



National Joint Powers Alliance

200 First Street NE • Staples MN, 56479

888-894-1930 • www.njpacoop.org

COMMENT AND REVIEW
To the
INVITATION FOR BID (IFB) #032108
Entitled

FLOOR COVERINGS AND FLOOR SURFACES WITH RELATED EQUIPMENT, ACCESSORIES, AND
SUPPLIES

The following advertisement was placed in the Star and Tribune on February 22, and 29, 2008 and on the NJPA website at www.njpacoop.org and on the noticetobidders.com website:

The National Joint Powers Alliance® (NJPA) issues this invitation for bid (IFB) to provide FLOOR COVERINGS AND FLOOR SURFACES WITH RELATED EQUIPMENT, ACCESSORIES, AND SUPPLIES to NJPA, and current and qualified NJPA government, education, and non-profit Members in all 50 states, with possible international distribution. Specifications and details of this IFB are available until March 14, 2008 and may be obtained by letter of request to Gregg Meierhofer, NJPA, 200 First Street Northeast, Staples, MN 56479, or e-mail at gregg.meierhofer@njpacoop.org or www.noticetobidders.org. Sealed Bids will be received until March 21, 2008 at 2:00 p.m. at the above address. NJPA reserves the right to reject any and all bids.

IFB's were distributed to the following:

Interface Americas Inc.
Milliken & Company
Mondo USA, Inc.
Shaw Industries, Inc.
Tandus US, Inc.

Bid responses were opened on March 21, 2008 at the offices of NJPA at 200 1st ST North East in Staples, MN 56479. Bid responses were received from the following:

Interface Americas, Inc.
Milliken & Company
Mondo USA, Inc.
Shaw Industries, Inc.
Tandus US, Inc.

Bids were reviewed by the Bid Review Committee consisting of:

Mike Hajek, Director of Business Development and Marketing, NJPA
Gregg Meierhofer, Coordinator of Bids and Contracts, NJPA
Katrina Brunette CPPB, Procurement and Contracting Manager, Oakland Schools of Waterford Michigan.



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The findings of the Bid Review Committee are summarized as follows:

The responses received were generally very strong and well put together. We were very pleased to read through the extensive "Green" qualifications of each and every one of these bidders and we found them all to offer quality products with industry standard or better warranties.

The Mondo USA, Inc. submission was unique in that the products and services bid were generally rubberized flooring products in contrast to the various carpeting products offered by the remaining bidders. Mondo's bid was very well thought out and presented and includes pricing for their products installed on location within the continental USA and makes provision for those products delivered and installed in Hawaii and Alaska. We are excited to have these quality products available to our Membership therefore we recommend award of the Mondo USA, Inc. submission for all indoor flooring (outdoor surfaces will not be awarded under this category).

The remaining responders, Tandus, Milliken, Interface, and Shaw provided bids for carpeting. These responses were again very strong responses with the exception of the following:

Pricing – Base pricing appears to be the lowest for the Interface America's response and is followed closely by Milliken in second. Tandus pricing was third lowest by a larger margin and Shaw pricing does not include delivery charges. In addition, like other bidders, Shaw quotes installation prices, however they specifically state that they include them only for budgetary purposes and does not make them "Bid" prices.

Identification of dealer network – The Shaw and Tandus responses refer to the existence of a national dealer network, and they are assumed from previous experience to exist, however they are not identified.

Past Performance Information- Shaw Industries, Inc. has been an awarded Vendor for NJPA for a number of years with limited sales volumes reported. Shaw Industries, Inc. has generally failed to fully embrace the contracts awarded to them to this point by failing either to sufficiently train their sales staff in the use of a competitive contract, or failing to provide a competitive contract for sales staff to use. Shaw has also failed to fully embrace the promotion of their NJPA contracts.

The Bid Evaluation Committee recommends, therefore, the award of contracts to Mondo USA for the reasons stated above, and Milliken & Company, Interface Americas Inc., and Tandus based on the total evaluation points awarded. The Tandus award is made based on their apparent market place successes, however it is identified their prices may be somewhat higher than the other approved Vendors. For this reason, the Bid Evaluation Committee recommends an additional level of diligence in considering annual renewals for this contract including, but not limited to, the level and degree in which Tandus embraces the contract and the perceived value of the contract by members as demonstrated by the annual sales volume.



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The Board of Directors of NJPA will meet to consider these recommendations, and take appropriate action, at their regular meeting on April 17, 2008.

Mike Hajek
Mike Hajek, Director of Busienss Development, NJPA

4-15-08
Dated

Gregg Meierhofer
Gregg Meierhofer, Coordinator of Bids and Contracts, NJPA

4-15-08
Dated

Katrina Brunette
Katrina Brunette, CPPB Oakland Schools

4/15/08
Dated