



PROPOSER QUESTIONNAIRE- General Business Information
(Products, Pricing, Sector Specific, Services, Terms and Warranty are addressed on Form P)

Proposer Name: _____ Questionnaire completed by: _____

Please identify the person NJPA should correspond with from now through the Award process:

Name: _____ E-Mail address: _____

Please answer the questions below using the Microsoft Word® version of this document. This allows NJPA evaluators to cut and paste your answers into a separate worksheet. Place your answer directly below each question. NJPA prefers a brief but thorough response to each question. Please do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; mark “NA” if the question does not apply to you (preferably with an explanation). Please create a response that is easy to read and understand. For example, you may consider using a different font and color to distinguish your answer from the questions.

Company Information & Financial Strength

- 1) Provide the full legal name, mailing and email addresses, tax identification number, and telephone number for your business.
- 2) Provide a brief history of your company, including your company’s core values, business philosophy, and longevity in the PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES industry.
- 3) Provide a detailed description of the products and services that you are offering in your proposal.
- 4) What are your company’s expectations in the event of an award?
- 5) Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters.
- 6) What is your US market share for the solutions that you are proposing? What is your Canadian market share, if any?
- 7) Has your business ever petitioned for bankruptcy protection? Please explain in detail.
- 8) How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.
 - a) If your company is best described as a distributor/dealer/reseller (or similar entity), please provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?
 - b) If your company is best described as a manufacturer or service provider, please describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?
- 9) If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.
- 10) Provide all “Suspension or Disbarment” information that has applied to your organization during the past ten years.
- 11) Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.

Industry Recognition & Marketplace Success

- 12) Describe any relevant industry awards or recognition that your company has received in the past five years.
- 13) Supply three references/testimonials from your customers who are eligible for NJPA membership. At a minimum, please include the entity's name, contact person, and phone number.
- 14) Provide a list of your top five governmental or educational customers (entity name is optional), including entity type, the state the entity is located in, scope of the projects, size of transactions, and dollar volumes from the past three years.
- 15) Indicate separately what percentages of your sales are to the government and education sectors in the past three years?
- 16) List any state or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?
- 17) List any GSA contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?

Proposer's Ability to Sell and Deliver Service Nationwide

- 18) Describe your company's capability to meet NJPA Member's needs across the country. Your response should address at least the following areas.
 - a) Sales force.
 - b) Dealer network or other distribution methods.
 - c) Service force.Please include details, such as the locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employers (or employees of a third party), and any overlap between the sales and service functions.
- 19) Describe in detail the process and procedure of your customer service program, if applicable. Please include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.
- 20) a) Identify any geographic areas of the United States that you will NOT be fully serving through the proposed contract.
b) Identify any NJPA Member sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Please explain your answer. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?
- 21) Define any specific contract requirements or restrictions that would apply to our Members in Hawaii and Alaska and in US Territories.

Marketing Plan

- 22) If you are awarded a contract, how will you train your sales management, dealer network, and direct sales teams (whichever apply) to ensure maximum impact? Please include how you will communicate your NJPA pricing and other contract detail to your sales force nationally.
- 23) Describe your marketing strategy for promoting this contract opportunity. Please include representative samples of your marketing materials in electronic format.
- 24) Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.

- 25) In your view, what is NJPA's role in promoting contracts arising out of this RFP? How will you integrate an NJPA-awarded contract into your sales process?
- 26) Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.

Value-Added Attributes

- 27) Describe any product, equipment, maintenance, or operator training programs that you offer to NJPA Members. Please include details, such as whether training is standard or optional, who provides training, and any costs that apply.
- 28) Describe any technological advances that your proposed products or services offer.
- 29) Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.
- 30) Describe any Women or Minority Business Entity (WMBE) or Small Business Entity (SBE) accreditations that your company or hub partners have obtained.
- 31) What unique attributes does your company, your products, or your services offer to NJPA Members? What makes your proposed solutions unique in your industry as it applies to NJPA members?
- 32) Identify your ability and willingness to provide your products and services to NJPA member agencies in Canada.

NOTE: Questions regarding Payment Terms, Warranty, Products/Equipment/Services, Pricing and Delivery, and Industry Specific Items are addressed on Form P.

Signature: _____ Date: _____

Form B



PROPOSER INFORMATION

Company Name: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

Toll-Free Number: _____ E-mail: _____

Website Address: _____

COMPANY PERSONNEL CONTACTS

Authorized signer for your organization

Name: _____

Email: _____ Phone: _____

The person identified here must have proper signing authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer.

Who prepared your RFP response?

Name: _____ Title: _____

Email: _____ Phone: _____

Who is your company's primary contact person for this proposal?

Name: _____ Title: _____

Email: _____ Phone: _____

Other important contact information

Name: _____ Title: _____

Email: _____ Phone: _____

Name: _____ Title: _____

Email: _____ Phone: _____

Form C

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**



Company Name: Thompson Pump and Manufacturing Company Inc.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS

Proposer's Signature: [Handwritten Signature] Date: 1-22-18

NJPA's clarification on exceptions listed above:

Review and Approved: [Handwritten Signature] 2/28/18
NJPA Legal Department

Contract Award
RFP #012418

FORM D



Formal Offering of Proposal
(To be completed only by the Proposer)

PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES

In compliance with the Request for Proposal (RFP) for PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Thompson Pump and Manufacturing Company Inc. Date: 1-22-18

Company Address: 4620 City Center Drive

City: Port Orange State: FL Zip: 32129

CAGE Code/Duns & Bradstreet Number: Cage Code: 9U118 D&B #: 05-339-6529 (4A2)

Contact Person: David Perry Title: Municipal Sales Manager

Authorized Signature:  David Perry
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

NJPA Contract #: 012418-TPM

Proposer's full legal name: Thompson Pump and Manufacturing Co., Inc.

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be March 14, 2018 and will expire on March 14, 2022 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:



NJPA DIRECTOR OF COOPERATIVE CONTRACTS
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)



NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on March 12, 2018

NJPA Contract # 012418-TPM

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Thompson Pump and Manufacturing Company Inc.

Authorized Signatory's Title Municipal Sales Manager



VENDOR AUTHORIZED SIGNATURE

David Perry

(NAME PRINTED OR TYPED)

Executed on 3-13, 2018

NJPA Contract # 012418-TPM

PROPOSER ASSURANCE OF COMPLIANCE



Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Thompson Pump and Manufacturing Company Inc.

Address: 4620 City Center Drive

City/State/Zip: Port Orange, FL 32129

Telephone Number: 386-767-7310

E-mail Address: dperry@thompsonpump.com

Authorized Signature: 

Authorized Name (printed): David Perry

Title: Municipal Sales Manager

Date: 1-22-18

Notarized

Subscribed and sworn to before me this 23 day of January, 20 18

Notary Public in and for the County of Volusia State of Florida

My commission expires: _____

Signature: 





OVERALL EVALUATION AND CRITERIA

For the Proposed Subject PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES

Conformance to RFP Terms and Conditions	50	
Financial Viability and Marketplace Success	75	
Ability to Sell and Deliver Service Nationwide	100	
Marketing Plan	50	
Value-Added Attributes	75	
Warranty	50	
Depth and Breadth of Offered Products and Related Services	200	
Pricing	400	
TOTAL POINTS	1000	

Reviewed by: _____ Its _____
 _____ Its _____



Form P

PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Thompson Pump and Manufacturing Company Inc.

Questionnaire completed by: David Perry

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)?

Net 30 Days

- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?.

Thompson Pump can offer a variety of lease or finance options, both in house and with several outside lease and finance partner companies. We also would like to help promote financing companies with current NJPA contracts.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

When a customer places an order with Thompson Pump & Manufacturing Co., Inc., the NJPA customer can call, or e-mail a Thompson Pump sales representative regarding any questions they may have about the product. The customer can forward the same sales representative a P.O. once the decision to purchase a specific product for the correct application has been made. After a P.O. is received, the Thompson Pump Inside Sales and Contract Review team will review the sales order for accuracy and compliance to the NJPA terms and conditions. The sales representative will report back to the customer to discuss the time frame and methods of delivery, approximate build date, and estimated shipping date. After it is shipped, it is invoiced, reported, archived, and tracked by our Corporate Controller. In addition, Thompson Pump utilizes an internal CRM platform that automatically generates sales reports in real time, and allows the sales team to double check any/all manual reporting processes.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Yes, Thompson Pump accepts P-card, Visa, MasterCard, Discover and American Express

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

Thompson Pump & Manufacturing Co., Inc. offers a one year warranty on all products and parts manufactured by our company. If there is a problem with any of our equipment, the customer can immediately contact our local service managers, local sales representative, local branch manager, or the corporate location in Port Orange, FL for a quick resolution. Once the claim is received, it will be directed to the correct department depending on what the issue is at hand. Within a reasonable time frame, it will be decided there if the claim is within a warranty period, if a service technician is needed, or if part replacement is necessary.

- Do your warranties cover all products, parts, and labor?
No, only the products and parts manufactured by Thompson Pump & Manufacturing Co., Inc.
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
No, they are one year limited warranty. The only usage limit restriction would come in to play is if the product was used incorrectly in a wrong application.
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?
No. Limited warranties only cover the workmanship of the manufactured product, and each claim will have a different distance and labor time associated with it.
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?
If a technician is not available in a geographic region to personally handle a warranty repair, then Thompson Pump & Manufacturing Co., Inc. will arrange shipment of warranted item to nearest geographical branch to address and identify problem there.
- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?
No, only the products and parts manufactured by Thompson Pump & Manufacturing Company Inc. The proposed warranties of other manufacturers are separated from the Thompson Pump products, and all terms and conditions of other manufacturers will govern each claim.
- What are your proposed exchange and return programs and policies?
After a customer signs a purchase order indicating the product/equipment they want, and then decide to return the item, will result in a standard 20% restocking fee. Exchanges will be proposed on a case by case basis, but since Thompson Pump & Manufacturing Co., Inc. builds their pumps to a specific customer's needs, exchanges may also result in an additional fee. Freight will be paid by the customer.

6) Describe any service contract options for the items included in your proposal.

Thompson Pump & Manufacturing Co., Inc. has a warranty on our pumps for one year. If any problems to arise at any time, we would be happy to assist our customers by answering any questions and finding a solution to the problem. We have a tremendous network of branches, dealers, and distributors throughout the country, and normally can have a technician available to resolve most mechanical problems. Within our large network of branch, dealer and distributor locations, our service technicians will provide service to any customer if there is a problem with our equipment. All non-warranty service requests will be addressed on a case-by-case basis, and if needed, additional charges may apply.

Pricing, Delivery, Audits, and Administrative Fee

7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Please see attached Spec sheets for a select narrative descriptions of the pumps listed in our NJPA pricing catalog. [Attachment](#)

8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider

as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

In Thompson Pump & Manufacturing Co., Inc. pricing catalog for NJPA, we will have the Size of the pump, Max Head, Max Capacity, Engine type. Additionally, the four various prices listed will depend on whether the customer would like the pump to be: a skid mount, site trailer, modular frame, and/or include a canopy. Please see attached catalog for NJPA members in Attachment. Individual line items will also be discounted 27.5% if sold individually. If individual line items are sold as a part of the equipment/product, then it will be overall discounted by 27.5%. Thompson Pump & Manufacturing Co., Inc. offers a diversified catalog of line items that can be sold individually, or on the equipment/product unique to each customer's request. All equipment can be specified to each NJPA member's needs and is not always listed in our catalog.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

The discount rate for NJPA members will be 27.5% from MSRP/published list.

- 10) The pricing offered in this proposal is

- _____ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- _____ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ___X___ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- _____ d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

An additional 2% when 10 or more units are purchased from a single customer, on the same purchase order, for units sized 12 inches or less.

- 12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

On a Thompson Pump & Manufacturing Co., Inc. there are various parts that can be considered "Open Market" or "Incidental items". There can be many incidental components which are a part of the overall product/equipment manufactured by Thompson Pump & Manufacturing Co., Inc., but are not always listed in a scheduled catalog. An example of these incidental items would be: hoses, battery chargers, block heaters, hose racks and spare parts kits.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

The pricing that we have provided does not include freight charges of our product. Due to the tremendous fluctuation in the market for fuel cost, freight will be discussed with customers on an individual basis, and be billed directly to the customer, or the customer will arrange freight directly with the transportation service.

- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

Depending on the location of the delivery, Thompson Pump & Manufacturing Co., Inc. usually arranges carrier freight for domestic customers. We normally get quotes from multiple freight carriers, and provide the lowest estimate to our customer. On purchases of over 25 units, Thompson Pump & Manufacturing Co., Inc. will waive freight charges for NJPA members. Additionally, for purchase orders over \$250,000, Thompson Pump & Manufacturing Co., Inc. will discount NJPA member customers 15% on freight. Customers are also welcome to arrange their own freight if they have a contract or business that makes a freight carrier available to them.

- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

We do not have any specific requirements or restrictions as it applies to shipping to Hawaii, Alaska or US Islands. The most affordable freight option will be arranged with a customer at time of purchase that best fits their needs.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

We do not have any unique delivery methods; however, we encourage our customers to make bulk purchases (5 or more pumps at a time). This allows freight costs to be consolidated by shipping multiple pumps on a single truck, container, trailer, etc...For customers close to our manufacturing facility, we can waive delivery freight charges by having our outside sales representatives or field service technicians tow the pumps to the customer.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Each order that goes through Thompson Pump & Manufacturing Co., Inc. is reviewed by a Contract Review group prior to the building of the specific purchased pump. The NJPA contract purchases will be brought to these review meetings, so the specific product & shipping discounts, as well as any other specifications, will accurately acknowledged in each sales order. In addition, our ISO9001:2008 sales order procedures are aligned with the terms and conditions of the NJPA contract, so all orders have checks and balances.

- 18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

The proposed administrative fee payable to NJPA will be 2% of each NJPA sale.

Industry-Specific Questions

- 19) Describe how the equipment you propose in response to this RFP simplifies the operation for end-users.

Thompson Pump and NJPA makes the procurement process easier, and allows end-users to acquire high quality products and reliable service they can rely on at a discounted price. Each NJPA member is looking for a way to procure high-quality, emergency response equipment without the hassle of developing detailed technical specifications, advertising a

bid, and being forced to obtain a low quality product due to low price alone. The NJPA contract allows the end-users to budget ahead of time, get the exact products they want and need, and ultimately get the best overall value every time.

20) Provide examples from your product offering that are not available from most competitors in this industry.

- 1) JSV- Series Pumps offer a unique combination of the Thompson Pump OVT® Oil-less Vacuum Technology priming system, high efficiency rating for pump components up to 83%, and ISO9001:2008 certification as a quality standard.**
- 2) 12" Rotary Wellpoint Pumps with 400 CFM of air handling capability**
- 3) Enviroprime System® incorporates a gear or belt driven compressor with a unique air/water separation chamber which only allows air to travel past the venturi device and eliminates any excess water from discharging outside the pump.**
- 4) Lifetime Warranty on the Venturi device used in the Enviroprime System®**

21) Explain how your equipment in this category reduces down-time on the job site.

The Enviroprime System® prevents water, abrasives, and/or waste water debris from traveling through the venturi device. This eliminates potential erosion inside the venturi device and allows the pump to dry-prime and re-prime automatically without any maintenance required.

The OVT® priming system eliminates the need for oil lubrication which reduces maintenance time, and still delivers 97 CFM of air handling capabilities. This makes each pump with OVT® dual purpose, so it can be used for wellpoint dewatering and by-pass pumping.

High efficiency pump components reduce the horsepower required to reach higher flow rates and higher pressures. This reduced wear inside the pump, and reduces fuel consumption. This will equate to a tremendous cost savings to the customer, and reduce down time during re-fueling.

22) Explain how your company has integrated technology into your equipment to provide efficiencies and analytics to save time and costs on the job.

Thompson Pump has implanted the following accessories into our product line:

- 1) SCADA Interface for Stationary Thompson Pump applications. This allows the pump automatically and remotely communicate with the end-users utilizing the existing SCADA system currently on-site. These alarms use Modbus or Dry-Contact alarms.**
- 2) Recon 2000T control panel allows customers to control their Thompson Pump from their laptop, tablet, or smart phone. This built in telemetry system allows the customers to monitor RPM, fuel levels, pressure gauges, vacuum gauges, and remotely start and stop the pump. This feature will give all end-users the data they need to increase efficiency**
- 3) Self-Cleaning impellers to reduce down time due to heavy waste water debris clogging a by-pass pump. This impeller design has a cutting action that cuts debris, and is an option for most by-pass pumps in the product offering.**

23) How does your manufacturing process eliminate waste and non-value added options to keep price increases to a minimum?

Thompson Pump has implemented a company wide CRM platform that allows the sales force to communicate real time during each stage of the sale. With government entities, sales cycles are longer, so this allows for proper forecasting of materials with longer lead times. The CRM also creates a library of data that can be used by multiple departments to make good decisions and increase production efficiency. In addition, Thompson Pump has rigorous design review and contract review process that allows multiple departments with various skill sets to contribute to the process. This assures that the best ideas are implemented and the product consistently improves. Our goal is to increase production efficiency on a daily basis to minimize costs.

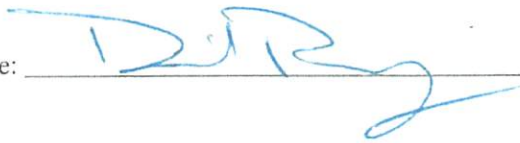
- 24) Explain how your distributors are set up to provide service and support for equipment in this industry.

Most dealers and distributors are already in the heavy construction equipment markets, so they are familiar with renting, selling, and most importantly maintaining diesel-driven Thompson Pumps. We normally seek out service oriented companies, that are aligned with Thompson Pump's core values. All distributors are encouraged to stock spare parts for every Thompson Pump they rent or sell, and they normally streamline the engine manufacturer with other equipment in their fleet. Either way, Thompson Pump has a large logistics warehouse of spare parts and accessories that can be shipped to any location in the US in just a few days.

- 25) Identify how your products, services and supplies address the scope of this RFP.

All products and services offered by Thompson Pump allow NJPA members to obtain portable and stationary pumping systems from a ISO9001:2008 certified manufacturing company that has specialized in pump manufacturing for over 48 years. At the discount structure applied, all NJPA members in the Public Utilities area of government will receive the best overall value for all Thompson Pump products and services offered.

Signature: _____



Date: 1-22-18



10 PRE-SUBMISSION CHECKLIST

Check when Completed	Contents of Your Bid Proposal	Hard Copy Required Signed and Dated	Electronic Copy Required - CD or Flash Drive
	Form A: Proposer Questionnaire with all questions answered completely	X - signature page only	X
	Form B: Proposer Information		X
	Form C: Exceptions to Proposal, Terms, Conditions, and Solutions Request	X	X
	Form D: Formal Offering of Proposal	X	X
	Form E. Contract Acceptance and Award		X
	Form F: Proposers Assurance of Compliance	X	X
	Form P: Proposer Questionnaire with all questions answered completely	X-signature page only	X
	Certificate of Insurance with \$1.5 million coverage	X	X
	Copy of all RFP Addendums issued by NJPA	X	X
	Pricing for all Products/Equipment/Services within the RFP being proposed		X
	Entire Proposal submittal including signed documents and forms.		X
	All forms in the Hard Copy Required Signed and Dated should be inserted in the front of the submitted response, unbound.		
	Package containing your proposal labeled and sealed with the following language: "Competitive Proposal Enclosed, Hold for Public Opening XX-XX-XXXX"		
	Response Package mailed and delivered prior to deadline to: NJPA, 202 12th St NE, Staples, MN 56479		

11 NJPA VENDOR PRICE AND PRODUCT CHANGE REQUEST FORM

Section 1. Instructions for Vendor

Requests for product or service changes, additions, or deletions will be considered at any time throughout the awarded contract term. All requests must be made in writing by completing sections 2, 3, and 4 of this NJPA Price and Product Change Request Form and signed by an authorized Vendor representative in section 5. All changes are subject to review by the NJPA Contracts & Compliance Manager and to approval by NJPA's Chief Procurement Officer. Submit request through email to your assigned NJPA Contract Administrator.

NJPA will determine whether the request is 1) within the scope of the original RFP, and 2) in the best interests of NJPA and NJPA Members. Approved Price and Product Change Request Forms will be signed and emailed to the Vendor contact.

The Vendor must complete this change request form and individually list or attach all items or services subject to change, must provide sufficiently detailed explanation and documentation for the change, and must include a complete restatement of pricing documentation in an appropriate format (preferably Microsoft® Excel®). The pricing document must identify all products and services being offered and must conform to the following NJPA product/price change naming convention: (Vendor Name) (NJPA Contract #) (effective pricing date); for example, "Acme Widget Company #012416-AWC eff. 01-01-2017."

NOTE: New pricing restatements must include all products and services offered regardless of whether their prices have changed and must include a new "effective date" on the pricing documents. This requirement reduces confusion by providing a single, current pricing sheet for each Vendor and creates a historical record of pricing.

ADDITIONS. New products and related services may be added to a contract if such additions are within the scope of the original RFP.

DELETIONS. New products and related services may be deleted from a contract if, for example, they are no longer available or have been modified to a point where they are outside the scope of the RFP.

PRICE CHANGES: Vendors may request price changes if they provide sufficient rationale for the change. For example, a Vendor that manufactures products that require substantial petroleum-related material might request a 3% price increase because of a 20% increase in petroleum costs.

Price decreases: NJPA expects Vendors to propose their very best prices and anticipates that price reductions might occur because of improved technologies or marketplace efficiencies.

Price increases: Acceptable price increases typically result from specific Vendor cost increases. The Vendor must include reasonable justification for the price increase and must not, for example, offer merely generalized statements about an increase in a cost-of-living index. Appropriate documentation should be attached to this form, including such items as letters from suppliers announcing price increases.

Refer to the RFP for complete "Pricing" details.

Section 2. Vendor Name and Type of Change Request

AWARDED VENDOR NAME:

NJPA CONTRACT NUMBER:

CHECK ALL CHANGES THAT APPLY:

- Adding Products/Services
- Deleting Products/Services
- Price Increase
- Price Decrease

Section 3. Detailed Explanation of Need for Changes

List the products and/or services that are changing or being added or deleted from the previous contract price list, along with the percentage change for each item or category. (Attach a separate, detailed document if changing more than 10 items.)

Provide a general statement and documentation explaining the reasons for these price and/or product changes.

EXAMPLES: 1) "All pricing for paper products and services are increased 5% because of increased raw material and transportation costs (see attached documentation of fuel and raw materials increase)." 2) "The 6400 series floor polisher is being added to the product list as a new model, replacing the 5400 series. The 6400 series 3% increase reflects technological changes that improve the polisher's efficiency and useful life. The 5400 series is now included in the "Hot List" at a 20% discount from the previous pricing until the remaining inventory is liquidated."

If adding products, state how these are within the scope of the original RFP.

If changing prices or adding products or services, state how the pricing is consistent with existing NJPA contract pricing.



Appendix A

NJPA 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 governmental, 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 your reference, the links below include some, but not all, of the entities included in this proposal.

http://www.usa.gov/Agencies/Local_Government/Cities.shtml

<http://nces.ed.gov/globallocator/>

<https://harvester.census.gov/imls/search/index.asp>

<http://nccsweb.urban.org/PubApps/search.php>

<http://www.usa.gov/Government/Tribal-Sites/index.shtml>

<http://www.usa.gov/Agencies/State-and-Territories.shtml>

<http://www.nreca.coop/about-electric-cooperatives/member-directory/>

[Oregon](#)

[Hawaii](#)

[Washington](#)

- Whitman County Fire District No. 1
- Whitman County Fire District No. 11
- Whitman County Fire District No. 14
- Whitman County Fire District No. 16
- Whitman County Fire District No. 17
- Whitman County Fire District No. 4
- Whitman County Fire District No. 5
- Whitman County Fire District No. 6
- Whitman County Fire District No. 8
- Whitman County Public Utility District No. 1
- Whitman County Water District No. 12
- Whitman County Water District No. 13
- Whitman County Water District No. 2
- Whitman County Water District No. 7
- Whitman County Water District No. 9
- Whitstone Reclamation District
- Whitman County Fire District No. 11
- Whitman County Fire Protection District No. 12
- Whitman County Fire Protection District No. 14
- Whitman County Fire Protection District No. 15
- Whitman County Public Hospital District No. 3
- Whitman County Rural Library District
- Whitworth Water District No. 2
- William Shore Memorial Pool District
- William Lake Sewer District No. 2
- Wishram Community Authority
- Woodcock Harbor Sewer District
- Woodville Water District
- Yalima County Fire District No. 1
- Yalima County Fire District No. 3
- Yalima County Fire District No. 4
- Yalima County Fire District No. 5
- Yalima County Fire District No. 6
- Yalima County Fire Protection District No. 12
- Yalima County Fire Protection District No. 14
- Yalima County Mosquito Control District
- Yalima Housing Authority
- Yalima Regional Center Authority
- Yalima and Central Library District
- Yalima-Tilton Highland District

State

- North Seattle Community College
- Seattle Colleges
- State of Washington
- Washington Department of Enterprise Services
- Washington State Department of Health
- Washington State Department of Social and Health Services
- Washington State Health Care Authority

Tribal

- Columbia River Inter-Tribal Fish Commission
- Confederated Tribes of the Gaither Reservation
- Confederated Tribes of the Colville Reservation
- Confederated Tribes of the Yaluma Nation
- Cowlitz Indian Tribe
- Hoh Indian Tribe
- Jamestown S'Klallam Tribe
- Kahawai Indian Tribe
- Klamath Indian Tribe
- Lummi Indian Nation
- Makah Tribe
- Muckleshoot Indian Tribe
- Naselle Indian Tribe
- Neah-Kahleetai Indian Tribe
- Northwest Indian Tribe
- Palix Indian Tribe
- Quinalt Indian Tribe
- Quinalt Indian Nation
- Sahalee Indian Nation
- Sauk-Squiatle Indian Tribe
- Skokholm Indian Tribe
- Squamish Indian Tribe
- Squamish Tribe
- Squamish Indian Tribe
- St'at'imc Indian Tribe
- Sittogamish Tribe of Indians
- Squamish Tribe
- Swinomish Indian Tribal Community
- Tulalip Tribes
- Upper Skagit Indian Tribe
- Yaluma Nation Land Enterprise

FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

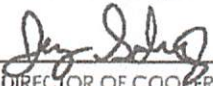
NJPA Contract #: 012418-TPM

Proposer's full legal name: Thompson Pump and Manufacturing Co., Inc.

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be March 14, 2018 and will expire on March 14, 2022 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:



NJPA DIRECTOR OF COOPERATIVE CONTRACTS
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)



NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on March 12, 2018

NJPA Contract # 012418-TPM

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Thompson Pump and Manufacturing Company Inc.

Authorized Signatory's Title Municipal Sales Manager



VENDOR AUTHORIZED SIGNATURE

David Perry

(NAME PRINTED OR TYPED)

Executed on 3-13, 2018

NJPA Contract # 012418-TPM



Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

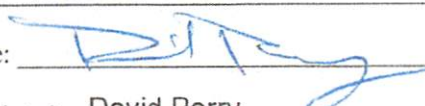
Company Name: Thompson Pump and Manufacturing Company Inc.

Address: 4620 City Center Drive

City/State/Zip: Port Orange, FL 32129

Telephone Number: 386-767-7310

E-mail Address: dperry@thompsonpump.com

Authorized Signature: 

Authorized Name (printed): David Perry

Title: Municipal Sales Manager


Date: 1-22-18

Notarized

Subscribed and sworn to before me this 23 day of January, 20 18

Notary Public in and for the County of Volusia State of Florida

My commission expires: _____

Signature: 



Form P



PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Thompson Pump and Manufacturing Company Inc.

Questionnaire completed by: David Perry

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)?
Net 30 Days
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

Thompson Pump can offer a variety of lease or finance options, both in house and with several outside lease and finance partner companies. We also would like to help promote financing companies with current NJPA contracts.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

When a customer places an order with Thompson Pump & Manufacturing Co., Inc., the NJPA customer can call, or e-mail a Thompson Pump sales representative regarding any questions they may have about the product. The customer can forward the same sales representative a P.O. once the decision to purchase a specific product for the correct application has been made. After a P.O. is received, the Thompson Pump Inside Sales and Contract Review team will review the sales order for accuracy and compliance to the NJPA terms and conditions. The sales representative will report back to the customer to discuss the time frame and methods of delivery, approximate build date, and estimated shipping date. After it is shipped, it is invoiced, reported, archived, and tracked by our Corporate Controller. In addition, Thompson Pump utilizes an internal CRM platform that automatically generates sales reports in real time, and allows the sales team to double check any/all manual reporting processes.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Yes, Thompson Pump accepts P-card, Visa, MasterCard, Discover and American Express

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

Thompson Pump & Manufacturing Co., Inc. offers a one year warranty on all products and parts manufactured by our company. If there is a problem with any of our equipment, the customer can immediately contact our local service managers, local sales representative, local branch manager, or the corporate location in Port Orange, FL for a quick resolution. Once the claim is received, it will be directed to the correct department depending on what the issue is at hand. Within a reasonable time frame, it will be decided there if the claim is within a warranty period, if a service technician is needed, or if part replacement is necessary.

- Do your warranties cover all products, parts, and labor?
No, only the products and parts manufactured by Thompson Pump & Manufacturing Co., Inc.
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
No, they are one year limited warranty. The only usage limit restriction would come in to play is if the product was used incorrectly in a wrong application.
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?
No. Limited warranties only cover the workmanship of the manufactured product, and each claim will have a different distance and labor time associated with it.
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?
If a technician is not available in a geographic region to personally handle a warranty repair, then Thompson Pump & Manufacturing Co., Inc. will arrange shipment of warranted item to nearest geographical branch to address and identify problem there.
- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?
No, only the products and parts manufactured by Thompson Pump & Manufacturing Company Inc. The proposed warranties of other manufacturers are separated from the Thompson Pump products, and all terms and conditions of other manufacturers will govern each claim.
- What are your proposed exchange and return programs and policies?
After a customer signs a purchase order indicating the product/equipment they want, and then decide to return the item, will result in a standard 20% restocking fee. Exchanges will be proposed on a case by case basis, but since Thompson Pump & Manufacturing Co., Inc. builds their pumps to a specific customer's needs, exchanges may also result in an additional fee. Freight will be paid by the customer.

6) Describe any service contract options for the items included in your proposal.

Thompson Pump & Manufacturing Co., Inc. has a warranty on our pumps for one year. If any problems to arise at any time, we would be happy to assist our customers by answering any questions and finding a solution to the problem. We have a tremendous network of branches, dealers, and distributors throughout the country, and normally can have a technician available to resolve most mechanical problems. Within our large network of branch, dealer and distributor locations, our service technicians will provide service to any customer if there is a problem with our equipment. All non-warranty service requests will be addressed on a case-by-case basis, and if needed, additional charges may apply.

Pricing, Delivery, Audits, and Administrative Fee

7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Please see attached Spec sheets for a select narrative descriptions of the pumps listed in our NJPA pricing catalog. Attachment

8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider

as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

In Thompson Pump & Manufacturing Co., Inc. pricing catalog for NJPA, we will have the Size of the pump, Max Head, Max Capacity, Engine type. Additionally, the four various prices listed will depend on whether the customer would like the pump to be: a skid mount, site trailer, modular frame, and/or include a canopy. Please see attached catalog for NJPA members in Attachment. Individual line items will also be discounted 27.5% if sold individually. If individual line items are sold as a part of the equipment/product, then it will be overall discounted by 27.5%. Thompson Pump & Manufacturing Co., Inc. offers a diversified catalog of line items that can be sold individually, or on the equipment/product unique to each customer's request. All equipment can be specified to each NJPA member's needs and is not always listed in our catalog.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

The discount rate for NJPA members will be 27.5% from MSRP/published list.

- 10) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

An additional 2% when 10 or more units are purchased from a single customer, on the same purchase order, for units sized 12 inches or less.

- 12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

On a Thompson Pump & Manufacturing Co., Inc. there are various parts that can be considered "Open Market" or "Incidental items". There can be many incidental components which are a part of the overall product/equipment manufactured by Thompson Pump & Manufacturing Co., Inc., but are not always listed in a scheduled catalog. An example of these incidental items would be: hoses, battery chargers, block heaters, hose racks and spare parts kits.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

The pricing that we have provided does not include freight charges of our product. Due to the tremendous fluctuation in the market for fuel cost, freight will be discussed with customers on an individual basis, and be billed directly to the customer, or the customer will arrange freight directly with the transportation service.

- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

Depending on the location of the delivery, Thompson Pump & Manufacturing Co., Inc. usually arranges carrier freight for domestic customers. We normally get quotes from multiple freight carriers, and provide the lowest estimate to our customer. On purchases of over 25 units, Thompson Pump & Manufacturing Co., Inc. will waive freight charges for NJPA members. Additionally, for purchase orders over \$250,000, Thompson Pump & Manufacturing Co., Inc. will discount NJPA member customers 15% on freight. Customers are also welcome to arrange their own freight if they have a contract or business that makes a freight carrier available to them.

- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

We do not have any specific requirements or restrictions as it applies to shipping to Hawaii, Alaska or US Islands. The most affordable freight option will be arranged with a customer at time of purchase that best fits their needs.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

We do not have any unique delivery methods; however, we encourage our customers to make bulk purchases (5 or more pumps at a time). This allows freight costs to be consolidated by shipping multiple pumps on a single truck, container, trailer, etc...For customers close to our manufacturing facility, we can waive delivery freight charges by having our outside sales representatives or field service technicians tow the pumps to the customer.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Each order that goes through Thompson Pump & Manufacturing Co., Inc. is reviewed by a Contract Review group prior to the building of the specific purchased pump. The NJPA contract purchases will be brought to these review meetings, so the specific product & shipping discounts, as well as any other specifications, will accurately acknowledged in each sales order. In addition, our ISO9001:2008 sales order procedures are aligned with the terms and conditions of the NJPA contract, so all orders have checks and balances.

- 18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

The proposed administrative fee payable to NJPA will be 2% of each NJPA sale.

Industry-Specific Questions

- 19) Describe how the equipment you propose in response to this RFP simplifies the operation for end-users.

Thompson Pump and NJPA makes the procurement process easier, and allows end-users to acquire high quality products and reliable service they can rely on at a discounted price. Each NJPA member is looking for a way to procure high-quality, emergency response equipment without the hassle of developing detailed technical specifications, advertising a

bid, and being forced to obtain a low quality product due to low price alone. The NJPA contract allows the end-users to budget ahead of time, get the exact products they want and need, and ultimately get the best overall value every time.

20) Provide examples from your product offering that are not available from most competitors in this industry.

- 1) JSV- Series Pumps offer a unique combination of the Thompson Pump OVT® Oil-less Vacuum Technology priming system, high efficiency rating for pump components up to 83%, and ISO9001:2008 certification as a quality standard.**
- 2) 12" Rotary Wellpoint Pumps with 400 CFM of air handling capability**
- 3) Enviroprime System® incorporates a gear or belt driven compressor with a unique air/water separation chamber which only allows air to travel past the venturi device and eliminates any excess water from discharging outside the pump.**
- 4) Lifetime Warranty on the Venturi device used in the Enviroprime System®**

21) Explain how your equipment in this category reduces down-time on the job site.

The Enviroprime System® prevents water, abrasives, and/or waste water debris from traveling through the venturi device. This eliminates potential erosion inside the venturi device and allows the pump to dry-prime and re-prime automatically without any maintenance required.

The OVT® priming system eliminates the need for oil lubrication which reduces maintenance time, and still delivers 97 CFM of air handling capabilities. This makes each pump with OVT® dual purpose, so it can be used for wellpoint dewatering and by-pass pumping.

High efficiency pump components reduce the horsepower required to reach higher flow rates and higher pressures. This reduced wear inside the pump, and reduces fuel consumption. This will equate to a tremendous cost savings to the customer, and reduces down time during re-fueling.

22) Explain how your company has integrated technology into your equipment to provide efficiencies and analytics to save time and costs on the job.

Thompson Pump has implanted the following accessories into our product line:

- 1) SCADA Interface for Stationary Thompson Pump applications. This allows the pump automatically and remotely communicate with the end-users utilizing the existing SCADA system currently on-site. These alarms use Modbus or Dry-Contact alarms.**
- 2) Recon 2000T control panel allows customers to control their Thompson Pump from their laptop, tablet, or smart phone. This built in telemetry system allows the customers to monitor RPM, fuel levels, pressure gauges, vacuum gauges, and remotely start and stop the pump. This feature will give all end-users the data they need to increase efficiency**
- 3) Self-Cleaning impellers to reduce down time due to heavy waste water debris clogging a by-pass pump. This impeller design has a cutting action that cuts debris, and is an option for most by-pass pumps in the product offering.**

23) How does your manufacturing process eliminate waste and non-value added options to keep price increases to a minimum?

Thompson Pump has implemented a company wide CRM platform that allows the sales force to communicate real time during each stage of the sale. With government entities, sales cycles are longer, so this allows for proper forecasting of materials with longer lead times. The CRM also creates a library of data that can be used by multiple departments to make good decisions and increase production efficiency. In addition, Thompson Pump has rigorous design review and contract review process that allows multiple departments with various skill sets to contribute to the process. This assures that the best ideas are implemented and the product consistently improves. Our goal is to increase production efficiency on a daily basis to minimize costs.

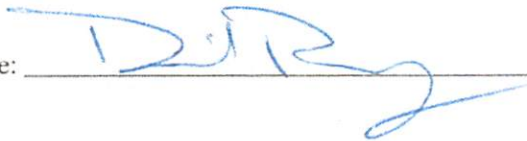
- 24) Explain how your distributors are set up to provide service and support for equipment in this industry.

Most dealers and distributors are already in the heavy construction equipment markets, so they are familiar with renting, selling, and most importantly maintaining diesel-driven Thompson Pumps. We normally seek out service oriented companies, that are aligned with Thompson Pump's core values. All distributors are encouraged to stock spare parts for every Thompson Pump they rent or sell, and they normally streamline the engine manufacturer with other equipment in their fleet. Either way, Thompson Pump has a large logistics warehouse of spare parts and accessories that can be shipped to any location in the US in just a few days.

- 25) Identify how your products, services and supplies address the scope of this RFP.

All products and services offered by Thompson Pump allow NJPA members to obtain portable and stationary pumping systems from a ISO9001:2008 certified manufacturing company that has specialized in pump manufacturing for over 48 years. At the discount structure applied, all NJPA members in the Public Utilities area of government will receive the best overall value for all Thompson Pump products and services offered.

Signature: _____



Date: 1-22-18



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #012418
Entitled

PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on December 8, 2017, in South Carolina's *The State* on December 7, 2017, in Utah's *The Salt Lake Tribune* on December 7, 2017, in *USA Today* on December 7, 2017, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, AAMDC, Merx, Biddingo and The New York State Contract Reporter:

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 #012418 PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES. Details of this RFP are available beginning December 7, 2017. Details may be obtained by letter of request to Chris Robinson, 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 January 24, 2018 at 4:30 p.m. Central Time at the above address and opened January 25, 2018 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

Altec Industries	Lindco Equipment Sales, Inc.
BRITESPAN Building Systems Inc.	Lineman's Testing Laboratories of Canada
Calumet Branded Products LLC	LMT Inc.
Caterpillar, Inc.	MGS Inc
Coastline Equipment	MidCo Material Handling
Construction Industry Center	Monroe Towmaster LLC
Control Networks Plus LLC	Motrec International Inc.
Data Transfer Solutions, LLC	NESCO LLC
Deltek	NPKCE
Department of Finance and Administration	Pacific-Tek
Ditch Witch	Pioneer Pump
DUCO, LLC	Prime Vendor Inc.
Elliott Equipment Company	RACO Manufacturing & Engineering
Felicia Y Sharpe	Rausch Electronics USA, LLC
Fitness Ventures, Inc.	Reelstrong LLC

FSG	Ring-O-Matic
GapVax, Inc.	Royal Purple
Global Power Technologies, LLC	S.D.P. Manufacturing, Inc.
Global Pump	Seon
Globe Trailers	SL King and Associates
Grace Environmental Services	SMS Equipment
Grace Services	Strahnet
Green Climber NA	Structural Metal Fabricators Inc.
Hardline Equipment	Subsite, LLC
Harrington	Swenson Spreader LLC
Hertz Equipment Rental Corp.	Terex
HitchDoc	Thompson Pump
Hol-Mac Corporation	Timberland Equipment Limited
Hurco Technologies, Inc.	Time Manufacturing Company
Interstate Power Systems	Tri State Buiding Center
Jack Doheny Companies, Inc.	TSE International, Inc.
Jemtech	Twin Equipment
Kainos Office	Valor Holdings
Keizer Morris International	Vermeer Corporation
Kundel Industries	Wachs Utility Products
Ledwell & Son	WasteCorp Pumps LLC
LF George Inc.	Xylem Dewatering Solutions, Inc.

Proposals were opened on January 25, 2018, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Altec Industries, Inc.
 Elliot Equipment Company
 GapVax Inc.
 Global Pump
 Keizer Morris International, Inc.
 Pacific-Tek
 Ring-O-Matic
 Terex Utilities Inc.
 The Charles Machine Works, Inc.
 Thompson Pump and Manufacturing Company Inc.
 Time Manufacturing Co
 Vermeer Corporation
 Wachs Utility Products
 Xylem Dewatering Solutions, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, NJPA Procurement Lead Analyst
 Kim Austin, NJPA Procurement Analyst III
 Brandon Town, NJPA Procurement Analyst II
 Michael Munoz, NJPA Procurement Analyst II

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 Responsiveness. The response of Keizer Morris International, Inc. was determined to be Level-Two non-responsive because the offering of products and services in their proposal were found to fall outside of the scope of the RFP. All other proposals were found to be Level-Two responsive and were evaluated.

Altec Industries Inc. offers a diverse product line, including aerial devices, cable handling equipment, chippers/chipper bodies cranes, and digger derricks. They offer a 24 HR parts/sales/service line with less than a 10 second wait time, and have a large sales force with 37 service centers and more than 100 mobile service techs. Altec offers competitive pricing with volume discounts on multiple identical units.

Elliot Equipment Co. manufactures a selection of aerial equipment, boom truck cranes and digger derricks. Elliot offers a lifetime structural warranty on their equipment with two years on boom trucks and one year on the digger derricks. Elliot has 103 locations across the US and Canada to sell and service their equipment. Elliot offers a significant discount from List Price on their own products, as well as "open-market" goods, and additional volume discounts starting at three units.

Terex Utilities Inc. provides aerial platforms, cranes, utility equipment, and boom trucks, covered by a robust warranty that includes coverage for travel and labor. Terex will serve Member needs through 20 service locations across the US, with multiple mobile field technicians. They also offer online parts ordering, tools and accessory ordering capability, with a solid pricing proposal.

The Charles Machine Works offers directional boring equipment, piercing tools, pipe layers, trench rollers, vacuum excavation, pipe and cable locators, trenchers, and vibratory plows under the brand names Ditch Witch, Subsite and HammerHead. They offer in-house financing and leasing options. Charles Machine Works is represented by a dealer network with 126 locations across the US and Canada. They offer a range of significant discounts from MSRP and pass-through pricing on "open-market" items supplied with their equipment.

Thompson Pump and Manufacturing has a wide selection of pumps, including diesel or electric powered, dry priming or wet priming, which are either skid mounted or trailer mounted in various sizes and horsepower ratings. Thompson offers Members many options for arrangements on freight and shipping. Thompson has a strong dealer/distributor network able to service Members' needs. They offer considerable pricing discounts and volume discounts starting at ten units.

Time Manufacturing Co. manufactures a broad selection of bucket trucks, digger derricks, aerial equipment and cable placers under the Versalift, Condor, Skybird and Ruthmann brands. The company has a strong dealer and distributor network to handle sales and service to Members across the US and Canada. Time offers significantly discounted pricing on their primary equipment offerings, as well as accessories.

Vermeer Corporation offers pile drivers, trenchers, plows, trenchless boring, directional drilling, pipeline trenchers, and concrete cutters. They have 109 dealers in the US and 16 in Canada, giving them a demonstrated ability to serve Member needs. Vermeer proposed a range of considerable pricing discounts across product lines and offered volume discounts.

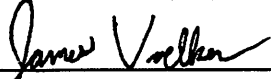
For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #012418 to:

Altec Industries Inc.	#012418-ALT
Elliot Equipment Co.	#012418-EEC
Terex Utilities Inc.	#012418-TER
The Charles Machine Works.	#012418-CMW
Thompson Pump and Manufacturing.	#012418-TPM
Time Manufacturing Co.	#012418-TIM
Vermeer Corporation.	#012418-VRM

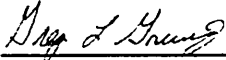
The preceding recommendations were approved on March 9, 2018.



Chris Robinson, JD, NJPA Procurement Manager



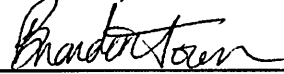
James Voelker, CFCM, NJPA Procurement Lead Analyst



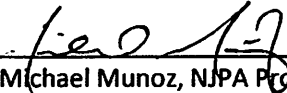
Greg Grunig, NJPA Procurement Lead Analyst



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