

COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #060518
Entitled
ATHLETIC SURFACING WITH RELATED MATERIALS, SUPPLIES, INSTALLATION, AND SERVICES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on April 20, 2018, in Utah's *The Salt Lake Tribune* on April 19, 2018, in *USA Today* on April 19, 2018, in South Carolina's *The State* on April 19, 2018 and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, PublicPurchase.com, Merx, and Biddingo:

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 #060518 ATHLETIC SURFACING WITH RELATED MATERIALS, SUPPLIES, INSTALLATION, AND SERVICES. Details of this RFP are available beginning April 19, 2018. Details may be obtained by letter of request to Kim Austin, 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 June 5, 2018 at 4:30 p.m. Central Time at the above address and opened June 6, 2018 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

Aacer Flooring	LifeTec Inc.
ABI Attachments, Inc.	Light Source
ActGlobal	Mats Inc.
Advantage Sport	Mondo USA, Inc.
Altus Construction LLC	Nevco, Inc.
Astroturf, LLC	No Fault Sport Group, LLC
A-Turf, Inc.	Nora Systems, Inc.
Bid Ocean, Inc.	North American Procurement Council
Blue Sky Turf	Oregon Contractor Plan Center Inc
California Sports Surfaces	Perfect Turf
Carpell Surfaces	Performance Sports Systems
ConstructConnect	Periscope Holdings, Inc.
Construction Industry Center	Picture Perfect Lawns Inc.
Construction Journal	Praters
Contractor Plan Center	Premier Surface Solutions Inc.
Controlled Products, LLC	Prime Vendor Inc.
Dugouts USA	Putterman Athletics
DuraEdge Products	Qualite Sports Lighting
Dynamic Sports Construction Inc.	Robbins Inc.

Ecore International Inc.	Robbins Sports Surfaces
Fitness Flooring	Schiller Grounds Care, Inc.
Frontier Golf Inc.	Schmidts and Serafines Inc.
Gerflor USA	Shaw Sports Turf
GigaTera USA, Inc.	SmartBuy
Grand Slam Safety, LLC	SportMaster Sport Surfaces
GreenFields USA	Sprinturf
Hellas Construction, Inc.	Surface America
Hillyard	ThorWorks Industries Inc.
iZone Imaging	Turf Nation
J+J Flooring Group	Unity Creations, Ltd./Unity surfacing Systems
Janitors Supply Co., Inc.	Upper Midwest Athletic Construction, Inc.
Jaypro Sports	Visual Infomedia
Junckers Hardwood Inc.	VRCA
Life Floor	

Proposals were opened on June 6, 2018, at Sourcewell, formerly the National Joint Powers Alliance (NJPA) offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Acer Flooring LLC dba Acer Flooring
 Act Global Americas, Inc.
 AstroTurf Corporation
 Connor Sport Court International LLC
 DuraEdge Products Inc.
 Ecore International
 Engineered Floors, LLC; dba J+J Flooring Group, LLC
 FieldTurf USA, Inc.
 Grand Slam Safety, LLC
 Hellas Construction, Inc.
 ICP Construction, Inc. dba California Sports Surfaces
 Life Floor
 Mats Inc.
 Mats Inc.
 No Fault Sport Group LLC.
 nora systems, Inc.
 Robbins Inc.
 Shaw Contract Flooring Surfaces, Inc. dba Shaw Sports Turf
 SportMaster Sport Surfaces
 Sprinturf, LLC
 Surface America, Inc. & A-Turf, Inc.
 Turf Nation Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, Sourcewell Procurement Manager
Kim Austin, Sourcewell Procurement Lead Analyst
Carol Jackson, Sourcewell Procurement Analyst III
Brandon Town, Sourcewell Procurement Analyst II
Torey Broback, Sourcewell Membership Development Administrator II

The findings of the Proposal Evaluation Committee are summarized as follows:

Proposals were received in sealed packages from Mondo USA and Putterman Athletics, after the deadline for delivery. The untimely packages were returned, unopened, to Mondo USA and Putterman Athletics in accordance with the RFP terms.

The Proposal Evaluation Committee used the Sourcewell (formerly NJPA) RFP evaluation criteria and determined that all proposals met Level-One responsiveness. All proposals, with the exception of Grand Slam Safety, LLC, met Level-Two Responsiveness and were evaluated. The proposal of Grand Slam Safety, LLC, was determined to be Level-Two non-responsive because all products and services offered within the proposal were found to fall outside of the scope of the RFP.

The Proposal Evaluation Committee determined that clarification of Astroturf Corporation's response to Form A, Question 5, was required. Sourcewell issued a request for clarification to Astroturf Corporation pursuant to RFP Section 6.13. Astroturf provided the requested clarification and submitted sufficient additional financial documentation for review by the Committee. The Proposal Evaluation Committee thereafter evaluated all of the responsive proposals.

Astroturf Corporation offers manufacturing and installation of synthetic turf systems, running track surfacing systems and tennis court surfacing. Astroturf has direct sales representatives throughout the country along with a distribution network focused on each vertical including maintenance packages. Astroturf offers a competitive discount and volume pricing for multiple field or court purchases.

Connor Sport Court International LLC manufactures, distributes and installs hardwood flooring systems, vulcanized, recycled, and poured rubber, modular (polypropylene) sports surfaces for indoor and outdoor use, and heterogenous resilient vinyl athletic surfacing. Connor has an extensive sales, installation and service staff that cover the US and Canada and three customer service locations to handle member needs. Connor provides Members a competitive discount from typical list prices

FieldTurf USA Inc. offers a turn-key, all-inclusive product offering for turf, track and court surfaces, site construction and design services. FieldTurf offers members an extensive national sales force throughout the US and Canada. Members may engage FieldTurf's customer service team 24/7 regarding maintenance and service related questions. FieldTurf offers a competitive discount with all-inclusive pricing.



Hellas Construction, Inc. offers synthetic turfs, tracks, and tennis courts. Hellas offers in-house design, manufacturing, installation and construction services. They also offer competitive pricing for their products. Hellas employs a direct sales team of 20 people and over 700 sports construction employees. They are offering Members a solid discount from list prices.

Mats Inc. offers a comprehensive range of athletic flooring solutions designed to provide the highest level of performance and safety. Through their national sales team and Starnet and Fuse dealers, with 470 locations, Mats will serve Members throughout the US. Mats offers Members a significant discount from list prices.

Robbins Inc. provides a turn-key wood athletic flooring and running track offering to Members. They have a large dealer network that covers the US and Canada. Robbins offers products that are desirable for LEED projects. Financing options are available for Members. Robbins offers Members a competitive discount off list pricing.

Shaw Contract Flooring Services, Inc. dba Shaw Sports Turf offers a turn-key synthetic turf product line that includes manufacturing, design and product consultation, installation, maintenance, and reclamation and reuse programs. Shaw has a broad sales and distribution network that covers the US to serve Member needs. As part of its environmental goals, Shaw has a strong reclamation program, diverting carpet from landfills to be used in alternative projects. Shaw offers Members a competitive discount off published list price.

Turf Nation Inc. offers multiple synthetic turf options for Members. Turf Nation makes available a complete installed option, as well as a turf only. Turf Nation has direct sales staff, authorized dealers and Points of Operations, Distribution and Service strategically located for a timely response. Turf Nation offers Members a solid discount off list pricing.

For these reasons, the Sourcewell – formerly NJPA Proposal Review Committee recommends award of Sourcewell Contract #060518 to:

Astroturf Corporation	#060518-AST
Connor Sport Court International LLC	#060518-CSC
Fieldturf USA Inc.	#060518-FTU
Hellas Construction, Inc.	#060518-HLC
Mats Inc.	#060518-MAT
Robbins Inc.	#060518-RBI
Shaw Contract Flooring Services, Inc. dba Shaw Sports Turf	#060518-SII
Turf Nation Inc.	#060518-TNA

The preceding recommendations were approved on August 3, 2018:

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Chris Robinson

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Chris Robinson, JD, Sourcewell Procurement Manager

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Kim Austin

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Torey Broback

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Torey Broback, Sourcewell Membership Development Administrator II