



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #030117
Entitled
RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on January 13, 2017, in South Carolina's *The State* on January 12, 2017, in Utah's *The Salt Lake Tribune* on January 12, 2017, in *USA Today* on January 12, 2017, 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 #030117 RECREATION AND PLAYGROUND EQUIPMENT, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning January 12, 2017. 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 1, 2017 at 4:30 p.m. Central Time at the above address and opened March 2, 2017 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

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| ABC Recreation Ltd. | Minnesota Wisconsin Playground |
| Active Playground Equipment Inc. | Motorworks Clean Vehicles |
| All-American Arena Products | My Turn Playsystems |
| American Ramp Company | National Cooperative Leasing |
| Anchor Industries Inc. | National Playground |
| Athletica Sport Systems Inc. | New World Park Solutions Inc. |
| A-Turf, Inc. | No Fault Sport |
| BCI Burke Company | North West Rubber |
| BeachTech Beach Cleaners | Park N Play Design |
| Becker Arena Products | Parkitect |
| Bliss Products & Services | Playcraft Systems |
| Blue Imp | Playground Guardian |
| Champlin Tire Recycling, Inc. | Playgrounds-R-Us |
| CIMCO Refrigeration Inc. | PlayPower |
| Clearspan Fabric Structures International Inc. | Playtime |
| Commercial Recreation Specialists | Playtopia, Inc. |
| Construction Industry Center | Poligon by PorterCorp |
| Contractor Plan Center | Prime Vendor Inc. |

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| COSTARS Program | Public Restroom Company |
| Crouch Recreation | Rain Drop Products |
| CXT - LB Foster | RCP Shelters, Inc. |
| D&D Products, Inc. | Redding Construction |
| DAS-EGS Procurement Services | Restroom Facilities Ltd. |
| Designline Products Group | Resurfsice Corp. |
| Diversified Metal Fabricators | Rink Systems, Inc. |
| DuMor, Inc. | Rubberecycle, LLC |
| DuraPlay, Inc. | School Specialty |
| Dynamo Playgrounds | Shade 'N Net |
| Empex Water Toys US Office | Shade Systems, Inc. |
| Euclid Infotech | Sinclair Recreation |
| ExoFit Outdoor Fitness | SNA Sports Group |
| Fitness Mechanics Inc. | SofSurfaces, Inc. |
| FlexGround, LLC | Southern Bleacher Company |
| Foreverlawn GTA | Spartan Fitness |
| Fountain People | Splash Zone |
| Greenfields Outdoor Fitness | Spohn Ranch |
| Grounds for Play, Inc. | State of Massachusetts |
| Henderson Recreation Equipment Limited | State of New York |
| Icon Marine Services Ltd. | Superior Recreational Products |
| Icon Shelter Systems, Inc. | Surface America |
| Ivy Tech Community College - Lafayette | The Fibar Group |
| JJV Rubber Mulch LLC | TriActive America |
| Lakeshore Learning Materials | Vancouver Regional Construction Association |
| Landscape structures | Vortex |
| Leesburg Concrete | Wabash Valley Manufacturing |
| Legend Fitness | Waterplay Solutions Corporation |
| Leisure Craft, Inc. | Weedoo Greenboat Inc. |
| Lyra de Asis | Zamboni |
| Major Display, Inc. | Zeager Bros., Inc. |

Proposals were opened on March 2, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

All-American Arena Products
American Ramp Company
BCI Burke Company, LLC
Becker Arena Products, Inc.
Clearspan Fabric Structures International, Inc. (CSFSI)
CXT Inc
Designline Products Group
DuraPlay, Inc.
ExoFit Outdoor Fitness
FlexGround, LLC
Frank J. Zamboni & Co., Inc.
Greenfields Outdoor Fitness, Inc.

Landscape Structures Inc.
North West Rubber
Parkitect, LLC
Playcraft Systems
PlayPower, Inc.
Poligon by PorterCorp
Public Restroom Company
Rain Drop Products, LLC
RCP Shelters, Inc.
RubbeRecycle, LLC
School Specialty, Inc
Shade 'N' Net
Shade Systems, Inc.
Sof Surfaces, Inc.
Spohn Ranch, Inc.
Surface America
The Fibar Group, LLC
TriActive America
Vortex USA
Waterplay Solutions Corp.

Proposals were reviewed by the Proposal Evaluation Committee:

Ginger Line, CPPB, NJPA Senior Contract Procurement Analyst
Keith Hanson, CPA, NJPA Accounting Manager
Gregg Meierhofer, CPPO, NJPA Contract Procurement Analyst
Kim Austin, NJPA Contract Procurement Analyst
Chris Robinson, JD, NJPA Lead Analyst

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.

American Ramp Company offers turn-key solutions for sports park development, including skate and bike parks, pumptracks, bike trails, and bicycle playgrounds. Their products are available in a variety of materials, including concrete, steel, wood, composite and fiberglass. American Ramp Company proposes a significant discount off of factory-direct pricing and has a demonstrated ability to serve NJPA members across the US and Canada.

Becker Arena Products, Inc., is the provider of a comprehensive selection of ice arena products as a manufacturer and/or distributor. The products are offered in a variety of grades to fit Members' needs and budget requirements. Becker Arena Products' pricing model provides significant discounts from list price and is in an easy to use format.

Clearspan Fabric Structures International, Inc., provides rigid frame, membrane covered, structures that are available in a wide variety of widths and lengths and several foundation options. They have the ability to install and service their fabric structures in all US States and Territories, as well as Canada. Clearspan offers its structures, engineering services and installation services at a substantial discount from MSRP, reflecting a strong value to NJPA Members.

CXT, Inc., manufactures, ships and installs a broad line of concrete structures for restroom, shower, concession and utility purposes in the US and Canada. They offer a variety of sizes and designs, with options to customize the structure to meet Members' needs. CXT's pricing model includes a substantial discount from Standard Commercial Price and offers a pricing worksheet that is easy to use and brings clarity to the ordering process.

Frank J. Zamboni & Co., Inc., supplies industry leading ice resurfacing and ice edging equipment, and related accessories. Their network of dealers and distributors serves all of North America. The Zamboni pricing model offers a discount off of list price and is within the competitive range.

Landscape Structures, Inc., offers a broad range of equipment options and complementary product lines, including standard and custom playground equipment, shade, surfacing, outdoor sports and fitness equipment, site amenities, skateparks, and aquatic play solutions. They also offer turnkey services for design and site consultation, installation, and construction services. Landscape Structures has a solid sales and service network in the US and Canada and offers significant discounts off list price for its products, with additional volume discounts available.

North West Rubber provides rubber playground tile and recreation-related flooring in a variety of fall height certifications, colors, and styles. The products are backed by a solid warranty and are offered at a substantial discount off MSRP pricing. North West Rubber is represented by forty-five dealers in the US and nineteen dealers in Canada to serve Members' needs across North America.

PlayPower, Inc. is the manufacturer of a comprehensive line of playground equipment, park and site amenities, fabric shade structures, outdoor fitness equipment, surfacing, docks, and lift systems for a variety of watercraft. The products and services are offered through a network of over 700 sales representatives, distributors and dealers to serve Members throughout the US and Canada. PlayPower's pricing is clear, easy to use and offers significant discounts from list price.

Poligon by PorterCorp offers a turn-key solution for the design, engineering, and manufacturing of open air structures, including steel, wood and fabric structures. The options for standard, modified and custom products allow Members to satisfy site-specific requirements and shelter needs. Poligon provides pricing discounts on products and installation within the competitive range, with additional volume discounts available.

Rain Drop Products, LLC, offers an impressive, turnkey solution for the design and installation of equipment to meet Members' aquatic play and decorative fountain needs. Service contract options include annual start up and shut down ("winterization") service and preventative maintenance service packages. Rain Drop's pricing proposal is complete, easy to use, and offers substantial discounts from MSRP on all products and services.

RubbeRecycle, LLC, is the manufacturer of rubber surfacing products including rubber mulch, tiles, poured-in-place and mats. They have a nationwide network of dealers and offer solutions for playground, aquatic and sports flooring applications. RubbeRecycle's pricing model is based on a discount from MSRP and falls within the competitive range.

Sof Surfaces, Inc., offers interlocking rubber tile playground surfacing and complementary products that carry an impressive limited lifetime warranty. The products come in a variety of thicknesses, several standard colors, and are also available in premium custom colors. Sof Surfaces proposal includes a turnkey installation service that is available across the US and Canada. Their pricing is clear and easy to use with a significant discount from MSRP.

Spohn Ranch, Inc., provides a comprehensive selection of skate and action park equipment, skateparks, and on-site skatepark construction, including design and build services. They offer pre-cast concrete skateparks, poured-in-place concrete skateparks, hybrid and modular skatepark equipment, along with installation, maintenance, and management

services. The Spohn Ranch pricing proposal includes a substantial discount off MSRP and reflects a strong value for Members.


For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #030117 to:

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| American Ramp Company | 030117-ARC |
| Becker Arena Products, Inc. | 030117-BAP |
| Clearspan Fabric Structures International, Inc. (CSFSI) | 030117-CSS |
| CXT Inc | 030117-CXT |
| Frank J. Zamboni & Co., Inc. | 030117-FZC |
| Landscape Structures Inc. | 030117-LSI |
| North West Rubber | 030117-NWR |
| PlayPower, Inc. | 030117-LTS |
| Poligon by PorterCorp | 030117-PPC |
| Rain Drop Products, LLC | 030117-RDP |
| RubbeRecycle, LLC | 030117-RBR |
| Sof Surfaces, Inc. | 030117-SFS |
| Spohn Ranch, Inc. | 030117-SRI |

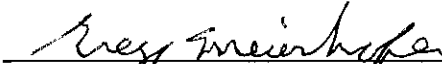
The preceding recommendations were approved on April 14, 2017.




Ginger Line, CPPB, Senior Contract Procurement Analyst




Keith Hanson, CPA, Accounting Manager



Gregg Meierhofer CPPO, Contract Procurement Analyst



Kim Austin, Contract Procurement Analyst



Chris Robinson, JD, Lead Analyst