dba Atlas Copco | |
| Avant Tecno USA, Inc. | |
| Badger Equipment Company | Bergkamp, Inc. |
| Bid Ocean, Inc. | Birch Equipment |
| Blue Ridge Tractor | BlueLine Rental |
| BOMAG Americas, Inc. | Bonnell Industries, Inc. |
| Buck & Knobby Equipment, Co. | CASE Construction |
| CLM Equipment | Coast Crane Company |
| Cobalt Truck Equipment | Comairco Equipment |
| Construction Journal | Crosspoint Kinetics |

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|---|--|
| Crown Equipment | Dakota Trailer Manufacturing |
| DJC Project Center | Doosan |
| Eastern Farm Machinery, Ltd. | EKA |
| Gabrielli Truck Sales | Gaithersburg Equipment Company |
| Gem Attachments | General Engines Co., Inc. |
| Great West Equipment | H.A. DeHart & Son, Inc. |
| Heil Trailer International dba Kalyn Siebert | Hertz Equipment Rental Corp. |
| HilBilt Sales | Hyundai Construction Equipment of Americas |
| Inland Kenworth (US), Inc. | Innovative Federal Operations Group |
| IronMan Repairs | Jarraff Industries |
| JCB, Inc. | KCMA Corporation |
| Linder Industrial Machinery | Marathon Equipment, Inc. |
| Modern Machinery Co., Inc. | Montage Enterprises, Inc. |
| N C Machinery/Tractor & Equipment | Napa Valley Mining Company, LLC |
| NiteHawk Sweepers | NU-LIFE Environmental, Inc. |
| Pacific-Tek | PAPE |
| Perron Contracting | Petram Enterprises, Inc. dba CEC |
| Powerscreen of Washington | RDK Municipal Truck Center, Inc. |
| Road Machinery & Supplies, Co. | Roadtec, Inc. |
| Shaw Bros. Limited | Solar Technology, Inc. |
| Sonsray Machinery | Spector Manufacturing, Inc. |
| Steve Reddington | Sun Earth America |
| Sunbelt Rentals | Team Eagle, Inc. |
| The Blue Book Building & Construction Network | Time Manufacturing Company |
| Titan Machinery | Tyler Rental |
| Volvo Construction Equipment North America, LLC | |
| Wacker Neuson Corporation | Woods Equipment Company |

Proposals were opened on March 26, 2015 at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479. Proposals were received from the following:

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| Bergkamp, Inc. |
| BOMAG Americas, Inc. |
| Caterpillar, Inc. |
| CNH Industrial America, LLC |
| Grove U.S. LLC dba Manitowoc |
| John Deere Construction Retail Sales |
| Mining Rock Excavation & Construction LLC dba Atlas Copco |
| Volvo Construction Equipment North America, LLC |
| Wirtgen America, Inc. |

Proposals were reviewed by the Proposal Evaluation Committee:

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|---|
| Ginger Line, CPPB, NJPA Senior Contract Procurement Analyst |
| Gregg Meierhofer, CPPO, NJPA Senior Contract Products and Price Analyst |
| Tracy Plinske, NJPA Contract Procurement Analyst |
| Keith Hanson, CPA, NJPA Accounting Manager |
| Jonathan Yahn, JD, NJPA Contracts and Compliance 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.

BOMAG Americas, Inc. offers pavers, compactors, pavement milling machine as well as other offerings. BOMAG offered competitive pricing and a national sales and service force.

CNH Industrial America, LLC has extensive experience within the industry and a large sales and service force. They offer excavators, wheel loaders, motor graders and forklifts as well as many other products.

John Deere Construction Retail Sales offers dump trucks, excavators, backhoes, loaders, brooms, dozers, motor graders and many other products. They have a large sales and service force and experience within the industry.

Volvo Construction Equipment North America, LLC offers wheel loaders, crawler and wheeled excavators, hauler trucks, asphalt compaction, and rollers. They offered a good marketing plan for this contract and a training program for the member/buyer.

Mining Rock Excavation and Construction, LLC dba AtlasCopco offers road maintenance, asphalt, snow and ice equipment. They have a large national sales and service force. They offered competitive pricing along with volume discounts.

Caterpillar, Inc. offers used equipment and equipment in the construction, paving and waste areas. They offered competitive pricing and a large sales and service force along with experience within the industry.

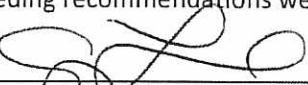
Grove U.S., LLC offers many different types of cranes such as crawler cranes, crane boom trucks, industrial cranes and mobile telescoping cranes along with parts and service. They have a large sales and service force and experience within the industry.

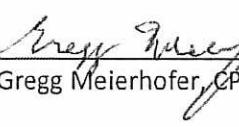
Wirtgen offers compactors, paving machines, screeds, payment milling machines, rollers and crushers and screens. They also have experience within the industry.

For these reasons the NJPA Proposal Review Committee recommends award of NJPA Contract #032515 to

| | |
|---|------------|
| BOMAG Americas, Inc. | 032515-BAI |
| CNH Industrial America, LLC | 032515-CNH |
| John Deere Construction Retail Sales | 032515-JDC |
| Volvo Construction Equipment North America, LLC | 032515-VCE |
| Mining Rock Excavation and Construction, LLC DBA AtlasCopco | 032515-ACC |
| Caterpillar, Inc. | 032515-CAT |
| Grove U.S. LLC | 032515-GUS |
| Wirtgen | 032515-WAI |

The preceding recommendations were approved at the May 19, 2015 Board meeting.


Ginger Line, CPPB, Senior Contract Procurement Analyst


Gregg Meierhofer, CPPO, Senior Contract Product & Price Analyst



John Deere

Construction Equipment; Full Size and Compact

#032515-JDC

Maturity Date: 05/19/2019

Product & Services



Contract Documents

Heavy Construction Equipment with Related Accessories, Attachments, and Supplies

Contract #032515-JDC

Effective 05/19/2015 - 05/19/2019

Contract Documentation

- Request for Proposal (RFP) (490.61 KB)
- Contract Forms (3.34 MB)
- Contract Acceptance & Award (595.09 KB)

Competitive Solicitation Documentation

- ❑ [Affidavit of Advertisement \(2.42 MB\)](#)
- ❑ [Proposal Opening Witness Page \(561.19 KB\)](#)
- ❑ [Proposal Evaluation \(434.4 KB\)](#)
- ❑ [Evaluation Committee Comment & Review \(1.09 MB\)](#)
- ❑ [Board Minutes \(98.97 KB\)](#)

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