

**Form C**

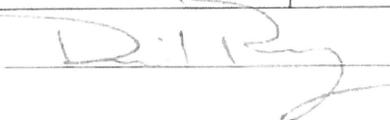
**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**



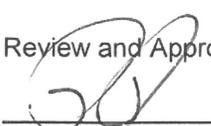
Company Name: Thompson Pump and Manufacturing Company Inc.

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

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

Proposer's Signature:  Date: 1-22-18

**NJPA's clarification on exceptions listed above:**

Review and Approved:  2/28/18  
NJPA Legal Department

Contract Award  
RFP #012418



**FORM D**

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

PUBLIC UTILITY EQUIPMENT WITH RELATED ACCESSORIES AND SUPPLIES

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

Thompson Pump and Manufacturing

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:  David Perry  
(Name printed or typed)

**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



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

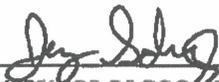
NJPA Contract #: 012418-TPM

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

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

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

**NJPA Authorized Signatures:**

  
\_\_\_\_\_  
NJPA DIRECTOR OF COOPERATIVE CONTRACTS  
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

  
\_\_\_\_\_  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on March 12, 2018

NJPA Contract # 012418-TPM

**Vendor Authorized Signatures:**

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

Vendor Name Thompson Pump and Manufacturing Company Inc.

Authorized Signatory's Title Municipal Sales Manager

  
\_\_\_\_\_  
VENDOR AUTHORIZED SIGNATURE

David Perry  
\_\_\_\_\_  
(NAME PRINTED OR TYPED)

Executed on 3-13, 2018

NJPA Contract # 012418-TPM

**PROPOSER ASSURANCE OF COMPLIANCE**



**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

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

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

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

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

Company Name: Thompson Pump and Manufacturing Company Inc.

Address: 4620 City Center Drive

City/State/Zip: Port Orange, FL 32129

Telephone Number: 386-767-7310

E-mail Address: derry@thompsonpump.com

Authorized Signature: 

Authorized Name (printed): David Perry

Title: Municipal Sales Manager

Date: 1-22-18

**Notarized**

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

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

My commission expires: \_\_\_\_\_

Signature: 





Form P

**PROPOSER QUESTIONNAIRE**

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

Proposer Name: Thompson Pump and Manufacturing Company Inc.

Questionnaire completed by: David Perry

**Payment Terms and Financing Options**

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

**Net 30 Days**

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

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

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

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

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

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

**Warranty**

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

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

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

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

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

#### **Pricing, Delivery, Audits, and Administrative Fee**

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

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

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

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

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

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

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

- 10) The pricing offered in this proposal is

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

### **Industry-Specific Questions**

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

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

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

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

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

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

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

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

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

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

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

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

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

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

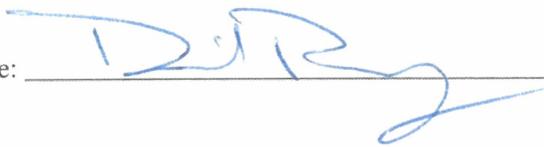
- 24) Explain how your distributors are set up to provide service and support for equipment in this industry.

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

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

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

Signature: \_\_\_\_\_



Date: 1-22-18