



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #082923  
Entitled

**Ag Tractors with Related Attachments, Accessories, and Supplies**

The following advertisement was placed July 11, 2023 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, PublicPurchase.com, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), July 12, 2023 in Oregon's *Daily Journal of Commerce*, and July 11 and July 18, 2023 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Ag Tractors with Related Attachments, Accessories, and Supplies 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 August 29, 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:

AGCO Corporation	MAZIO ATTACHMENTS, LLC
Bad Boy, Inc.	McCormick North America
Buening Implement	Mecalac North America, LLC
CHAVES BROTHERS MANAGEMENT, LLC	Niemuth Implement Co., Inc.
CLAAS of America, Inc.	Pillar Equipment
CNH Industrial America, LLC	PWXPress
Davis Village Solutions, LLC	Reid Enterprises
Deere & Company	Salford Group, Inc.
Energreen America, Inc.	Solectrac, Inc.
FSR Consulting, LLC dba Cirrus Systems	South Side Sales & Service, Inc.
Hoyer Outdoor Equipment, Inc.	STEC EQUIPMENT
JCB, Inc.	Sunbelt Rentals, Inc.

JES Equipment Solutions, LLC	Trimax Mowing Systems, Inc.
Kubota Tractor Corporation	Yanmar America Corporation

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 August 29, 2023 at 4:31:10 pm CT. Proposals were received from the following:

AGCO Corporation  
 CHAVES BROTHERS MANAGEMENT, LLC  
 CLAAS of America, Inc.  
 CNH Industrial America, LLC  
 Deere & Company  
 Kubota Tractor Corporation  
 Salford Group, Inc.  
 Solectrac, Inc.  
 STEC EQUIPMENT  
 Yanmar America Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Supervisor  
 Greg Grunig, MS, Procurement Lead Analyst  
 Craig West, Procurement Analyst  
 Nick Scholer, 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 response from Salford Group, Inc., fell 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.

AGCO Corporation manufactures tractors, combines, self-propelled sprayers, hay tools, forage equipment, seeding and tillage equipment, implements, and grain storage and protein production systems marketed under various brands including Challenger, Fendt, Hesston, and Massey Ferguson. Their sales force and dealer network with 791 locations cover and serve the United States and Canada. AGCO's offerings include CVT transmissions that do not utilize clutch packs. They also offer Sourcewell participating entities a solid discount off MSRP pricing.

CNH Industrial America, LLC offers an extensive variety of tractors, combines, tillage equipment, sprayers, spreaders, planters, seeders, hay balers, rakes, pallet forks, and forage equipment. With their sales force and authorized dealer network of 1546 locations, they cover all of the United States and Canada. CNH Industrial America also offers biodiesel compatibility and methane powered equipment options. They are offering a competitive discount off MSRP pricing to Sourcewell participating entities.

Deere & Company provides a wide selection of products including tractors, combines, attachments, implements, rotary cutters, hay and forage equipment, tillage, sprayers, and planting and seeding equipment. They have an extensive dealer network of over 1700 locations in the United States and Canada that will sell and service to all

Sourcewell participating entities. Deere & Company's solutions feature precision technologies that allow for reduced input costs, increased yields, and smoother operation. They are offering Sourcewell participating entities a substantial discount off their MSRP pricing.

Kubota Tractor Corporation offers a wide variety of tractors, implements, attachments, and hay tools. Their sales force and certified dealer network of over 1250 locations cover and service all of the United States and Canada. Kubota Tractor Corporation incorporates information and communications technology in their approach to precision farming to improve cost and production efficiency. They are offering Sourcewell participating entities a solid discount off MSRP pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #082923 to:

AGCO Corporation	#082923-AGCO
CNH Industrial America, LLC	#082923-CNH
Deere & Company	#082923-DAC
Kubota Tractor Corporation	#082923-KBA

The preceding recommendations were approved on October 3, 2023.

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*James Voelker*

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James Voelker, CPCM, CFCM, Procurement Supervisor

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*Greg Grunig*

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Greg Grunig, MS, Procurement Lead Analyst

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*Craig West*

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Craig West, Procurement Analyst

DocuSigned by:

*Nick Scholer*

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Nick Scholer, Procurement Analyst

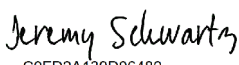
### STATEMENT OF COMPLIANCE

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 #082923 for Ag Tractors with Related Attachments, Accessories, and Supplies**.

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