

COMMENT AND REVIEW

to the REQUEST FOR PROPOSAL (RFP) #080818 Entitled

SNOW AND ICE HANDLING EQUIPMENT, SUPPLIES, AND ACCESSORIES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on June 22, 2018, in Utah's *The Salt Lake Tribune*, in *USA Today*, and in South Carolina's *The State* on June 21, 2018, and on the Sourcewell website www.sourcewell-mn.gov, The New York State Contract Reporter website www.nyscr.ny.gov, Onvia website www.onvia.com, PublicPurchase.com, Merx, and Biddingo. The advertisement was reposted by the Rural Municipalities of Alberta (RMA):

Sourcewell, formerly the National Joint Powers Alliance® (NJPA), on behalf of Sourcewell 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 #080818 SNOW AND ICE HANDLING EQUIPMENT, SUPPLIES, AND ACCESSORIES. Details of this RFP are available beginning June 21, 2018. Details may be obtained by letter of request to Kim Austin, Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@sourcewell-mn.gov. Proposals will be received until August 8, 2018 at 4:30 p.m. Central Time at the above address and opened August 9, 2018 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

Air-Flo Manufacturing	Kueper North America	
ASH North America	Little Falls Machine Inc	
ATS Equipment Inc	M-B Companies, Inc.	
Bobcat of Regina Ltd.	MidCo Material Handling	
Bonnell Industries Inc.	Midway Western Star	
Brandt Tractor Ltd.	Mister Chemical Ltd.	
BRITESPAN Building Systems Inc.	Monroe Truck Equipment, Inc.	
Buyers Products Co	OSC Manufacturing & Equipment Services	
Chemung Supply Corp	Park Pumps & Controls, Inc	
Custom Truck	Periscope Holdings, Inc.	
DOB Group, LLC	Priceless Products Landscape Depot Inc.	
Douglas Dynamics/Trynex International, LLC	Prinoth Ltd	
DUCO, LLC	Rock City CDJR	
East Manufacturing Corp.	RPM Tech Group	
Edney Distributing Co. Inc.	Skyworks LLC	
EKA	SMS Equipment	
Epoke North America Inc.	Somerset Welding & Steel	
Everest Equipment Company	Span-Tech Buildings	
Fair Manufacturing Inc.	Stepp Manufacturing Company, Inc.	
Federal Contracts Corporation	Teconer	



Fer-Marc Equipment Ltd.	Tenco Industries
Fortbrand Services Inc	The Godwin Group
Gabrielli Truck Sales	Transpart Inc.
Globe Trailers	Truck Body Equipment International
GVM, Inc.	US Eco Products Corp
Hanson Silo Company	Valk Manufacturing Company
Henderson Products Inc.	Valley Blades Limited
Henke Manufacturing	VariTech Industries Inc.
Horst Welding	Vehicle Leasing Associates LLC
Intercon Truck Equipment	Vigliotti's Great Gardens
Ironhawk Industrial Distribution LLC	Viking Cives USA
J&J Truck Bodies & Trailers / aka Somerset Welding & Steel	Viking-Cives, Ltd.
J.A. Larue Inc.	Wausau-Everest
J-Craft, Inc.	Wear Parts & Equipment
Kimco USA Inc.	Winter Equipment Company, Inc.
Knapheide NW	

Proposals were opened on August 9, 2018, at Sourcewell, formerly the National Joint Powers Alliance (NJPA) offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Air-Flo Mfg. Co. Inc

Bonnell Industries Inc.

Buyers Products Company

Cives Corporation DBA Viking-Cives

Crysteel Manufacturing, Inc DBA J-Craft

Custom Truck One Source

Douglas Dynamics, L.L.C.

Epoke North America Inc.

Everest Equipment Co.

Evolution Edges (A Division of Chemung Supply)

Evolution Edges (A Division of Chemung Supply)

Fair Manufacturing Inc.

Godwin Manufacturing Co, Inc

GVM, Inc.

Henderson Products Inc

Henke Manufacturing

Horst Welding

Ironhawk Industrial Distribution LLC

J.A. Larue Inc.

Kueper North America

Little Falls Machine, Inc.

Monroe Truck Equipment, INC

R.P.M. Tech Inc.



Somerset Welding & Steel, Inc. DBA J&J Truck Bodies & Trailers Swenson Spreader LLC
Tenco Industries, Inc
The KRS Sales Group
VariTech Industries, Inc.
Vehicle Leasing Associates LLC
Wausau Equipment Company
Winter Equipment Company, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, Sourcewell Procurement Lead Analyst James Voelker, Sourcewell Procurement Lead Analyst Carol Jackson, Sourcewell Procurement Analyst III Michael Munoz, Sourcewell Procurement Analyst II

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

The Proposal Evaluation Committee used the Sourcewell RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Bonnell Industries Inc manufacturers a complete line of snow removal equipment including front mounted snowplows, underbody plows and side wing plows, salt spreaders and v-box hoppers in both conveyer and auger designs, dump bodies including stand cross memberless and multipurpose in both stainless steel and carbon steel. Bonnell also performs remanufacturing and rebuild work on equipment, trucks and chassis. Bonnell has a vast sales and dealer network across the United States and Canada to serve member needs. Bonnell offers members competitive pricing and solid warranty.

Buyers Products Company offers members a line of plows, pushers, spreaders, anti-icing systems, cutting edges and replacement parts. They offer a competitive discount and solid warranty. Buyers Products has a sales and dealer network that can service the entire United States and Canada.

Cives Corporation DBA Viking-Cives offers turnkey snow and ice equipment packages with a variety of chassis options. Viking-Cives also offers plows, wings, tow-plows, spreaders, underbody scrapers, dump bodies, edges, wear parts, hydraulic systems and service. Viking-Cives employs a direct sales team, has three manufacturing facilities in the United States and Canada along with many factory stores to meet member needs. Viking-Cives is offering a significant discount to Sourcewell members.

Douglas Dynamics, L.L.C. offers plows under the Fisher, SnowEx and Western brands. In addition, Douglas Dynamics offers hopper spreaders, tailgate spreaders, liquid de-icing products, attachments and accessories. Douglas Dynamics offers a vast dealer network to service Sourcewell members in the United States and Canada. They offer a strong warranty and competitive discount to our members.

Epoke North America Inc. represents towed spreaders, bulk spreaders, and liquid sprayers. They have a tiered warranty structure that is beneficial to Sourcewell members. Epoke has dealer coverage throughout the



Canadian provinces and will be able to adequately serve member needs. Epoke offers a competitive discount and includes shipping to members.

Everest Equipment Co. produces front snow plows, side wing plows and wing plow control systems. In addition, they offer dump body and spread bodies. Everest offers a competitive discount and volume discounts are available. Everest has a strong sales and dealer network that can service Sourcewell members in the United States and Canada.

Evolution Edges (A Division of Chemung Supply) offers winter wear parts, specifically snow plow blades, carbine inserted blades, rubber blades, cast and welded snow plow shoes, and spreader chains. Evolution Edges offers a substantial discount and can service members in the United States.

Fair Manufacturing Inc. is offering PTO driven self-contained, loader-mounted snow blowers and large capacity truck inserts. Fair Manufacturing is a certified small business. Fair Manufacturing has a vast dealer network throughout the United States and Canada to serve Sourcewell members. Fair Manufacturing is offering a strong discount with the potential for volume discounts.

Henderson Products Inc is producing a complete turnkey plow solution including a truck chassis. They also offer dump bodies, snowplows, combination bodies, aggregate spreaders, liquid application products, wing systems, and installation services. Henderson Products has a direct sales force and a dealer network to serve both the United States and Canada. They have competitive pricing for Sourcewell members.

Henke Manufacturing is offering a turn-key solution including a truck chassis along with snow plows, wings, scrapers and spreaders. Henke Manufacturing has a robust dealer network to serve members in the United States and Canada. Henke Manufacturing offer a competitive discount with the opportunity for volume discounts.

Horst Welding manufactures a variety snow plows and snow pushers for Sourcewell members. Horst Welding provides a strong discount to members. They have an excellent warranty on their products. Horst Welding has a vast sales, distribution and dealer network in the United States and Canada to serve Sourcewell members.

J.A. Larue Inc. offers loader mounted and truck mounted blowers, along with chassis mounted brooms. J.A. Larue has sales representatives and utilizes a dealer network in the United States and Canada to serve members. They offer a competitive discount with the potential of volume discount pricing.

Kueper North America offers a complete line of wear parts including snow plow blades and cutting edges. Kueper can serve Sourcewell members in the United States and Canada with their sales staff and dealer network. They offer a competitive discount and volume discounts apply.

Little Falls Machine, Inc. produces a complete line of snow plows, wings, underbody scrapers, one-way plows, reversible plows, and tailgate spreaders. Little Falls Machine has an extensive dealer network throughout the United States and Canada.

R.P.M. Tech Inc. offers self-contained snow blowers, tracked snow blowers and self-propelled blowers for roads, railways, subways, and airport runways. R.P.M. Tech has a strong dealer network that can serve



Sourcewell members in the United States and Canada. R.P.M. offers a robust discount and volume discounts apply.

Somerset Welding & Steel, Inc. DBA J&J Truck Bodies & Trailers represents turn-key light, medium and heavy-duty plow trucks including the chassis, dump bodies, snow plows, and anti-ice accessories. They offer a competitive discount for Sourcewell members. J&J Truck Bodies & Trailers employs direct sales staff and dealer network to meet member needs.

Swenson Spreader LLC offers a variety of tailgate, insert and truck-mounted spreaders. They also offer dump bodies, under body scrapers, and single, multi-blade and side wing blade snow plows. Swenson Spreader has a United States and Canadian sales and distribution network to serve members. Swenson Spreader offers a competitive pricing discount.

Wausau Equipment Company manufactures a complete solution of plows, blades, wings, spreaders, brooms, and blowers. They have a large sales and service force to service our members' needs in the United States and Canada. They also offer competitive pricing for Sourcewell members.

For these reasons, the Sourcewell, formerly NJPA, Proposal Review Committee recommends award of Sourcewell Contract #080818 to:

Bonnell Industries Inc	#080818-BNL
Buyers Products Company	#080818-BPC
Cives Corporation DBA Viking-Cives	#080818-VCM
Douglas Dynamics, L.L.C.	#080818-DDY
Epoke North America Inc.	#080818-EPK
Everest Equipment Co.	#080818-EEQ
Evolution Edges (A Division of Chemung Supply)	#080818-EVE
Fair Manufacturing Inc.	#080818-FAM
Henderson Products Inc	#080818-HPI
Henke Manufacturing	#080818-HEN
Horst Welding	#080818-HOR
J.A. Larue Inc.	#080818-JAL
Kueper North America	#080818-KUE
Little Falls Machine, Inc.	#080818-LFM
R.P.M. Tech Inc.	#080818-RPM
Somerset Welding & Steel, Inc. DBA J&J Truck Bodies & Trailers	#080818-JJT
Swenson Spreader LLC	#080818-SWS
Wausau Equipment Company	#080818-WAS

The preceding recommendations were approved on October 18, 2018:

— Docusigned by:

Fim Lustin

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Kim Austin, Sourcewell Procurement Lead Analyst



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