



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #031423
Entitled

Salt, Brine, and Anti-Icing or De-Icing Agents, and Brine Production and Storage Systems

The following advertisement was placed January 24, 2023 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, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, January 25, 2023 in Oregon's *Daily Journal of Commerce*, and January 24 and January 31, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Salt, Brine, and Anti-Icing or De-Icing Agents, and Brine Production and Storage Systems 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 March 14, 2023, 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:

Ag Spray Equipment	GVM, Inc.
Berven Industries, LLC dba New Deal Deicing	Harmony Deicing Products, Inc.
Beville Enterprises, LLC	HENDERSON PRODUCTS, INC.
Brine Masters, LLC	Johnson Feed, Inc.
Buyers Products Company, Inc.	Kage Innovation, LLC
C & H OUTDOOR, LLC	Kortech Calcium Services
Cargill Salt	LavaGrip Traction-Aid, Ltd.
CE Distribution, Inc.	Morton Salt, Inc.
Chemical Containers, Inc.	Nachurs Alpine Solutions, LLC
Compass Minerals America, Inc.	Polywest
Contree Sprayer and Equipment Co., LLC	Regina Construction Association
Dustbusters Enterprises, Inc.	Snow Removal Group, INC.
ENDURAPLAS, LLC	Tiger Calcium Services, Inc.

EnviroTech Services, Inc.	US CHLORIDES, INC.
Gasaway Distributors	VariTech Industries, Inc.
Global Commodity Distribution	Western Road Distribution, 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 March 14, 2023 at 4:31:48 pm CT. Proposals were received from the following:

Berven Industries, LLC dba New Deal Deicing
 Brine Masters, LLC
 Cargill Inc.
 Dustbusters Enterprises, Inc.
 ENDURAPLAS, LLC
 GVM, Inc.
 HENDERSON PRODUCTS, INC.
 Kage Innovation, LLC
 LavaGrip Traction-Aid, Ltd.
 VariTech Industries, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst
 Craig West, Procurement Analyst
 Kim Wudinich, 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.

Berven Industries, LLC dba New Deal Deicing is a manufacturer and distributor of sprayer systems and non-chloride deicers and brine systems used to produce anti-icing and deicing agents. Their nationwide sales and distribution network is available to serve North America. New Deal Deicing is offering volume discounts on deicing products and a range of discounts off MSRP pricing to Sourcewell participating entities.

Brine Masters, LLC manufactures automated liquid brine production equipment, control systems, blending systems and storage tanks. Their direct sales and service force is available to serve Sourcewell participating entities throughout the United States and Canada. Brine Masters, LLC offers financing options and a competitive discount off list price.

Cargill, Inc. offers brine makers, brine blending equipment, deicing agents, salt, deicers and anti-icers. They have a comprehensive sales and dealer network to meet the needs of Sourcewell participating entities in the United States and Canada. Cargill Inc.'s pricing and volume discount, along with financing and lease options, represent a significant value.

Enduraplas, LLC is offering the Camion brand of brine makers, storage and transport tanks and ice control sprayers. They have a robust sales and dealer network ready to service Sourcewell participating entities in the

United States and Canada. They offer an industry leading 10-year warranty on their brine storage tanks. Enduraplas, LLC has financing options available and a solid discount off MSRP pricing.


Henderson Products, Inc., manufactures mobile and stationary brine makers, truck fill stations, storage tanks, shelters, service, and installation. They have a robust sales and dealer network to serve Sourcewell participating entities across the United States and Canada. BrineXtreme demo trailers are available to demonstrate the production of salt brine at a customer’s location. Henderson Products, Inc. is offering significant discounts from list pricing.

VariTech Industries Inc. is offering brine making, chemical blending, storage tanks and transfer stations to pump to a truck mounted applicator. They will utilize the sales and service personnel of their affiliate, FORCE America, throughout the United States and Canada. VariTech Industries Inc. includes a discount off list prices that represents a considerable value for Sourcewell participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #031423 to:

Berven Industries, LLC dba New Deal Deicing	#031423-NDD
Brine Masters, LLC	#031423-BRM
Cargill, Inc.	#031423-CGI
Enduraplas, LLC	#031423-EDP
Henderson Products, Inc.	#031423-HPI
VariTech Industries Inc.	#031423-VAR

The preceding recommendations were approved on May 17, 2023.

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 Kim Austin, MBA, CPPB, Procurement Lead Analyst

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 Craig West, Procurement Analyst

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 Kim Wudinich, Procurement Analyst

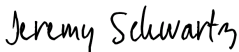
STATEMENT OF COMPLIANCE

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 #031423 for Salt, Brine, and Anti-Icing or De-Icing Agents, and Brine Production and Storage Systems.**

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, NIGP-CPP
Sourcewell Chief Procurement Officer