

**FOR IMMEDIATE RELEASE**

NJPA Contract Award Announcement

202 12th Street NE  
P.O. Box 219  
Staples, MN 56479

**Vendor Awarded NJPA National Contract for Passenger Cars, Light Duty, Medium Duty, and Heavy Duty Trucks with Related Accessories**

*National contract #102811 was recently awarded by the NJPA Board of Directors under the category of "Passenger Cars, Light Duty, Medium Duty, and Heavy Duty Trucks with Related Accessories." NJPA contracts are nationally solicited, competitively bid and awarded on behalf of NJPA current and potential government and education Member agencies.*

**Staples, MN (February 15, 2012)** – In response to a national solicitation and resulting competitive bid and evaluation process, the National Joint Powers Alliance® (NJPA) has awarded:

<b>DriveCam, Inc.</b>	<b>102811-DCI</b>
<b>Secured Mobility, LLC dba Keyless Ride</b>	<b>102811-SML</b>
<b>CODA Automotive</b>	<b>102811-CDA</b>
<b>Mitsubishi Motors North America (MMNA)</b>	<b>102811-MMN</b>
<b>Smith Electric Vehicles US</b>	<b>102811-SEV</b>
<b>Empire Southwest, LLC dba Empire Truck and Trailer</b>	<b>102811-ESW</b>
<b>Gresham Ford</b>	<b>102811-GFT</b>
<b>Husky Trucks, LLC</b>	<b>1002811-HTL</b>
<b>National Auto Fleet Group</b>	<b>102811-NAF</b>
<b>Northside Ford Trucks</b>	<b>102811-NSF</b>
<b>Oshkosh</b>	<b>102811-OKC</b>

Within the 'Accessories' sub-section of this procurement, NJPA has awarded DriveCam, Inc., and Keyless Ride for their extensive line of vehicle accessory products and equipment.

For the 'Alt-Fuel' subsection of this procurement, NJPA has awarded Northside Ford/Gresham Ford, CODA, Smith Electric and Mitsubishi.

- Northside/Gresham's joint offering is limited to the Azure Dynamics Transit Connect Electric vehicles and the Roush CleanTech LP gas/CNG conversion packages.
- The CODA, Smith Electric and Mitsubishi offerings also consist of electric vehicles, however NJPA sees very limited overlap in these equipment offerings, therefore NJPA has elected to award these responses and make all of these vehicle options available to our Membership.

Oshkosh, on behalf of its featured Striker line of Aircraft Rescue Fire Fighting (ARFF) vehicles, is awarded a contract for their airport snow, fire, and emergency utility vehicles which will be a unique safety equipment asset for our airport Members and municipals that service airports.

Husky Trucks is awarded for their medium duty line of cargo step-vans, and their Isuzu line of cab-over trucks. Empire Southwest is awarded for their Mitsubishi cab and chassis truck, offering depth and breadth to NJPA's equipment offerings in this area of equipment.

National Auto Fleet Group (NAF) is awarded for their full line of Cars and Trucks. The NAF response demonstrated a very innovative web based ordering system featuring pricing and selection of vehicle options format which allows them to offer over 1200 models of cars and trucks, each with an extensive offering of factory and dealer applied options. National Auto Fleet Group, a subsidiary of a franchised new car dealer demonstrated the ability to sell and service Members in all 50 states for the manufacturers including but not limited to, Ford, Chevy, Nissan and Toyota. Large over the road truck line includes Mac and Volvo.

"It was exciting to see the vehicle industry support and respond to our national contract concept and national solicitation. The value and efficiencies to both our Members and our Vendors will prove and validate this new and innovative way to procure vehicles," said NJPA Director of Contracts & Marketing, Mike Hajek.

**About NJPA:**

The National Joint Powers Alliance® (NJPA) is a municipal contracting government agency that serves education and government agencies nationally through competitively bid and awarded contract purchasing solutions. Over 35,000 Member agencies enjoy the value and commitment of the world-class NJPA awarded Vendors. Go to [www.njpacoop.org](http://www.njpacoop.org) to join NJPA at no cost, obligation or liability. Learn more about the now over 135 contract solutions available to our Member Agencies.

**Contact:** Mike Hajek, Director of Contracts and Marketing | 218-894-5477 | [mike.hajek@njpacoop.org](mailto:mike.hajek@njpacoop.org)

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