Form A

PROPOSER QUESTIONNAIRE- General Business Information

(Products, Pricing, Sector Specific, Services, Terms and Warranty are addressed on Form P)

Proposer Name:Q	uestionnaire 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 organiza	<u>ition</u>	
Name:		
Email:	Phone:	
of the Proposer. Who prepared your RFP response?	proper signing authority to sign the "Proposer's Assurance of Compl	
Name:	Title:	
	Phone:	
Who is your company's primary con	ntact person for this proposal?	
Name:	Title:	
Email:		
Other important contact informatio	<u>n</u>	
Name:	Title:	
Email:		
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.

ection/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
		The second secon	
er's Signatur	2: 1 2 1 1 2 1		Date: 1-22-18
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N.IPA's clar	ification on exceptions listed abo	ve:	
			
			$\supset \bigcirc$
		Review a	and Approved:
		\sim	// 2/28
		NJPA LE	gal 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: 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:	(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

NJPA Authorized Signatures:

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

Based on NJFA'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 DIRECTOR OF COOPERATIVE CONTRACTS	(NAME PRINTED OR TYPED)		
AND PROCUREMENT/CPO SIGNATURE			
	Chad Coauette		
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE	(NAME PRINTED OR TYPED)		
Awarded on March 12, 2018	NJPA Contract # 012418-TPM		
Vendor Authorized Signatures:			
The Vendor hereby accepts this Contract award, inc	luding 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		
Executed on 3-13 2018	NJPA-Contract # 012418-TPM		

Form F

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.

- 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
Notarizeu
Subscribed and sworn to before me this 23 day of January . 20 18
Notary Public in and for the County of Volusio State of Florida
My commission expires:
Signature: Dane M. HILT DIANE M. HILT
Commission # FF 247356 Expires July 7, 2019 Sonder That Tray First Insurance 600-365-7019

Form G



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. Afte it is shipped, it is invoiced, reported, archived, and tracked by our Corpoarte Controller. In addition, Thompson Pump utilizes an internal CRM platform that automatically generates sales reports in real times, and allows the sales tema 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 worksmanship 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

 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 offer	red 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.
	_Xc. 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 qua	ntity or volume discounts or rebate programs that you offer.
	al 2% when 10 or more units are purchased from a single customer, on the same purchase nits sized 12 inches or less.
	d of facilitating "sourced" products or related services, which may be referred to as "open market"

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 <u>NOT</u> 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 aquire 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 obtan 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 Vaccum 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 elimates 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 potenbtial erosion inside the venturi device and allows the pump to dry-prime and re-prime automatically with out any maintenance required.

The OVT® priming system elimates the need for oil lubrication which reduces maintenance time, and still deliveres 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 reduces the horsepower required to reach higher flow rates and higher pressures. This reduced wear inside the pump, and reduces fuel consumption. This will equates 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 currenty 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 debrs clogging a bypass 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 wih 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 logictics 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 Utilites 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	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		х
	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		х
	Form F: Proposers Assurance of Compliance	x	Х
	Form P: Proposer Questionnaire with all		
-	questions answered completely	X-signature page only	X
	Certificate of Insurance with \$1.5 million coverage	х	х
	Copy of all RFP Addendums issued by NJPA	x	х
	Pricing for all Products/Equipment/Services within the RFP being proposed		x
	Entire Proposal submittal including signed documents and forms.		х
	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

	CHECK ALL CHANGES THAT API	PLY:
AWARDED VENDOR NAME:	☐ Adding Products/Serv vices	/ices
	☐ Deleting Products/Serv	vices
	☐ Price Increase	9
NJPA CONTRACT NUMBER:	☐ Price Decreas	se .

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.

Section 4. Complete Restatement of Pricing Submitted

	restatement of the pricing, including all new and existing prodailed to the Vendor's Contract Administrator.	ucts and services is attached
☐ Yes	□ No	
Section 5. Signat	ures	
Vendor Authorize	ed Signature	Date
Print Name and T	itle of Authorized Signer	
Jeremy Schwartz,	NJPA Director of Cooperative Contracts and Procurement/CPO	Date



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



Appendix B - Political Subdivision List for HI, ID, OR, SC, UT, WA

, <u> </u>		Dregon	South Carolina County	County	Washington
awai County	Ada County	Baker County	Abbeytile County	Beaver County	Adams County
ual County	Adams County	Benton County	Alten County	Box Elder County	Asotin County
ul County	Bannock County	Central Oregon Intergovernmental Council	Allendale County	Cache County	
ality					Benton County
	Bear Lake County	Clackemes County	Anderson County	Carbon County	Chelan County
nd County of Honolulu	Benewah County	Clackamas County Service District No. 1	Bamberg County	Daggett County	Claffern County
cation	Bingham County	Clatsop County	Barnwell County	Davis County	Clark County
Community College	Blaine County	Columbia County	Beaufort County	Duchesne County	Columbia County
du Community College	Boise County	Coos County	Berkeley County	Duchesne County Special Service District No. 2	Cowlitz County
rsity of Hawali	Bonner County	Crook County	Calhoun County	Emery County	Douglas County
rsity of Hawali Research Corporation	Bonneville County	Curry County	Catawba Regional Council of Governments	Five County Association of Governments	Ferry County
ward Community College	Boundary County	Deschutes County	Central Midlands Council of Governments	Garfield County	Franklin County
(X-12)	Butte County	Douglas County	Charleston County	Grand County	Garfield County
lani Schools	Camas County	Gilliam County	Cherokee County	Iron County	Grant County
nameha Schools	Carryon County	Grant County	Chester County	Juab County	Grays Harbor County
trkt	Caribou County	Harney County	Chesterfield County	Kane County	Island County
all Community Development Authority	Cassia County	Hood River County	Clarendon County	Millard County	Jefferson County
# Public Housing Authority	Clark County	tackson County	Colleton County	Morean County	
Frank Possing Authority	Cleanwater County	tellerson County			King County
			Declington County	Plute County	King County Directors' Association
du Authority for Rapid Transportation	Custer County	Josephine County	DiSon County	Rich County	litrap County
d Energy Laboratory of Hawaii Authority	Elmore County	Klamath County	Dorchester County	Salt Lake County	Kittitas County
	Franklin County	Lake County	Edgefield County	San Juan County	tilchitat County
Department of Accounting and General Service	Fremont County	Lane Council of Governments	Fair field County	Sanpete County	Levels County
Department of Finance and Administration	Gem County	Lane County	Florence County	Sevier County	Lincoln County
6 Department of Health	Gooding County	Lincoln County	Georgetown County	Summit County	Maron County
Employer-Union Health Benefits Trust Fund	Idaho County	Linn County	Greenette County	Tacele County	Otanogan County
e Health Systems Corporation	Jefferson County	Malheur County	Greenwood County	Uintah County	Pacific County
o resenti systemis corporation Of Hawaii	Jerome County	Marion County			
o remai			Hampton County	Utah County	Pend Orelle County
	Kostenal County	Marion County Housing Authority	Horry County	Wasaith County	Pierce County
	Latah County	Morrow County	Jasper County	Washington County	Sen Juan County
	Lembi County	Multinomah County	Kershaw County	Wayne County	Skagit County
	Lewis County	Polk County	Lancaster County	Weber County	Skamania County
	Lincoln County	Sherman County	Laurens County	Municipality	Snohomish County
	Madison County	Tillamock County	Lee County	Center field City	Spokane County
	Minidoka County	Umatilla County	Lexington County	City of Alpine City	Stevens County
	Het Perce County	Union County	Lower Savannah Council of Governments	City of American Fork	Thurston County
	Oneida County	Wallowa County	Marion County	City of Aurora	Thurston Regional Planning Council
	Owyhee County	Wasco County	Mariboro County	City of Ballard	Wahkiakum County
	Pavette County	Washington County	McCormick County	City of Beaver	Walla Walla County
	Power County	Wheeler County	Newberry County	City of Blanding	Whatcom County
	Shoshone County	Yamhili County	Oconee County	City of Stuffdale	Whitman County
		Municipality	Orangeburg County	City of Bountiful	Yakima County
	Twin Falls County	City of Adair Village	Pickens County	City of Brigham	Yakima County Public Services
	Valley County	City of Adrian	Richland County	City of Castle Dale	Yakima Valley Conference of Governments
	Washington County	City of Albany	Saluda County	City of Cedar City	Municipality
	viunicipality	City of Amity	Spartanburg County	City of Coder Hills	City of Aberdeen
-	City of Aberdeen	City of Arlington	Sumter County	City of Centerville	City of Airway Heights
	City of Albion	City of Ashland	Union County	City of Clearfield	City of Aleona City of Aleona
		City of Astoria	Union County		
	City of American Falls	City of Astonia	Williamsburg County	City of Clinton	City of Anacortes
	City of Ammon	City of Athena	York County	City of Coalville	City of Arlington
	City of Arco	City of Aumoville	Municipality	City of Colorado City	City of Asotin
	City of Arimo	City of Aurora	City of Abbeville	City of Corinne City	City of Auburn
	City of Ashton	City of Baker City	City of Alken	City of Cottonwood Heights	City of Bainbridge Island
	City of Athol	City of Bandon	City of Anderson	City of Delta	City of Battle Ground
	City of Atomic City	City of Banks	City of Barnwell	City of Draper	City of Bellevier
	City of Bancroft	City of Bay City	City of Benefit		
				City of Duchesne	City of Bellingham
	City of Bellevue	City of Beaverton	City of Belton	City of East Carbon	City of Benton City
	City of Blackfoot	City of Bend	City of Bennettsville	City of Elk Nidge	City of Bingen
	City of Biss	City of Boardman	City of Bishopville	City of Elmo	City of Black Diamond
	City of Bloomington	City of Brookings	City of Camden	City of Enoch	City of Stains
	City of Boise	City of Brownsville	City of Cayce	City of Enterprise	City of Bonney Lake
	City of Bonness Ferry	City of Burns	City of Charleston	City of Ephralm	City of Bothell
	City of BoxII	City of Carrby	City of Chesree	City of Escalante	City of Bremerton
	City of Bull	City of Cannon Beach	City of Chester	City of Eureka	City of Brewster
	City of Burley	City of Carryonville	City of Clemion		
				City of Fairview	City of Bridgeport
	City of Caldwell	City of Carlton	City of Clinton	City of Farmington	City of Brier
	City of Cambridge	City of Cascade Locks	City of Columbia	City of Farr West	City of Buckley
	City of Carey	City of Cave Junction	City of Conway	City of Ferron	City of Burien
	City of Cascade	City of Central Point	City of Derlington	City of Fillmore	City of Burlington
	City of Castleford	City of Chiloquin	City of Denmark	City of Fountain Green	City of Camas
	City of Challis	City of Clatskanie	City of Dillon	City of Fruit Heights	City of Carnation
	City of Chubback	City of Coburg	City of Easiery	City of Garland	City of Cashmere
	City of Clayton	City of Columbia City	City of Florence	City of Grantsville	City of Castle Rock
	City of Clifton	City of Condon	City of folly Beech	City of Green River	City of Centralia
	City of Coeur d'Alere	City of Coos Bay	City of Forest Acres	City of Gunnison	City of Chehalis
	City of Council	City of Coquille	City of Fountain Inn	City of Harrisville	City of Chelan
	City of Craigmont	City of Cornelius	City of Gaffney	City of Heber City	City of Cheney
	City of Crouch	City of Corvalits	City of Georgetown	City of Helper City	City of Chewelah
	City of Cuidesac	City of Cottage Grove	City of Goose Creek		
				City of Herriman	City of Clarkston
	City of Dalton Gardens	City of Cove	City of Greenville	City of Highland	City of Cle Elum
	City of Dayton	City of Creswell	City of Greenwood	City of Hildale	City of Clyde HEII
	City of Deary	City of Culver	City of Green	City of Holladay	City of Collax
		City of Cutver City of Dellas	City of Greev City of Hanshan City of Hardreville	City of Holladay City of Honeyville	City of Collex City of College Place

Appendix B Page 1 of 14

Weshington	City of Cornell City of Cosmopolis	City of Covington	City of Devenport	City of Deer Park	City of DuPont	City of Dwall	City of Edgewood	City of Electric City	City of Elersburg	City of Exten	City of Enumelan	Ory of Ewerth	City of Everson	City of Ferndale	Dity of Rie	City of Firstess City of Fasts	City of George	City of Gig Harbon City of Gold Bar	Ory of Goldendale	City of Grand Coules	City of Granger	City of Grante Falls	City of Harrington	City of Iwacs	City of Issaquah	City of Falens	City of Reiso	City of Kennewick	City of Kent	City of Writend	Ony of Bustan	City of Laces	City of Lake Forest Park	City of Late stevers	City of Langley	City of Liberty Lake	City of Langelow	Oty of tynden	City of Makton	City of Mantella	City of Mattawa	Lity of MeCLearly City of Medical Lake	Oty of Medica	City of Mesa	City of Milton	City of Montesano	City of Morton	City of Mossyrock	City of Mountake Terrace City of Mouse	City of Mt. Vernon crisi of Markilles	City of Napardne	Gity of Newcestie Gity of Newport	Oty of Nooksack Oty of Normandy Park	City of North Bend City of North Bonnwille	City of Oak Harbor	City of Ocean Shores	City of Okanogan City of Okympia	Chy of Omat Chy of Orowite	City of Orbing City of Otherlo	
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Oregon	Oity of Dayton Oity of Daydile	City of Depose Bay	City of Detroil	Chy of Drain	City of Dandee City of Dunes City	Oty of Durham	City of Echo	City of Enterprise	City of Estacada	City of Fairway	City of Falls City	City of Forest Grove	City of Fourt	City of Gaston	City of Gates	City of Gentals	City of Gladstone	City of Glendale	City of Gold Hill	City of Grants Pass	City of Greshum	City of Haines	City of Manager	City of Happy Valley	City of Harrisburg	City of Heppmer	City of Hermiston	City of Hines	City of Hood River	City of Huntington	City of Identia	City of Independence	City of Irrigan	City of betwoendile	City of Jefferson	City of Johnson City	City of Junction City	City of Relater	City of Idemath Falls	City of La Grande City of La Pine	City of Lafayette	City of Lakeside	City of Lebanon City of Unicity City	City of Lonerock	City of Lowell	City of Mades	Oty of Malin	City of Marph	City of McCMirroride City of Medicad	City of Metalius City of Mat City	City of Materials	Lity of Milvesukie	City of Molasta City of Moremouth	City of Morane City of Monument	City of More	City of Mangel	City of My Vernon	City of Myride Point City of Methalem	City of Newborg	
con service se	City of Observ	City of Origgs	City of Dubots City of Eagle	City of Eden	City of Lik Book	City of fairfield	City of Filer	City of Frankin	City of Fruitiend	City of Genesee	City of Georgetown	City of Gooding	City of Grace	City of Grangeville	City of Greenleaf	City of Halley City of Halley	City of Harsen	City of Harrison Div of Hawden	Ohy of Hazelton	City of Heyburn	City of Homedale	City of Hope	City of Hartan	City of Idaho City	City of Idaho Fads	City of Island Park	City of Jerome City of Jellsetts	City of Kamlah	City of Reliogs	City of Retcham	City of theberty	City of Runs	City of Lapwai	City of Lewiston	City of Machay	City of Marsing	City of McCarmon	City of Melba	City of Meridian	City of Middeton City of Middele	City of Moscow	City of Mullan	Ony of Martaugh Ony of Names	City of New Meadows	City of Newdale	City of Netperce City of Notus	City of Orothro	City of Parter	City of Paul	City of Payetta	City of Pinehurst	City of Pocatello	City of Post Falls	City of Podatch City of Presion	City of Priest River	City of Reubers	City of Richfield	City of Nagars	City of Roberts	

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Wathritton	City of Palcine	City of Pates C	City of Pomercy	City of Port Orchard	City of Port Townsend City of Poulsbo	City of Prosser	City of Puyallup	City of Rainber	City of Reymond City of Redmond	City of Renton	City of Nichland	City of Ridgefield City of Rizville	City of Rock Island City of Books	City of Noy	City of Koyal City City of Sammamish	City of Sea Tac City of Sea ttle	City of Sedro-Wookey	City of Sequim	City of Shelton City of Shoretine	City of Snothernish City of Coversimie	City of Soap Lake	City of Spokane City of Spokane	Gry of Spokane Valley Gry of Sprague	City of Starwood	Ory of Sultan	City of Summer	City of Sunnyalde City of Tacoma	City of Tebos	City of Treton	City of Toledo City of Tonasket	City of Topponish City of Tukwija	City of Turnwater	City of University Place	City of Vader City of Vancouver	City of Waltsburg	City of Wapato	City of Washougal	City of Wenatchree City of West Richfand	City of Westport	City of Windock	City of Woodland	City of Yearn of Yearns County City of Yelm	City of 23.3sh Consolidated Borough of Quil Ceds Village	Grays Harbor Council of Governments Town of Almira	Town of Beaux Arts Village	Town of Bucoda Town of Carbonado	Town of Cartelane	Town of Celton	Iown of Concrete Town of Concrete	Town of Coulee City Town of Coulee Dam	Town of Couperlite Town of Creaton	Town of Cusick	Town of taterwille	Town of times City Town of Endicoti	
of the control of the	City of Wallard	City of Woodland Hills City of Woods Cross	Town of Alta	Town of Altan	Town of Amalga Town of Annabella	fown of Anthrony Town of Annie Valley	Town of Balland	Town of Behnell	Town of Big Water Town of Boulder	Town of Brian Head	Town of Camonallie	Town of Castle Valley Town of Cedar Fort	Town of Centerfield Town of Central Valley	Town of Circleville	Town of Carkston Town of Cawson	Town of Cleveland Town of Corrish	Town of Darkel	Town of Eagle Mountain	Town of Elmo Town of Ebinore	Town of Elwood Town of Emery	Town of Sair field	fown of Rands Town of Garden City	Town of Genda Town of Glendale	Town of Glenwood	Town of Hanksville	Town of Henefer	Town of Herieville Town of Hideout	Town of Histley Town of Histley	Town of Howell	Town of Muntsville Town of Joseph	Town of function Town of Innertantle	Town of Kanosh	Town of knowners	Town of Leeds Town of Levan	Town of Las	Town of Mantua	Town of Meadow	Town of Mimersolile Town of New Harmony	Town of Newton Town of Onlive	Town of Orderville	Town of Paragonah	Town of Randoth	Town of Rechand Town of Rockville	Town of Rocky Ricke Town of Rush Valley	Town of Scipia	Town of Scafeld Town of Stand	Town of Springshe Town of Stockton	Iown of Toquerville	Town of Trenton	Town of Tropic Town of Untah	Town of Vernon Town of Vinevard	Town of Vigin Town of Wales	Town of Wallsburg	Untah Basin Association of Governments Nigher Education	
SOUTH CAPONE	Town of Hollywood	Town of Honea Path Town of Ismo	Town of he	Town of larnes bland	Town of Jamestown Town of Jefferson	Town of Jerkinsville Town of Infrastra	Town of Jonesville	Town of Rawah Island	Town of Kingstree Town of Lake View	Town of Lamar South Carolina	Town of Latta	Town of Lexington Town of Uncolnville	Town of Little Mountain Town of Lockbart	Town of Lyman	Town of Lynchburg Town of Mayesville	Town of McBee Town of McClellanville	Town of McCall	Town of Megent	Town of Mt. Measant Town of Mt. Measant	Town of Neeses Town of New Election	Town of Nichels	Town of North	Town of Morth Town of Morway	Town of Clants Town of Benefit	Town of Pageland	Town of Patrick	Town of Pawleys Island Town of Pelion	Town of Pelzer Town of Bendleton	Town of Perry	Town of Port Royal Town of Prosperity	Town of Revene! Town of Reidville	Town of Rigge Spring	Town of flidge-like	Town of Ridgeway Town of Saint Matthews	Town of Saint Stephen	Town of Salley	Town of Santee	Town of Scranton Town of Seabrook tsland	Town of Sellers Town of Sharon	Town of Six Mile	Town of Society Hill	Town of Springdale	Town of St. George Town of St. Matthews	Town of Stuckey Town of Sullivans Island	Town of Summerton	Town of Summerville Town of Summit	Town of Surfishe Beach Town of Swansea	Town of Thumoravize	Town of Turbeville	Town of Utmer Town of Varrwille	Town of Wagener Town of Ward	Town of Ware Shoals	Town of West Union	Town of Whitzaire Town of Williamston	
Cellon	City of North Bend	City of North Powder City of Nyssa	City of Oakland	City of Ontario	City of Oregon City City of Paiskey	City of Pendleton City of Philomath	City of Phoenic	City of Port Orderd	City of Portland City of Powers	City of Prairie City	City of Painter	City of Redmond City of Reedsport	City of Nichtand City of Nidele	City of Rockaway Beach	City of Rogue Niver City of Roseburg	City of Rufus City of Salem	City of Sandy	Chyofsch		0.0		City of Stlets	City of Silverton City of Sisters	City of Sodaville	City of Springfield	City of St. Paul	City of Stayton	City of Sublimity	City of Surterlin	City of Sweet Home City of Talent	City of The Dalles	City of Tgard	City of telamook	City of Troutdate City of Tualatin	City of Turner	Chy of Unatilia	City of Unity	City of Veneta	City of Vernoria	City of Wallows	City of Wasco	City of Westfir	City of Westen City of Wheeler	City of Wilsondia	City of Winston	City of Wood VZiage City of Woodburn	City of Yachats City of Yambill	City of Yorcella	Town of Butte Falls	Town of Canyon City Town of Lakeview	Town of Lexington Maker Education	She Mountain Community College Central Creeco Community College	Chemetera Community College	Clackamas Community College Clattop Community Collega	
Dano	City of Rupert	City of Salmon City of Sandpoint	City of Shelley	City of Smetterville	City of Sada Springs City of Spirit Lake	City of St. Anthony City of St. Challes	City of Stanley	City of Stiles	City of Sugar City City of Sun Valley	City of Tensed	City of Troy	City of Twin Falls City of Ucon	Chy of Victor	City of Weippe	City of Wendell	City of White Bird	City of Wilder	Higher Education	Boise State University College of Southern Idaho	College of Western Idaho fastem Idaho Technical College	idaho Division of Professional Technical Education	idano state University Lewis-Clark State College	North Idaho College University of Idaho	Education (X-12) Abardoon School District to St	Arbon Elementary School District No. 383	Avery school District No. 72	Bear Lake County School District No. 33 Bear Lake School District No. 33	Blackfoot School District No. 55 Risine County School District No. 61	Bliss Joint School District No. 234	Borneville Joint School District No. 101 Boundary County School District No. 101	Bruneau-Grand View Joint School District Buhl Joint School District No. 412	Butte County Joint School District No. 111	Camas County School District No. 121	Cambridge School District Cascade School District No. 422	Cassia County Joint School District No. 151	Challs Joint School District No. 131	Coeur d'Alene School District No. 271	Cottorwood Joint School District No. 242 Council School District No. 13	Culdesac Johnt School District No. 342 Dietrich School District No. 314	Emmett Independent School District No. 223	Firth School District No. 59	Fruitland School District No. 373	Garden Valley School District Genesee Joint School District No. 282	Glenrs Ferry Joint School District No. 192 Gooding Joint School District No. 231	Grace Joint School District No. 148	Hagerman John School District No. 233 Hansen School District No. 415	Highland Joint School District No. 305 Homedale School District No. 370	Horseshoe Bend School Datrict No. 73	idano rais school untrici no. 31 Independent School District of Boise City	Jefferson County School District No. 251 Jerome Joint School District No. 261	Joint School District No. 2 Kamlah School District No. 304	Kellogg Joint School District 391 Kenduck Injectoral District No. 783	Idmberly School District No. 414	Kootenal School Estrict No. 274 Kana Joint School District No. 3	

Hawaii

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	Columbia Gorge Community College	Town of Wilston	College of Eastern Utah	Town of fair field
	Contern Oregon University	Town of Warnabara	Davis Applied Technology College	Town of Farmington
	Lane Community College Listing His His	ther Education	Lizze Applied i McPrizology Lonega Disde State University	Town of Garfield
Mackay School District No. 182	Unn-Benton Community College	Alben Technical College	Mountainland Applied Technology College	Town of Hamilton
	Mt. Hood Community College	Beaufort Jasper Higher Education Commission	Rocky Mountain University of Health Professions	Town of Harrah
	Oregon Coast Community College	Central Carolina Technical College	Salt Lake Community College	Town of Hatton
	Oregon Department of Community Colleges and Workforce Developme	Clemson University	Snow College	Town of Hunts Point
	Openn halftute of Technolory	College of Charleston	Southern Lian University Thesis Andied Technology College	Town of from
	Oregon State University	Denmark Technical College	Untah Basin Applied Technology College	Town of Le Corner
	Oregon State University, Oregon Agricultural Experiment Station	florence-Darlington Technical College	University of Utah	Town of LaCrosse
	Dregon University System	Francis Marion University	University of Utah Hospitals and Clinics	Town of Lamont
	Portland Community College	Greendle Technical College	Utah State University	Town of Latah
	Portions State University	Horry-Georgatown Technical Colege	Utah System of Higher Education	Town of Lind
	Need County	Lancer Converting	Utan Valley University	Town of Lyman
	round of the state	WHOCK CHANTRY OF SOUTH CATORING	WROSE SAID CHWATLIN	Town of Malcan
	Southern Changes Statement Committee	Management Colorege	WATOOM [A-12]	DAME OF INCIDENCE
	Conthusation Design Community Colleges	Oraceshuse Calboan Technical College	Parama County Charles	Town of the solution
	Tillemook Bay Community College	Pledmont Technical College	Box Fider School District	Town of Millered
	Treasure Valley Community College	South Carolina State Board for Technical and Comprehensive Education	Cache County School District	Town of Maches
	Umpqua Community College	South Carolina State University	Caryona School District	Town of Nesocien
	University of Oregon	South Carolina Technical College System	Carbon School District	Town of Northport
	Western Dregon University	Spartanburg Community College	Centro De La Familla De Utah Head Start Program School District	Town of Dakerdale
	ucation (T-12)	Technical College of the Lowcountry	Daggett School District	Town of Odessa
	Adel School District 21	The Cladel	Davis School District	Town of Pe [3]
	Adrian School District	Tri-County Technical College	Duchesne County School District	Town of Prescots
	Alse School Chiract No. 71	Trident Technical College	Emery County School District	Town of Reardan
Printment - World y John School Listing No. 44 Beentally Christian School District Un 25	Amry School Listing 4)	University of South Carolina	Freedom Preparatory Academy School District	Town of Riverside
Post Falls School District No. 273	Arthreton School District No. 3	University of South Carolina Unitate	Grand County School District	Town of Boxalla
Potlatch School District No. 225	Areck School District No. 83	Willamsburg Technical College	Granita School District	Town of Buston
Preston Joint School District No. 201	Ashland School District No. 5	Winthrop University	Iron County School District	Town of Stykomish
Richfield School District No. 316	Ashwood School District	York Technical College	Jordan School District	Town of South Cle Flum
Rivie Joint School District No. 252	Astoria School District No. 1C	ucetton (X-12)	Juab School District	Town of South Prakle
Rockland School District No. 352	Athene-Weston School District No. 29/U	Abbeville County School District	Kane County School District	Town of Spangle
Salmon River Joint School District No. 243	Baker School District No. 51	Atten County Public Schools	Logan City School District	Town of Spring dule
Salmon School District No. 291	Bandon School District	Allendalls County School District	Millard School District	Town of St. John
Shelley School District No. 60	Berks School District No. 13	Anderson County School Districts 1 and 2 Career and Technology Ceri	Morgan School Chstrict	Town of Stellactorn
Shounding School Legizer No. 312	Heaverton school Little it Re. 43	Anderson School Ustance No. 1	Mountaintaind Head Start Program School District Office	Town of Twitth
Cods Corleges bases Calmed Districts No. 150	Barbal Crimal Charles Do. 53	Anderson Colone District No. 2	Market Colonia Colonia	Towns of the second
Courth Learning Colored District May 242	Right Charl Date:	Anderson School District Mr. 4	Month Canada Counts Cobast Dutties	Town of Inches of
St. Marter Joint School District No. 41	Blacthy School District 90	Anderson School District No. 5	North Caracte Crime Charles	Town of Wheeth
Suzar-Salem John District No. 322	Bracking Narbor School Draykt	Bembers School Ostrict No. 1	North Summit School District	Town of William
Swan Valley Dementary School District No. 33	Cames Valley School District	Bemberg School District No. 2	Orden City School District	Town of Witness
Swan Valley School District No. 92	Carrier School District No. 85	Bernwell School District No. 45	Park Dry School District	Town of Wilton Creek
Teton County School District No. 401	Cascade School District No. 5	Beaufort County School District	Plute County School District	Town of Whithrop
Three Creek Joint School District No. 416	Centernial School District No. 28/	Berkeley County School District	Provo City School District	Town of Woodway
froy School District No. 287	Central Curry School District No. 1	Bactville-Hilds Public Schoots	Rich County School District	Town of Yacolt
fwin falls School District No. 411	Central Linn School Olstrict	Calhoun County School District	Rich School District	Town of Yarrow Point
Valley School District No. 252	Central Point School District No. 6	Charleston County School District	Rural Utah Child Development Head Start Program School Ostrict Off His	kher Education
Vallerue School District No. 139	Central School District No. 130	Cherokae County School District	Salt Lake City School Olstrict	Bates Technical College
Wilder Charles School District # 463	Clackamas toucabon service Dattiet	Chester County School District	San Juan School District	Believue Community College
Welser School District No. 431	Colton School District No. 53	Clarendon County Chool District No. 1	South Samela School District	Principality (Contract) Longie
Wendell School District No. 232	Columbia Gorge Education Service District	Clarendon County School District No. 2	South Summit School District	Carada Community College
West Bonner County School District No. 83	Condon School District No. 251	Clarendon County School District No. 3	Suu Head Start Program School District	Central Washington University
West Jefferson School District No. 253	Coos Bay School District No. 9	Clover School District No. 2	Thomas Edition Charter Schools	Centralla College
West Side School District No. 202	Coquite School District No. 8	Colleton County School District	Tintle School District	Clark College
Whitepine Joint School District No. 253	Corbett School District No. 39	Dar Ington County School Dutriet	Toogle County School District	Clover Park Technical College
Western Schools Living Mar. 433	Covered School District No. 3033	Delica Previous Learners	Undan School Usford	Columbia Basin Community College
Add Courty Emergency Medical Services District	Crane Chemerican School District	Differ County School District No. 1	Walden County School Listory	Community Colores of Spound
Ada County Hahway Olstrict	Crewell School Ostrict No. 40	Olden County School District No. 3	Warne County School Detrict	Edwards Community College
Adams County Recreation District	Crook County School District	Offen County School District No. 4	Weber School District	Everett Community College
Absolute Water and Sewer District	Crow-Applegate-Lorane School District No. 66	Diocese Of Charleston Schools	sectal District	Evergreen State College
Albion Highway District	Culver School District No. 4	Dorchester School District No. 2	Ash Creek Special Service District	Grays Narbor College
Apprie Meadows Water and Sewer District	Dattar School District No. 2	Dorchester School District No. 4	Aahley Valley Water and Sewer Improvement District	Green Bher Community College
American faith Handing Authority	Destro School District No. 8	Captures County Services	Bear into Control Control Detroit	The state Comments College
Atlanta Highway District	Days School District No. 16.1	Florence County School District No. 1	Bear River Water Conservancy District	Lower Columbia College
Avery Water and Sewer District	Douglas County School District	Florence County School District No. 2	Benchland Water District	Northwest Indian College
Avondale brigation District	Douglas County School District No. 4	Florenze County School District No. 3	Benson Culinary Water Improvement District	Olympic College
Baydew Water and Sewer District	Douglas Education Service District	Florence County School District No. 4	Bona Vista Water Improvement District	Peninsula College
ary District	Duha School District No. 29	Florence County School District No. 5	Cache Mosquito Abstement District	Heres College
	Lagor Point School District No. 9	Ft. Mill School District No. 4	Cache Valley Transii District	Renton Technical College
Min Course the District	Clain School Charles and 3	Consideration County School Charles	Camponanda Medito Care Special Service Listing	Section Community Colleges District VI
	Eliton School District No. 34	Greenwood School District No. 50	Carbon County Housing Authority Carbon County Mandria Building Authority	Shorts Valley College
Blaine County Recreation District	Enterprise School District No. 23	Greenwood School District No. 52	Carbon County Recreation Transportation Special Service District	South Paget Sound Community College
Blas fire Chirict	Estacada School District No. 103	Hampton County School District No. 2	Carbon Water Conservancy District	Tacoma Community College
Boise Basin Library District	Eugene School District No. 41	Hampton School District No. 1	Castle Valley Special Service District	University of Washington
BORSE CRY/AGS COUNTY HORBING AUTHORITY	Mais City School District	Horry County Schools	Cedar City Housing Authority	Walls Walls Community College
Bosseafle Courts Die Neither bis 1	Fern Rodge School Ustract No. 233	Japan County School District	Code: Mountain Fire Protection District	Washington State Board for Community and Technical Colleges
Bruneau Valley Oktriet (Pr. gr.)	foreil Cheel Digities 211	Seather Court Charles District	Control Parks County County County Desires	Westernigton state migner conceason regions Authority
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Buth Histories District	Genvais School District	Laurent County School Charles No. 55	Central 123th Water Conservance District	Westerne State Schoolift Decrees
Buld Rural Fire Protection District	Gladstone School District	Courses County School Chitalet No. 56	Central Weber Sever Improvement District	Wenatchee Valley College
Burley Hg/hway District	Glendale School District No. 77	Lee County School District	Charleston Water Conservancy District	Western Washington Datestity
Caldwell Housing Authority	Glide School District	Ingacy Charter Schools	Copperton Improvement District	Whattom Community College
Caryon Highway District No. 4	Grant County Education Service District	Lexington County School District No. 3	Cottonwood Improvement District	Yalsma Valley Community College

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Washington	Education (X-12)	Adva School District No. 226	Amira School District No. 17 Anacortes School District No. 103	Arlington Public Schools	Appure Amburia School District No. 403	Bainbridge Island School Oistrict No. 303	Bellevae Oristian School District	Bellevue School District No. 405 Bellenchem School District No. 501	Benge School District No. 122	Bethel School Chiltrit No. 403 Bickleton School Chistrict	Blaine School District No. 503 Relative School District No. 324	Bremerton School District	Brewster School District No. 111 Birkhenner School District No. 73	Between School District No. 46	Narington-Lason Krisol Listrict No. 100 Camas School District	Cape Flattery School District No. 401 Cartel Beston Educational Sender District No. 113	Carbonado Historical School District No. 19	Cascade Christian Schools Cascade School District No. 228	Cashmere School District No. 222	Central Maap School District No. 401	Central Valley School District No. 356 Centralla School District No. 401	Chetalis school District No. 302	Chewelsh School District No. 360 Chewelsh School District No. 36	Chief Leschi Khool System Chimacum School District No. 49	Clarition School District No. 1250-185	Clover Park School District No. 400	Calta School Dutrict No. 300 Callege Mace School Cutrict No. 250	Cotton School District No. 306 Columbia School District No. 206	Columbia School District No. 205, Stevens County Columbia School District No. 400.	Colville School District No. 115	Concrete School District No. 11 Conway Consolidated School District No. 317	Cosmopolis School District Coulee-Narthre School District No. 151	Coupewille School District No. 204	Creaton School District No. 73	Curlew School District No-50 Cusick School District	Destington School District No. 330 Deserved School District No. 303	Dayton School District No. 2	Deriver School District No. 414	Orde School District East Valley School District No. 361	East Valley School District No. 361, Spokane County	Estimont School District No. 206	Extransille School District No. 404 Edmonth School District No. 15	Educational Service District No. 112 Edensburg School District No. 401	Elma School District No. 68	Entlat School District No. 127	Ephrata School District No. 165	Evalina School District No. 36 Everett School District No. 2	Evergreen School District No. 114, Clark County Fearmen School District No. 205	Federal Way Public Schools	File School District No. 417	Finity School District Franklin Merce School District No. 402	Freeman School District No. 358 Garffeld School District No. 302	Glerwood School District	Grand Coulee Dam School District	Grandstew School District No. 200 Granger School District No. 204	Grants Falls School District No. 332			
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h Carolina Ut.	Lechyton County School District No. 2 Lechyton County School District No. 3	Lendagton County School District No. 4	Leangton-Akthand Counties School District No. 5 Marion County School District	Marton County School District No. 7 Marthur County School District	Metadro Lounty School Utstrict Metamiek County School District	Newberry County School District	Orangeburg Consolidated School District Four	Orangeburg County Consolidated School District No. 3 Orangeburg County Consolidated School District No. 5	McLens County School District	Richand County School Usinkt No. 1 Richand County School District No. 2	Rock Hill School District No. 3 Caluda School District No. 1	South Carolina Public Charter School District	Spartanburg County School District No. 1 Spartanburg County School District No. 2	Spartanburg County School District No. 3	spartaneurg county across usum: No. 4 Spartanburg County School District No. 5	Spartanburg County School District No. 6 Spartanburg County School District No. 7	Sunter School District	Sumter School District No. 17 Sumter School District No. 2	Union County School District	Willamsburg County Schools	Witston School District No. 29 York School District No. 1	dal Detrict	Alten Housing Authority	Anderson Housing Authority Atlantic Beach Housing Authority	Beaufort Housing Authority	Beech taland funal Community Water District	Belton-Hones Path Water Authority Bennettsville Housing Authority	Beraa Public Service Estrict Berkeley County Water and Sanitation Authority	Big Creek Water and Sewerage District Buffers Tourscha Res District	Boiling Springs Fire District, Greenville County	productives fruits service United Buffalo-Mt. Prigah fire Protection Ditrict	Burton Fire District Central Mediands Regional Transit Authority	Charleston Area Regional Transportation Authority Charleston Courts Authority Authority	Charleston County Housing and Redevelopment Authority	Charleston Housing Authority Charleston Naval Complex Redevelopment Authority	Charleston Soil and Water Conservation District Charam Housing Authority	Chester Housing Authority	Owster New Obstract	Coast Regional Transportation Authority Columbia Housing Authority	Commay Housing Authority Friedd Library Water Prints	Darkington County Fire Ottickt	Lawlington Lounty Water and Sewer Authority Darlington Housing Authority	Donalds-Due West Water and Sewer Authority Dorchester County Sales Tax Trensportation Authority	Darchester County Water Authority County Chinal Fire District	Earley Housing Authority	East Nichland County Public Service District	Edgefield County Water and Sewer Authority Florence Housing Authority	Fort Mill Housing Authority Frizo Island Public Service District	Gottings Housing Authority Control Bond Comments White Parties	Georgatown County Water and Sewer District	Georgatism Housing Audion thy Gilbert-Surranit Rural Water Chitrict	Grand Strand Water and Sewer Authority Greenville Arena District	Greenville County Necreation District	Greenville Housing Authority	Greenwile Transit Authority Greenwood Metropolitan District	Greet Housing Authority		Page 5 of 14	
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				Central Virginia Community College	Viginia Department of Behavioral Health and Developmental Services	
Duena Vista				Christopher Newport University	Viginia Department of General Services	
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				University of Virginia		
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				Verginia Community College System		
				Virginia Maleure Institute		
				Vergenia Polytechnic Institute and State University		
			Herretco County	Virginia State University		
			Henry County	Veginia Western Community College		
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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

NJPA Authorized Signatures:

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 DIRECTOR OF COOPERATIVE CONTRACTS AND PROCUREMENT/CPO SIGNATURE	Jeremy Schwartz (NAME PRINTED OR TYPED)
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE	Chad Coauette (NAME PRINTED OR TYPED)
Awarded on March 12, 2018	NJPA Contract # 012418-TPM
Vendor Authorized Signatures:	
The Vendor hereby accepts this Contract award	d, including all accepted exceptions and amendments.
Vendor Name Thompson Pump a	
Authorized Signatory's Title Municipal	Sales Manager
VENDOR AUTHORIZED SIGNATURE	David Perry (NAME PRINIED OR TYPED)
Executed on $3-13$, 2018	NJPA-Contract # 012418-TPM

Form F

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: DIANE M. HILT Commission # FF 247356 Expires July 7, 2019

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. Afte it is shipped, it is invoiced, reported, archived, and tracked by our Corpoarte Controller. In addition, Thompson Pump utilizes an internal CRM platform that automatically generates sales reports in real times, and allows the sales tema 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 worksmanship 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

 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.

order, for units sized 12 inches or less.

10) The pricing offered in this proposal is	
a. the same as the Proposer typically offers to an individual municipal district.	ity, university, or school
b. the same as the Proposer typically offers to GPOs, cooperative pro- or state purchasing departments.	curement organizations,
Xc. better than the Proposer typically offers to GPOs, cooperative pro- or state purchasing departments.	curement organizations,
d. other than what the Proposer typically offers (please describe).	
1) 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

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 <u>NOT</u> 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 aquire 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 obtan 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 Vaccum 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 elimates 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 potenbtial erosion inside the venturi device and allows the pump to dry-prime and re-prime automatically with out any maintenance required.

The OVT® priming system elimates the need for oil lubrication which reduces maintenance time, and still deliveres 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 reduces the horsepower required to reach higher flow rates and higher pressures. This reduced wear inside the pump, and reduces fuel consumption. This will equates 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 currenty 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 debrs clogging a bypass 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 wih 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 logictics 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 Utilites 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.nipacoop.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. #0	12418-ALT
Elliot Equipment Co. #0	12418-EEC
Terex Utilities Inc. #0	12418-TER
The Charles Machine Works. #0	12418-CMW
Thompson Pump and Manufacturing. #0	12418-TPM
Time Manufacturing Co. #0	12418-TIM
Vermeer Corporation. #0	12418-VRM

The preceding recommendations were approved on March 9, 2018.

Mis Talson	
Chris Robinson, JD, NJPA Procurement Manager	
Jane Vielker	
James Voelker, CFCM, NJPA Procurement Lead Analysi	t
Drag of Grang	
Greg Grunig, NJPA Procurement Lead Analyst	
ATMaustin-	
Kim Austin, NJPA Procurement Analyst III	
Chardottown	
Brandon Town, NJPA Procurement Analyst II	
Leo 1-1	
Michael Munoz, NJPA Procurement Analyst II	