



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #040924
Entitled

Rental Equipment, Products, and Related Services

The following advertisement was placed February 20, 2024 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, February 21, 2024 in Oregon’s *Daily Journal of Commerce*, and February 20 and February 27, 2024 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Rental Equipment, Products, and Related 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 April 9, 2024, 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:

1385608 Alberta, Ltd.	Holt Machinery Company dba Reardon Metal dba Paragon Steel and Tool
ABC Van Rentals	JAPA Equipment Rentals, Inc.
Advanced Dri, Inc.	JC SMITH, INC.
Aggreko Canada, LLC	JPS Works, LLC
Altec Industries, Inc.	JSKA Moving Systems, Inc.
ARX Perimeters	L.M. GENERATING POWER CO., LTD
AUSTIN LOGISTICS, LLC	Midwest Wash Systems, LLC
Big Truck Rental, LLC	NextEra Mobility, LLC
Brandt Tractor	PADL, LLC
C and H OUTDOOR, LLC	PAPE Rents
Capacity Truck & Crane Services, Inc.	Prime Vendor, Inc.
Caterpillar, Inc.	Regina Construction Association
City Rent A Truck	Ricoh Canada / Tammy Klym-Wolfe

Clark Equipment Company	Rubbl Holdings, LLC
Commonwealth Equipment Corp.	Scranton Manufacturing Company, Inc. dba New Way Trucks
Compactor Rentals of America, LLC	Sennebogen, LLC
Complete Equipment	Shopbot Tools, Inc.
Cross Country Canada Supplies and Rentals	Smart Power Systems Corp.
Custom Truck One Source, L.P.	Spectrum Equipment, Inc.
Driven Equipment, Ltd.	Sunbelt Rentals, Inc.
EGYM, Inc.	Super Save Group of Companies
Fargo Rentall, Inc.	Taylor Sudden Service, Inc.
Federal Signal Corporation	Tech Operations, LTD
Ferri Equipment, Inc.	Tennessee Valley Equipment, LLC
First Green Industries, Inc.	The Hertz Corporation
Gable Steel, LLC	Toromont Material Handling, A Division of Toromont Industries, Ltd.
Gear Equipment, Inc.	Tracey Road Equipment
Global Lease Group, Inc.	UNITED RENTALS (NORTH AMERICA), INC.
Gregory Poole Equipment Company	Victoria Shipping Containers, Inc.
H&E Equipment Services, Inc.	West-Mark
Herc Rentals, Inc.	Whites Welding, LLC (Line Gear Rentals, LLC)

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 April 9, 2024 at 4:30 pm CT. Proposals were received from the following:

Big Truck Rental, LLC
Capacity Truck & Crane Services, Inc.
Caterpillar, Inc.
Compactor Rentals of America, LLC
Federal Signal Corporation
First Green Industries, Inc.
Global Rental Co, Inc. dba Altec Industries, Inc.
H&E Equipment Services, Inc.
Herc Rentals, Inc.
Holt Machinery Company dba Reardon Metal dba Paragon Steel and Tool
JAPA Equipment Rentals, Inc.
Scranton Manufacturing Company, Inc. dba New Way Trucks
Sennebogen, LLC
Spectrum Equipment, Inc.
Sunbelt Rentals, Inc.
United Rentals (North America), Inc.
Whites Welding, LLC (Line Gear Rentals, LLC)

Proposals were reviewed by the Proposal Evaluation Committee:

Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst

Nicole Lueth, Procurement Analyst
Bill Davison, CPPO, NIGP-CPP, Procurement Analyst
Ashley Powers, Procurement Analyst

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

Proposers were asked to submit a proposal based on their product offerings in designated categories. Proposers could select Category 1 if they could provide at least one solution in each Category 2 and Category 3 as defined in the RFP. Proposers seeking an award in Category 2 or 3, as defined in the RFP, must include at least one solution offered within the scope of the desired Category. The categories are listed below:

Category 1: Rental Equipment, Products and Related Services
Category 2: Construction Equipment and General Rental Solutions
Category 3: Public Works and Public Utility Equipment

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.

Category 1 Awarded Suppliers

Caterpillar Inc. (CAT), offers construction, mining, and public works equipment rentals. They also offer used machine sales, parts, and service. With a vast independently owned dealer network, CAT provides coverage throughout the United States and Canada. Sourcewell participating entities will receive discounted, not to exceed pricing.

Compactor Rentals of America, LLC, offers compaction equipment for rent and refurbished equipment for sale. They offer services in forty-eight states and provide free maintenance with their rental agreements. Delivery, installation, and start-up training are included. Compactor Rentals of America offers substantial discounts to Sourcewell participating entities.

Global Rental Co, Inc. dba Altec Industries, Inc. offers participating entities a wide variety of construction and public works rental equipment with a rent-to-buy option. Global Rental has a robust sales force covering the United States and Canada and 24-hour mobile emergency service available. Global Rental offers a competitive discount to Sourcewell participating entities.

Herc Rentals, Inc., is offering a vast selection of construction and public works equipment, along with safety training, operator certification courses, and train-the-trainer courses. Their team of over 7,400 employees will serve the United States and Canada. They offer competitive pricing to Sourcewell participating entities.

Sunbelt Rentals, Inc. is a full line equipment rental company with over 16,000 product lines. They serve the U.S. and Canada with more than 1,300 company owned locations and their own sales and service staff with over 6,500 North American team members. They offer an e-procurement solution, punch-out catalog integrations, and electric and LP gas alternatives. Sunbelt is providing a strong discount on day, week, and monthly rentals as well as volume discounts.

United Rentals, Inc., is offering Sourcewell participating entities a comprehensive selection of construction and public works rental equipment with over 1,465 locations in the United States and Canada. Their United Academy

platform offers a library of courses and safety training. They are offering competitive not to exceed pricing for their rental equipment.

Category 2 Awarded Suppliers

JAPA Equipment Rentals, Inc. rents and services a variety of earthmoving and road building equipment from their two Alberta, Canada locations. They plan to provide services to Alberta, the Yukon, the Northwest Territories, Saskatchewan, and British Columbia. They are offering rental purchase options and an attractive discount to Sourcewell participating entities.

Category 3 Awarded Suppliers

Federal Signal Corporation offers public works rental equipment to Sourcewell participating entities with an option to purchase. With over 100 dealer locations, they are prepared to serve the United States and Canada. Federal Signal Corporation offers a competitive discount to Sourcewell participating entities.

Scranton Manufacturing offers forty-five models of refuse trucks for rent or purchase. In addition to traditional diesel combustion engine-powered equipment, they also offer alternatively fueled refuse collection vehicles. They serve both the United States and Canada and offer a competitive discount to Sourcewell Participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #040924 to:

Caterpillar Inc.	#040924-CAT
Compactor Rentals	#040924-CMR
Federal Signal Corporation	#040924-FSC
Global Rental Co, Inc. dba Altec Industries	#040924-ALT
Herc Rentals	#040924-HRC
JAPA Equipment	#040924-JPA
Scranton Manufacturing	#040924-NWY
Sunbelt Rentals	#040924-SNB
United Rentals	#040924-URI

The preceding recommendations were approved on May 31, 2024.

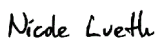
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Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst

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Nicole Lueth, Procurement Analyst

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Bill Davison

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Bill Davison, CPPO, NIGP-CPP, Procurement Analyst

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Ashley Powers

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Ashley Powers, Procurement Analyst

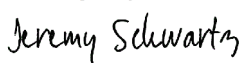
STATEMENT OF COMPLIANCE

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 #040924 for Rental Equipment, Products, and Related 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, NIGP-CPP
Sourcewell Chief Procurement Officer