



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) #102908
Entitled

CLASSROOM AND EDUCATIONAL FURNITURE AND FURNISHINGS WITH RELATED ACCESSORIES

The following advertisement was placed in the Star and Tribune on September 29, 2008 and October 6, 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 CLASSROOM AND EDUCATIONAL FURNITURE AND FURNISHINGS WITH RELATED ACCESSORIES to NJPA, and current and qualified NJPA Members from government, education, and non-profit agencies in all 50 states, and with possible international distribution. Specifications and details of this IFB are available beginning September 29, 2008 and continuing until October 20, 2008. Specification 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. Sealed Bids will be received until October 29, 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:

Bretford
Fleetwood Group
Hertz Furniture
Krueger International, Inc.
Midwest Sales VS Furniture
Nova
Palmer Hamilton
School Specialty
Smith System MFG
Staples Business Advantage
Stelter Partners
Via Seating
VS America

Bid responses were opened on October 29, 2008 at the offices of NJPA at 200 1st ST North East in Staples, MN 56479. Bid responses were received from the following:

Bretford
Krueger International, Inc.
Staples Business Advantage



National Joint Powers Alliance

200 First Street NE • Staples MN, 56479

888-894-1930 • www.njpacoop.org

Palmer Hamilton

VIA

School Specialty

Bids were reviewed by the Bid Review Committee consisting of:

Gregg Meierhofer, Coordinator of Bids and Contracts, NJPA;
Ginger Line, Coordinator of Legal Contract Communications, NJPA; and
Katrina Brunette CPPB, Procurement and Contracting Manager, Oakland Schools of Waterford Michigan.

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

The bid responses were generally very strong. All of the Bidders demonstrated strengths in their respective market places and an attention to their "Green" programs and initiatives. The bid responses can be broken down into two groups 1) Multiple Line Distributors (Staples Business Advantage and School Specialty), and 2) Manufacturers (Bretford Manufacturing, Inc., Palmer Hamilton, Krueger International, and Via, Inc.)

The multiple line distributor bids bring diversity and depth of product line to our contract because they represent multiple manufacturers and also bring the marketing strength of large in-house sales forces. The manufacturer responses bring the commitment of that manufacturer in regards to price, delivery terms, and specialized products not generally available through a multiple line distributor.

Therefore, the Bid Review Committee recommends contract awards for full breadth of proposed product lines to multi-line distributors Staples Business Advantage and School Specialty, Inc. based on the strengths listed above and the past performance of Staples Business Advantage.

The Bid Review Committee also recommends contract awards for full breadth of proposed product lines to Palmer Hamilton and Krueger International, Inc. The Committee recommends Palmer Hamilton for award based on the unique style, customization and quality of their cafeteria & food court furniture. Krueger International, Inc. is recommended for award based on its strong market leadership in the K-12 and Higher Education marketplaces as well as for its high quality, diverse and technologically innovative product lines. The Committee also felt Krueger International's unique architectural product lines including fixed auditorium seating and industry-leading warranties would greatly benefit NJPA membership.

Not awarded are the Via, Inc. and Bretford Manufacturing, Inc. bids. Via's product line appears to consist mainly of seating for non-classroom applications. The Bretford product line appears to be very well represented in both the Staples Business Advantage and the School Specialty bids at discounts at or above the discounts offered by Bretford.



National Joint Powers Alliance

200 First Street NE • Staples MN, 56479

888-894-1930 • www.njpacoop.org

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

Ginger Line
Ginger Line, Coordinator of Legal Contract Communications, NJPA 12/18/08 Dated

Katrina Brunette
Katrina Brunette, CPPB Oakland Schools 12/11/08 Dated