



**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #110122**  
Entitled

**Airport Runway Materials with Related Supplies and Services**

The following advertisement was placed September 15, 2022 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, September 16, 2022 in Oregon's *Daily Journal of Commerce*, and on September 15 and September 22, 2022 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Airport Runway Materials with Related Supplies and Services 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 November 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:

1Source Holdings, LLC dba 1st Source Business Supplies	MacLean Engineering & Marketing Co., Limited
ADB Safegate America's, LLC	Mirandy Products, LLC
Aebi Schmidt North America	Multi Electric
Agati, Inc.	Musco Sports Lighting, LLC
Air-Flo MFG. CO., Inc.	Nachurs Alpine Solutions, LLC
Allied Construction Industries	Noregon Systems
Axtell's, Inc.	O.C.E.M Acquisition Corp.
Berven Industries, LLC dba New Deal Deicing	PACKER BROTHERS
Buyers Products Company, Inc.	Pavement Stencil Company, LLC
Cenntro Automotive	Personal Growth Network Companies, LLC
Construction Industry Center	Potters Industries, LLC
Construction Reporter	Prime Vendor, Inc.

Cubex Equipment	Regina Construction Association
Cyclone Technology, LLC	Right Manufacturing Systems, Inc.
D&A Road Services, Inc.	SASE Company
Empower Airport Systems	SB Manufacturing, Inc.
ENNIS FLINT, INC.	Sherwin Industries, Inc.
ERB Co.	SIGHTLINE, Inc.
Fortbrand Services	Sled Consulting, LLC
Goldwings Supply Service, Inc.	Sloan Security Group, Inc.
GREATCHEM INTERNATONAL, INC.	SNI Solutions, Inc.
Hali-Brite, Inc.	Stinar, LLC
Hi-Lite Airfield Services, LLC	Terra Drive Systems
J.A. Larue	Wesco Distribution Canada
KEVEREST TECHNOLOGIES	Wright Construction Group
Land Pride, A Division of Great Plains Mfg., 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 November 1, 2022, at 4:36:33 pm CT. Proposals were received from the following:

1Source Holdings, LLC dba 1st Source Business Supplies  
ADB Safegate America's, LLC  
Axtell's, Inc.  
Berven Industries, LLC dba New Deal Deicing  
Buyers Products Company, Inc.  
ENNIS FLINT, INC.  
Hali-Brite, Inc.  
Hi-Lite Airfield Services, LLC  
Land Pride, A Division of Great Plains Mfg., Inc.  
MacLean Engineering & Marketing Co., Limited  
Nachurs Alpine Solutions, LLC  
Noregon Systems  
Pavement Stencil Company, LLC  
Potters Industries, LLC  
SASE Company  
Sherwin Industries, Inc.  
SIGHTLINE, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Procurement Lead Analyst  
James Voelker, CPCM, CFCM, Procurement Lead 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 1Source Holdings, LLC, Buyers Products Company, Inc., Land Pride, Maclean Engineering & Marketing Co. Limited, Noregon Systems LLC and SASE Company fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

ADB Safegate Americas, LLC, has been serving airports for over 100 years. They offer a full line of airport lighting equipment, and services. Their sales staff will work throughout the United States to serve Sourcewell participating entities. Their multiple warehouses allow them to quickly serve entities across the United States and Canada. They are offering substantial discounts off list price.

Axtell's, Inc., can provide a full complement of airport runway services. Axtell's sales and service teams are ready to serve all Sourcewell participating entities in the United States. Axtell's is a certified woman-owned small business. They are offering Sourcewell participating entities solid discounts from list pricing.

Hi-Lite Airfield Services, LLC, has offered airport runway painting and maintenance for over 30 years. They will work throughout the United States and Canada to serve Sourcewell participating entities. They offer an extensive handstriper/marketing layout training program to Sourcewell entities. They are offering substantial discounts off list price.

Nachurs Alpine Solutions, has a 75 year history of providing runway deicers. Nachurs' sales and service teams along with their production facilities and warehouses are ready to serve Sourcewell participating entities in the United States and Canada. Their different formulations designed to be used with various aircraft that others react to. They are offering Sourcewell participating entities a discount from MSRP.

Sherwin Industries, Inc, has offered runway preservation, marking and work zone safety for most of a century. Their sales staff will work throughout the United States and Canada to serve Sourcewell participating entities. They also offer no cost training as part of their proposal. They are offering substantial discounts off list price.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #110122 to:

ADB Safegate Americas, LLC	#110122-ADB
Axtell's, Inc.,	#110122-AXL
Hi-Lite Airfield Services, LLC	#110122-HLA
Nachurs Alpine Solutions	#110122-NCH
Sherwin Industries, Inc	#110122-SWN

The preceding recommendations were approved on December 29, 2022.

DocuSigned by:

*Greg Grunig*

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Greg Grunig, MS, Procurement Lead Analyst

DocuSigned by:

*James Voelker*

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James Voelker, CPCM, CFCM, Procurement Lead Analyst

DocuSigned by:

*Michael Muñoz*

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Michael Muñoz, CPPB, Procurement Analyst

DocuSigned by:

*Craig West*

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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 #110122 for Airport Runway Materials with Related Supplies and Services**.

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.

DocuSigned by:

*Jeremy Schwartz*

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer