



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #111522
Entitled

Airport Runway Equipment with Related Supplies and Services

The following advertisement was placed September 27, 2022 in *USA Today*, in South Carolina's *The State*, 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, September 28, 2022 in Oregon's *Daily Journal of Commerce*, and on September 27 and October 4, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Airport Runway Equipment 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 15, 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	Multi Electric
Aebi Schmidt North America	Multihog, Ltd.
Airport Technologies, Inc.	Northern Truck Equipment Corp.
Alamo Group (USA), Inc.	O.C.E.M Acquisition Corp.
Axtell's, Inc.	Oshkosh Defense, LLC
BOSCHUNG AMERICA, LLC	Prime Vendor, Inc.
Broce Manufacturing Company, Inc.	Regina Construction Association
Buyers Products Company, Inc.	SASE Company
Commercial Truck Equipment Corporation	SB Manufacturing, Inc. (Superior Broom)
Construction Reporter	Sectus Technologies, Inc.
Cyclone Technology, LLC	SIGHTLINE, Inc.
Equipment Works Inc, LLC	Sled Consulting, LLC
Fortbrand Services	Sloan Security Group, Inc.

Gamma Scientific, Inc.	Solar Sound Corp.
Hali-Brite, Inc.	Storm Equipment
Halliday Technologies, Inc.	TD Snow Removal
Hi-Lite Airfield Services, LLC	Team Eagle, Ltd.
International Cybernetics Company, LP	TYMCO, Inc.
J.A. Larue	Waterblasting, LLC (Hog Technologies)
Kage Innovation, LLC	Wille North America, Inc.
Lunar Contracting	Wright Construction Group

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 15, 2022, at 4:31:38 pm CT. Proposals were received from the following:

ASH North America, Inc. (Aebi Schmidt North America)
 Airport Technologies, Inc.
 Alamo Group (USA), Inc.
 BOSCHUNG AMERICA, LLC
 Broce Manufacturing Company, Inc.
 Buyers Products Company, Inc.
 Cyclone Technology, LLC
 Fortbrand Services
 Gamma Scientific, Inc.
 Hali-Brite, Inc.
 Halliday Technologies, Inc.
 International Cybernetics Company, LP
 J.A. Larue
 Multihog, Ltd.
 Oshkosh Corporation (Oshkosh Defense, LLC)
 SASE Company
 SB Manufacturing, Inc. (Superior Broom)
 Team Eagle, Ltd.
 TYMCO, Inc.
 Waterblasting, LLC (Hog Technologies)
 Wille North America, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst
 Carol Jackson, Procurement Analyst
 Beverly Hoemberg, 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 all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Airport Technologies Inc. is a manufacturer of severe-duty airport snowplows, high-speed snow blowers, sweepers and is an authorized dealer of Boschung Airport Runway products. Their direct sales force is ready to service the United States and Canada. Warranties cover all products, parts, and labor with an extended warranty available. Sourcewell participating entities will receive a solid discount off list price.

Alamo Group is offering a wide variety of airport equipment including roll over plows, blowers, general purpose plows, scrapers, brooms, deicers, and replacement and service parts. Their sales team and dealer network are located throughout the United States and Canada to fully serve Sourcewell participating entities. Warranties cover all products, parts, and labor with extended warranty and service contracts available. Alamo Group is providing competitive discount pricing.

ASH North America, Inc., dba Aebi Schmidt North America provides a full line of airport runway snow and ice equipment and related supplies and services. Their product line consists of plows, blowers, brushes, sweepers, anti-icing, and deicing equipment, parts, and service for their entire line of products. Aebi Schmidt North America will provide sales and service to all Sourcewell participating entities in the United States and Canada. Their pricing represents significant discounts off published list pricing, with the discount percentage varying by products and category.

Fortbrand is offering a full line of airfield runway snow removal equipment. Their product line includes Vammas large capacity snow blowers, blowers, brushes and sweepers and deicing equipment. Fortbrand has a strong sales and service force to serve Sourcewell participating entities throughout the United States and Canada. They offer in-house financing options and a sizable discount off list price.

J.A. Larue is a manufacturer that provides industrial airport runway snow removal equipment such as loader-mounted and self-propelled snow blowers, brooms, and plows. Their extensive dealer network will provide sales and service to all Sourcewell participating entities located in the United States and Canada. They are offering a solid percentage discount from standard list pricing, with increasing discounts based on unit order quantities.

MultiHog Ltd manufactures a range of multipurpose tractors and sweepers that can run an array of attachments for runway maintenance including snow removal, rubber removal, line removal, salt spreading, deicing, trash pickup and mowing in the United States and Canada. Installation, set up and training, initial inspection is included at no additional charge. They are offering a stated percentage discount from list prices

Oshkosh Corporation dba Oshkosh Defense, LLC is offering their heavy duty and rugged line of airport snow removal equipment which includes plows, blowers, brooms, and anti-icing equipment. Their sales, service and support networks cover the entire United States and Canada. Oshkosh offers a standard warranty that covers all components, parts, and labor with extended warranties available. They offer competitive pricing with a discount.

SB Manufacturing dba Superior Broom is a manufacturer of airport runway brooms and sweeping machines. They have a robust dealer network and service force located throughout North America. Superior Broom offers a warranty that covers all products, non-wear parts, and labor. They are providing Sourcewell participating entities a significant discount off list price.

Team Eagle Ltd. provides turn-key runway maintenance and emergency equipment, including situational awareness and safety systems. Their sales team and dealer network will provide sales and service to all Sourcewell participating entities in the United States and Canada. Team Eagle Ltd. offers extended warranty options beyond their standard warranty to meet participating entities needs. They are offering a solid discount off their typical MSRP unit pricing.

TYMCO, Inc. is a manufacturer of airport runway sweepers that utilize the Regenerative Air System to clean airport runways, ramps, aprons, and taxiways. All sweeper models improve public safety by removing FOD (Foreign Object Debris) from airport runways. TYMCO can provide sales and service throughout the United States and Canada. Municipal lease purchase services available and Sourcewell participating entities receive a solid discount off base unit and options.

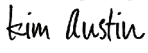
Waterblasting, LLC dba Hog Technologies offers a water blasting system to clean the rubber from airport runways, remove pavement markings and striping, and perform surface prep. They provide sales and service to all the United States and Canada. Hog Technologies warranties their components, parts, and labor. Service Contracts, parts, upgrades, and refurbishing are available for the life of the equipment. They offer Sourcewell participating entities a competitive discount off standard pricing.

Wille North America Inc. is a manufacturer of multi-function utility vehicles and attachments with four-season versatility. Their sales and service teams stand at the ready to serve Sourcewell participating entities in the United States and Canada. Willie's warranty will cover all products, equipment, parts, and labor. Discounts off MSRP will be offered.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #111522 to:

Airport Technologies Inc.	#111522-APT
Alamo Group	#111522-AGI
ASH North America, Inc., dba Aebi Schmidt North America	#111522-AEB
Fortbrand	#111522-FTB
J.A. Larue	#111522-JAL
MultiHog Ltd	#111522-MUL
Oshkosh Corporation dba Oshkosh Defense, LLC	#111522-OKC
SB Manufacturing dba Superior Broom	#111522-SBM
Team Eagle Ltd.	#111522-TEA
TYMCO, Inc.	#111522-TYM
Waterblasting, LLC dba Hog Technologies	#111522-WTB
Wille North America Inc.	#111522-WLE

The preceding recommendations were approved on February 2, 2023.

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

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Carol Jackson

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Carol Jackson, Procurement Analyst

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Beverly Hoemberg

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Craig West

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Craig West, Procurement Analyst

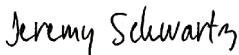
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #111522 for Airport Runway Equipment 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 Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell 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 Sourcewell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer