

Addendum 011011

To that certain
RFP#012111
Issued by

The National Joint Powers Alliance®
For the procurement of:

UNIFORMS AND/OR UNIFORM SERVICES TOGETHER WITH RELATED ACCESSORIES

Please consider this addendum a part of NJPA RFP 012111. Please see questions in black and answers in red.

- Who other than yourself has final approval in selecting the preferred or mandated vendors?
The NJPA Board of Directors has the final approval on all of our contracts.
- Will there be an opportunity to present to a panel or team once the RFP's have been reviewed?
No, however we reserve the right to ask any questions we feel are appropriate.
- What type of scoring method will be used to select vendor(s)?
Form G and the Request For Proposal (RFP) define those parameters.
- How many other national projects similar in scope have you been involved with and what were they for?

Contract Number	Company Name	Bid Category
022210-ABC	ABC Bus, Inc.	Public Mass Transit Vehicles
062909-ADT 081209-FCC	ADT Security Services, Inc.	Facility Security Systems
022210-ADI 031710-ASW	Alamo Industrial (FCC)	Landscape Equipment
022210-ADI 031710-ASW	Alexander Dennis, Inc.	Public Mass Transit Vehicles
081209-AIT 081910-ARC	Allianz Sweeper Company	Public Utilities Equipment
081209-AIT 081910-ARC	Altec Industries, Inc.	Landscape Equipment
100907-FCC 082809-ABD	American Ramp Company	Athletic Surfaces
100907-FCC 082809-ABD	AmeriPumps (FCC)	Heavy Equipment
052109-AWI 031710-AMI	AmerisourceBergen Drug Corp.	Prescription Drugs
031710-AMI 081910-BAP	Assetworks, Inc.	Fleet Management Technologies
081910-BAP 100907-FCC	Atlantic Machinery, Inc.	Public Utilities Equipment
100907-FCC 092409-CAT	Becker Arena Products	Athletic Surfaces
092409-CAT	Case IH (FCC)	Heavy Equipment
	Caterpillar, Inc.	Alternative Energy

100907-CAT	Caterpillar, Inc.	Heavy Equipment
032509- CDW	CDW*G	Emergency Response Equipment
111309- CDW	CDW*G	Technology Solutions
022210-CBI	Champion Bus, Inc./General	Public Mass Transit Vehicles
052910-CLS	Coach America, Inc.	Furniture
	Clarín Seating	
	Clark Equipment Company dba	
100907-BC	Bobcat	Heavy Equipment
022210- CEB	Coach & Equipment Bus Sales	Public Mass Transit Vehicles
051706- CFC	Continental Flooring Co	Floor Covering
022210-DAT	DATTCO, Inc.	Public Mass Transit Vehicles
083110-DAT	DATTCO, Inc.	School Buses
081209-JDE	Deere and Company	Landscape Equipment
112608-DHL	DHL Global Mail	Expedited Mail
052109- FCC	Driver's Alert (FCC)	Fleet Management Technologies
022210- ENC	EIDorado National - California, Inc.	Public Mass Transit Vehicles
022210- ENK	EIDorado National - Kansas	Public Mass Transit Vehicles
	EZ IQC/ (See Separate Sheet)	Indefinite Quantity Construction Contracting
100907- FCC	Federal Contracts Corporation	Heavy Equipment
081209- FCC	Federal Contracts Corporation	Landscape Equipment
032509- FCC	Federal Contracts Corporation	Emergency Response Equipment
052109- FCC	Federal Contracts Corporation	Fleet Management Technologies
031710-FSC	Federal Signal Corp.	Public Utilities Equipment
081209- FCC	Felling Trailers (FCC)	Landscape Equipment
	Fountain People, Inc. (Water Odyssey)	Athletic Surfaces
081910-FPI	Genie Industries, Inc.	Public Utilities Equipment
031710-GII	Goshen Coach, Inc.	Public Mass Transit Vehicles
022210-GCI		
031710- GRD	Gradall Industries, Inc.	Public Utilities Equipment
102109- WWG	Grainger (W.W. Grainger)	Facilities Maintenance
		Bussing, Transport and Utility Vehicles
122908-HBT	Hoglund Bus and Truck Co	
083110- HBC	Hoglund Bus and Truck Co	School Buses

032108-IA	Interface America's, Inc	Floor Covering
022210-IBG	International Bus Group	Public Mass Transit Vehicles
052109-IMS	Invers Mobility Solutions	Fleet Management Technologies
052910-KII	Krueger International, Inc.	Furniture
102908-KII	Krueger International, Inc.	Furniture, Classroom
081209-KBA	Kubota Tractor Corporation	Landscape Equipment
100907-FCC	Leeboy (VT Leeboy, Inc.) (FCC)	Heavy Equipment
011606	LightSPEED Technologies, Inc.	Classroom Sound Enhancement
051409-LTS	Little Tykes - Playpower Systems LT Farmington Inc.	Playground Equipment
052109-FCC	Lo Jack (FCC)	Fleet Management Technologies
100907-FCC	Manitowoc (FCC)	Heavy Equipment
021610-MPI	Manpower Inc	Staffing and Professional
032108-MC	Milliken & Company	Employment Related Services
042109-MBS	Mitel Business Systems, Inc.	Floor Covering
081910-MUI	Mondo USA, Inc.	Telecommunications
032108-MU	Mondo USA, Inc.	Athletic Surfaces
022210-MCI	Motor Coach Industries, Inc.	Floor Covering
022210-MVT	MV Transportation, Inc.	Public Mass Transit Vehicles
050208-CSI	NAPA (Capitol Supply, Inc.)	Auto Parts (NAPA)
022210-NBS	National Bus Sales and Leasing, Inc.	Public Mass Transit Vehicles
083110-NBS	National Bus Sales and Leasing, Inc.	School Buses
061008-NPI	Neopost	Postage Meter Systems
022210-NFA	New Flyer of America, Inc.	Public Mass Transit Vehicles
081209-FCC	Norco Attachments (FCC)	Landscape Equipment
052109-FCC	North American Battery Systems (FCC)	Fleet Management Technologies
030910-OPH	Outcomes Pharmaceutical Health Care	Medication Therapy Management (MTM)
102908-PHL	Palmer Hamilton, LLC	Furniture, Classroom
120209-PBI	Pasco Brokerage, Inc.	Commercial Kitchen
083110-PSF	Peach State Freightliner	School Buses
081910-PPC	Poligon by PorterCorp	Athletic Surfaces
061507-SEI	Samson Equipment, Inc	Exercise Equipment
121709-SSI	Satellite Shelters, Inc.	Portable and Modular Space Solutions
083110-SNW	Schetky NW Sales, Inc.	School Buses

021508-SH	School Health Corp	Athletic & Medical Supplies
052910-SSI	School Specialty, Inc.	Furniture
081209-FCC	Schulte Industries, LTD (FCC)	Landscape Equipment
011510-SQI	SciQuest, Inc	E-Procurement
021808-SP	Sharp Electronics	Copiers and Faxes
051706	Shaw Industries, Inc.	Floor Covering
052910-SCC	Staples Contract and Commerical, Inc.	Furniture
031210-SCC	Staples Contract and Commerical, Inc.	Office & Classroom Supplies
111110-SCC	Staples Contract and Commerical, Inc.	Janitorial Supplies
052910-STI	Steelcase, Inc.	Furniture
022210-SVI	SVI, Inc.	Public Mass Transit Vehicles
052109-SYS	Syntech Systems	Fleet Management Technologies
032108-TU	Tandus US, Inc.	Floor Covering
081209-FCC	Terex (FCC)	Landscape Equipment
081910-FBG	The Fibar Group	Athletic Surfaces
022210-TES	Transportation Equipment Sales Corp (TESCO)	Public Mass Transit
052109-TNL	Trimble Navigation Limited	Fleet Management Technologies
013006	Tyler Technologies/ Munis	Administrative Software
101310-URI	United Rentals, Inc.	Construction Rental Equipment
081209-VRM	Vermeer Corporation	Landscape Equipment
020909-WTI	Weatherproofing Technologies, Inc.	Roofing and Weatherproofing
100907-FCC	Winpower-Winco (FCC)	Heavy Equipment
083110-YBS	Yancey Bus Sales and Service	School Buses
082609-ZMI	Zee Medical, Inc.	Durable Medical Equipment

- Who are some of the partners selected for other membership projects?

See list above.

- What do you like or dislike about some of those partnerships?

This is not a popularity contest. We are here to drive value to our Members. We "Like" Vendors who help us do that.

- What are the specific tangible results the Alliance hopes to gain by partnering with the various vendors?

We save our Members the time and effort of bringing their own competitive bidding process.

Our contracts offer our Members choice of Good-Better-Best in terms of quality and Proven-Accepted-leading edge in terms of technology.

Wherever possible, our contracts offer our Members participation by the entire supply chain from the Manufacturer/Corporate to the local dealer on the defined basis of the "Total Cost of Acquisition".

- What type of access will be given to the 35,000 member directory once a partnership has been decided or awarded?

What would you like? As long as it drives value to our Members we are very workable in terms of information.

- Can you provide me with a location list of the 35,000 members?
 - We need access to this in order to best determine impact the opportunity has to our business. We also would like to know where we can and can't provide service.

Yes, we provide this information to all of our Awarded Vendors.

- Do you simply want to see a pricing list by item for both rental and ADS? Can you be more specific as to what items you or your members intend to utilize?

Please bid to us what our Members (and potential Members) are already purchasing. Then offer all of the rest of your product line that falls within the scope of this RFP. If awarded you can then go out and sell those existing accounts the remaining products and services they never thought to ask of before. Format you bid in a manner which will facilitate communications between your organization and the NJPA Members you hope to serve.

- How will the Alliance roll out the project or opportunities for the successful or winning vendors?

Press releases, inclusion in our catalog (http://www.njpacoop.org/docs/Contract_Directory_MAIN.pdf), and our website (<http://www.njpacoop.org/>), co appearances at national trade shows, training of your sales and sales management forces in the use of our contract with you.

What do you plan to do?

- Is there anything specific your Alliance would like to see regarding ability to capture spend detail, creating a website for members to order direct sale merchandise, etc...?

Our first objective is to get quality products and services to our Members. That being accomplished, value added attributes are valued as well. Data mining, DBE accreditations, Technologically advanced products and delivery systems, as well as "Green" characteristics are all "Value Added" attributes.

Greg Mearns 1-10-11