

**Form G**  
**PASSENGER CARS, LIGHT DUTY, MEDIUM DUTY, AND HEAVY DUTY TRUCKS WITH RELATED ACCESSORIES**

Possible Points	ARI	Automotive e, Inc.	DATCO, Inc.	Don Chalmers	Drive Cam	Ford of Murfreesboro	Gresham Ford Northside	Husky Trucks	Keyless Ride	KSEE, LLC dba EV autos	Mitsubishi	National Auto Fleet Group	Oshkosh	Smith Electric Vehicles	Empire
Conformance to terms and conditions to include documentation	300	212	250	117	203	205	243	193	263	248	147	267	258	260	250
Pricing Industry and	50	42	33	44	37	44	40	43	37	38	35	42	37	42	38
Marketplace Successes Bidder's Ability to Sell and Service Contract	100	87	77	90	92	90	23	90	87	83	70	88	83	87	40
Nationally	75	67	65	62	62	71	67	71	65	68	62	71	67	67	63
Bidder's Marketing	75	67	65	62	63	70	65	70	63	68	62	70	65	67	63
Value Added															
Invoicing Payment Terms and Financing	25	20	20	20	18	22	20	23	22	23	20	22	22	20	23
Options	100	53	72	53	63	75	70	72	70	72	53	72	73	65	68
Warranty Coverages and Information.	200	133	150	130	167	160	177	145	155	158	147	157	180	143	153
Selection and Variety of Products and Services Offered	1,000	743	802	624	752	803	767	777	831	828	658	857	854	819	756
Total Points															

Bonus Points awarded for:															
Bidders "Green" characteristics	50	20	37	13	27	37	37	38	22	22	38	37	23	23	13
Disadvantaged Business Entity	50	-	-	-	-	-	-	42	42	42	13	15	32	-	15

Overall Evaluation Points: 1,100 763 838 637 778 839 803 857 853 891 710 909 909 842 888 784

*Keith Stambaugh*

*Sharon*



National Joint Powers Alliance

200 First Street NE • Staples MN, 56479

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

COMMENT AND REVIEW  
To the  
INVITATION FOR BID (IFB) #102811  
Entitled

PASSENGER CARS, LIGHT DUTY, MEDIUM DUTY, AND HEAVY DUTY TRUCKS WITH RELATED ACCESSORIES

The following advertisement was placed in the Star Tribune on September 6, 2011 and September 13, 2011 and the Daily Journal of Commerce on September 6, 2011 through September 12, 2011 and on the NJPA website [www.njpacoop.org](http://www.njpacoop.org), and on [noticetobidders.com](http://noticetobidders.com) website:

The National Joint Powers Alliance® (NJPA) issues this request for proposal (RFP) to provide PASSENGER CARS, LIGHT DUTY, MEDIUM DUTY, AND HEAVY DUTY TRUCKS WITH RELATED ACCESSORIES, Specifications and details of this RFP are available beginning September 6, 2011 and continuing until October 4, 2011. Details and specifications may be obtained by letter of request to Gregg Meierhofer, NJPA, 200 First Street Northeast, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until October 27, 2011 at 4:30 p.m. Central Time at the above address and opened October 28, 2011 at 8:00AM Central Time.

IFB's were requested from and distributed to:

Acme Auto Leasing  
AmeriFleet  
Autofair Ford Honda Hyandai  
Brattain International Trucks -- Portland  
DATCO, Inc.  
Dhaval Kikani  
Dodge of Burnsville  
DriveCam  
Electric Vehicles International  
FastFleet  
GreenKraft, Inc.  
Gulf States Toyota  
IMPCO Automotive Division  
Keyless Ride  
Leg Platt  
Mike Shaw Buick  
Mitsubishi Fuso Truck of America  
Napleton Fleet Group  
Neuville Motors

AeroVironment, Inc.  
ARI  
Badger Truck Center  
CODA Automotive  
David Stanley Auto Group  
Diamond Trucks  
Don Chalmers Ford  
Eagle Chevrolet Fleet and Commercial Sales  
EV Auto Texas  
Ford Motor Company  
Gresham Ford  
Hixson Automotive  
Jesse James Cooper  
LeasePlan, USA  
Mall Chevrolet  
Miles Electric Vehicles, LLC  
Mitsubishi Motors North America  
National Ford Truck Club  
Nextran Truck Centers



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Northside Ford  
PalFleet Truck Equipment Co.  
Performance Friction Corporation  
Rae Knowlton  
Smith Electric Vehicles US Corp.  
STAHL – Scott Fetzer Co.  
State of Nevada  
TEC Equipment  
Terex Corporation  
TN Fleet Sales  
VIA Motors  
Wow Way

Oshkosh Corporation  
Penske Automotive  
Power Auto Group  
Rihm Kenworth  
SoCal Penske – RP Automotive  
State of Louisiana  
Surburban Fleet  
TEC Trucks  
Theodore Robins Ford  
TransChicago Truck Group  
W. Hare & Son, Inc.

Late inquiries were received from:

Day Automotive Group  
Florence Truck Center, Inc.  
Husky Trucks, LLC  
Southland International Trucks

Elk Grove Auto Group  
Husky International Trucks  
Reliable Chevrolet  
Whiteside Chev., Buick, Cadillac, GMC

Bids were opened on November 18, 2011 at the offices of NJPA offices 202 12th Street Northeast in Staples, Minnesota 56479. All bids received were deemed responsive. Bids were received from the following:

National Auto Fleet Group  
Oshkosh Corporation  
DATTCO, Inc.  
Gresham Ford  
Northside Ford Trucks  
CODA Automotive, Inc.  
Husky Trucks, LLC  
Ford of Murfreesboro  
Don Chalmers Ford  
Automotive Rentals, Inc.  
Smith Electric Vehicles US  
KSEE, LLC dba EV Autos  
Empire Southwest, LLC dba Empire Truck & Trailer  
Secured Mobility, LLC dba Keyless Ride  
DriveCam, Inc.  
Mitsubishi Motors North America (MMNA)



Bids were reviewed by the Bid Review committee consisting of:

- Ginger Line, Coordinator of Bids and Contracts
- Gregg Meierhofer, Coordinator of Bids and Contracts
- Tracy Plinske, Coordinator of Bids and Contracts
- Keith Hanson, Assistant to Manager of Financial Services, CPA

The findings of the Bid Review Committee are summarized as follows:

The Bid Evaluation Committee found the bid responses to be generally well put together and offering a wide array of products and services. The Committee also found all bids to be within a "Competitive Range".

We feel that DriveCam, Inc., and Keyless Ride are a good fit because of their accessories in this product category.

Northside Ford, Gresham Ford for their Azure Dynamics and Roush CleanTech cars. CODA, Smith Electric, and Mitsubishi also have great options for alternative fuel opportunities.

Oshkosh is awarded for their airport utility vehicles.

Husky Trucks and Empire for their original manufacturer offerings.

Finally, National Auto Fleet Group for their full line of Cars/Trucks.

For these reasons the NJPA Evaluation Team recommends award of NJPA #102811 to:

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



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Ginger Lane, Contracts Specialist

1-5-12

Date

Gregg Mejerhofer, Bids and Contracts Officer

1-5-12

Date

Tracy Plinske, Contracts Specialist

1-5-12

Date

Keith Hanson, Accounting Manager, CPA

1-5-12

Date