



National Joint Powers Alliance

200 First Street NE • Staples MN, 56479

888-894-1930 • [www.njpacoop.org](http://www.njpacoop.org)

REVIEW AND COMMENT  
To the  
INVITATION FOR BID (IFB) #020909  
Entitled

FACILITY WEATHERPROOFING AND ROOFING RELATED MATERIALS AND INSTALLATION

The following advertisement was posted as notification for this bid opportunity:

The National Joint Powers Alliance® (NJPA) issues this invitation for bid (IFB) to provide FACILITY WEATHERPROOFING AND ROOFING RELATED MATERIALS AND INSTALLATION, to NJPA, and current and qualified NJPA Members from government, education, and non-profit agencies in all 50 states, and with potential international distribution. Specifications and details of this IFB are available beginning January 12, 2009 and continuing until February 2, 2009. Specification may be obtained by letter of request to Gregg Meierhofer, NJPA, 200 First Street Northeast, Staples, MN 56479, or e-mail at [IFB@njpacoop.org](mailto:IFB@njpacoop.org). Sealed Bids will be received until February 9, 2009 at 2:00 p.m. at the above address. NJPA reserves the right to reject any and all bids.

This advertisement was placed in the following add mediums:

News Paper

- The Star-Tribune
- The Atlanta Journal and Constitution
- The Milwaukee Journal Sentinel
- The St. Petersburg Times

On-Line

- The website of the National Joint Powers Alliance®
- The website of [noticetobidders.com](http://noticetobidders.com)
- The website of [Bidsync](http://Bidsync)
- The website of [Onvia](http://Onvia)

IFB's were requested by, and distributed to the following:

- Berwald Roofing
- Cairns Corp
- Duro-Last Roofing
- Inspec
- National Roofing Partners
- Professional Service Industries
- Royal Roofing
- Tropex Construction
- Weather Proofing Technologies, Inc.
- AGC of Minnesota



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- ESA South
- Fix Painting
- JH Proofrock
- LK Communications
- Most Wanted Painters
- Restoration Services
- Roth Bros.
- Sdvosbgroup.net
- Simon Roofing
- Stuart Dyson
- Taylor Contracting

Bid responses were opened on February 9, 2009 at the offices of the National Joint Powers Alliance® 200 1<sup>st</sup> ST NE Staples, MN 56401. Bids were opened from the following Bidders:

- Roth Bros, Inc.
- Weatherproofing Technologies, Inc.

The bids received were reviewed for responsiveness as defined in the IFB and were both deemed to be responsive.

The Bid Evaluation Committee consisted of the following individuals:

- Gregg Meierhofer, Coordinator of Bids and Contracts, NPA
- Ginger Line, Coordinator of Legal Contract Communications, NJPA
- Mike Hajek, Director of Business Development, NJPA
- Diana Pihlaja, Manager of Financial Services, NJPA

The findings of the Bid Evaluation Committee are as follows:

The bid responses received demonstrated a good understanding of the bid process and intent, and were each strong submissions in their own ways. The Weatherproofing Technologies, Inc. submission was determined to be superior to that of the Roth Bros submission in an overall analysis. Some of the individual comparison points between these two bid submissions were as follows:

**Price-** In a comparison of directly comparable "Bid Amounts" from Form J of the Bidder's responses, WTI's "Bid Amounts" were an average of 41% below that of Roth Bros. Inc. Although those price factors were for roofs in excess of 20,000 square feet, the WTI multiplication factor for roofs under 10,000 was only 1.18 (18% higher than those bid for a 20,000squarefoot or larger roof. Both Bidders "State Multiplier" factors averaged more than 1.0. Although Weatherproofing Technologies Inc.'s average factor was 1.14 compared to Roth Bros, Inc. at 1.08, the differences do not overcome the FORM J analysis above.



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**Materials Only Bid-** The WTI submission offered a Materials Only option for NJPA or NJPA Members who desire that option while Roth Bros, Inc did not.

**Warranty-** Both Bidders offered industry standard warranties for their "Turn Key" roofs. In addition, WTI offered the multiple options for extended warranties.

**Asset Management Option-** While both WTI and Roth Bros, Inc. offered pricing for an "Asset Management" option, the Roth Bros, Inc. response failed to flesh out that option and adequately describe the benefits to be received from this option.

**Sales and Services Coverage:** The WTI submission detailed numbers of persons including their capacities, and backgrounds, the Roth Bros, Inc. submission merely claimed "National Coverage."

**"Green"**- The WTI submission contains some "Interesting" "Green" options while the Roth Bros, Inc. Submission offered little.

In conclusion, the Bid Evaluation Committee recommends award to the Weatherproofing Technologies, Inc. bid as an exclusive award in this product and service. The WTI bid demonstrated the capability to provide a tremendous array of both the current and future needs of NJPA and NJPA Members in roofing and weatherproofing. We are confident this contract will offer high quality "Solutions" ranging from "materials only" to an "asset management." We look forward to a positive and growing relationship with Weatherproofing Technologies, Inc., and to thank Roth Bros, Inc. for their bid submission to encourage them to consider bidding future invitations from NJPA.

Gregg Meierhofer Gregg Meierhofer Date 3-10-09

Ginger Line Ginger Line Date 3-18-09

Mike Hajek Mike Hajek Date 3-10-09

Diana Pihlaja Diana R. Pihlaja, CPA Date 3-11-09