



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #060122
Entitled

Roadway Paving Equipment

The following advertisement was placed April 12, 2022 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, April 13, 2022 in Oregon's *Daily Journal of Commerce* and on April 12, 2022 and April 19, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Roadway Paving Equipment to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than June 1, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

1437467 Ontario, Inc. O/A FirstChoice Canada	Mashburn Equipment, LLC
Astec Industries	MAZIO ATTACHMENTS, LLC
Awodi Drumming, LLC	NewLane Finance
Bergkamp, Incorporated	Progress Solar Solutions
BEST ALUMINUM STRIPING EQUIPMENT	PWXPress
BOMAG Americas, Inc.	Quick Designs, LLC
Broce Manufacturing Company, Inc.	Ramirez & Sons, Inc.
Calder Brothers Corporation	Regina Construction Association
Caterpillar Inc.	Road Widener, LLC
Cemen Tech Inc.	Sakai America, Inc.
ConstructConnect	SB Manufacturing, Inc. dba Superior Broom
Diamond Steel Co.	Sled Consulting, LLC
Dynapac North America LLC	Special Asphalt Products, Inc.

Eastern Farm Machinery, Ltd.	Stepp Manufacturing Company, Inc.
ELGi Compressors USA, Inc.	The Tools Man, Inc.
Etnyre International	ThorWorks Industries dba SealMaster, Inc.
Falcon Equipment Holdings, LLC	Toromont Cat, A Division of Toromont Industries, Ltd.
GLEZEN'S POWER EQUIPMENT	United Materials of Great Falls, Inc.
Hayward Distributing Co.	Volvo Construction Equipment North America
La Crosse County Highway Department	Weiler, Inc.
LeeBoy (ST Engineering LeeBoy, Inc.)	Wirtgen America, Inc.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on June 1, 2022, at 4:34:01 pm CT. Proposals were received from the following:

Astec Industries, Inc.
 BOMAG Americas, Inc.
 Broce Manufacturing Company, Inc.
 Calder Brothers Corporation
 Caterpillar Inc.
 Cemen Tech Inc.
 Diamond Steel Co.
 Dynapac North America LLC
 Etnyre International
 Falcon Equipment Holdings, LLC
 ST Engineering LeeBoy, Inc.
 MAZIO ATTACHMENTS, LLC
 Sakai America, Inc.
 SB Manufacturing, Inc. dba Superior Broom
 Stepp Manufacturing Company, Inc.
 ThorWorks Industries dba SealMaster, Inc.
 Weiler, Inc.
 Wirtgen America, Incorporated

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Procurement Lead Analyst
 Brandon Town, CPSM, CPSD, Procurement Analyst
 Michael Muñoz, CPPB, Procurement Analyst
 Craig West, Procurement Analyst

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

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal responses from Broce Manufacturing Company, Inc., and SB Manufacturing Inc., fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope requirements and were evaluated. The Proposal Evaluation Committee determined

that the proposals of Calder Brothers Corporation, Caterpillar Inc., Etnyre International, and Falcon Equipment Holdings, LLC, included irregularities or were otherwise incomplete. Sourcewell's Chief Procurement Officer issued a request for clarification to those four proposers pursuant to RFP Section VI. Evaluation, D. - Rights Reserved. The four proposers each submitted a clarification as requested and the information was evaluated as part of their proposal.

Astec Industries, Inc., is offering a selection of equipment for roadway paving material delivery and road paving. Their sales and distribution network can serve participating entities in the United States and Canada. Astec is offering favorable payment terms to Sourcewell participating entities, along with significant discounts off list pricing.

BOMAG Americas, Inc., is a manufacturer of highway pavers, rollers and cold planers. BOMAG has a robust sales force throughout the United States. They have a 95% parts fill rate with same day shipping to dealers. They are offering a solid discount off list price with additional volume discounts available.

Caterpillar Inc. is a manufacturer offering a range of equipment used in the process of roadway paving. Their sales and service forces, and large dealer network, are available to Sourcewell participating entities in the United States and Canada. Caterpillar is offering financing/leasing options, along with competitive discounts on machine and work tool list pricing for Sourcewell participating entities.

Cemen Tech Inc. distributes their offering of concrete and guniting mixers and delivery equipment. The Cemen Tech sales and support staff can provide their solutions to Sourcewell participating entities throughout the United States and Canada. They are offering a significant discount to Sourcewell participating entities.

Dynapac North America LLC is offering a wide selection of compactors, pavers, mini screeds, and rollers. Their sales and significant dealer network can serve participating entities in the United States and Canada. Dynapac is offering significant discounts off published list pricing.

ST Engineering LeeBoy, Inc., is a manufacturer of a line of pavers, distributors, planers, and compactors. Their service offerings include operator and maintenance training for each machine sold. Leeboy has a robust sales force throughout all 50 states and Canada. They are offering a solid discount off list price on new equipment sales, with available financing or leasing options and a rent to own alternative.

Weiler Inc., is a manufacturer providing pavers, screeds, transfer vehicles, windrowers, steel drum compactors, wideners and tack distributors. Their sales and service force are available to Sourcewell participating entities in the United States and Canada. Weiler dealers offer multiple financing and leasing options, and Weiler pricing reflects competitive discounts for Sourcewell participating entities.

Wirtgen America, Incorporated, distributes their offering of milling machines, cold recyclers, slipform pavers and binding spreaders. The Wirtgen sales and support staff can provide their solutions to Sourcewell participating entities throughout the United States and Canada utilizing a dealer network with over 250 locations. They are offering a significant discount from current list pricing to Sourcewell participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #060122 to:


Astec Industries, Inc.	#060122-ATE
BOMAG Americas, Inc.	#060122-BAI
Caterpillar Inc.	#060122-CAT
Cemen Tech Inc.	#060122-CMT
Dynapac North America LLC	#060122-DYN
ST Engineering LeeBoy, Inc.	#060122-VTL
Weiler Inc.	#060122-WLR
Wirtgen America, Incorporated	#060122-WAI

The preceding recommendations were approved on July 21, 2022.

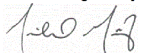
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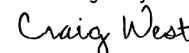
Greg Grunig, MS, Procurement Lead Analyst

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Brandon Town, CPSM, CPSD, Procurement Analyst

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Michael Muñoz, CPPB, Procurement Analyst

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Craig West, Procurement Analyst

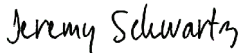
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcwell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #060122 for Roadway Paving Equipment**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcwell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcwell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcwell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer