



**COMMENT AND REVIEW  
to the  
REQUEST FOR PROPOSAL (RFP) #120324  
Entitled**

**Plastic Refuse and Recycling Containers with Related Technology Solutions**

The following advertisement was placed October 15, 2024 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, and The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), October 15, 2024 and October 16, 2025 in the *Salt Lake Tribune*, October 15, 2024 and October 22, 2024 in *USA Today*, October 16, 2024, in South Carolina's *The State*, the *Deseret News*, and Oregon's *Daily Journal of Commerce*, and October 16, 2024 and October 22, 2024 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Plastic Refuse and Recycling Containers with Related Technology Solutions to result in a procurement 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 December 3, 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:

American AI Logistics	PWXPress
Big Belly Solar, LLC	Range Steel Fabricators
Black Rook Corporation	Recycle Coach dba Municipal Media Corp.
CANADA SOUCING EXPERTS INC.	Rehrig Pacific Company
Cascade Engineering, Inc., dba Cascade Cart Solutions	Routeware, Inc., dba Wastech Corp.
DJC Oregon Project Center	Schaefer Plastics North America, LLC
emz-Hanauer GmbH & Co. KGaA	SCHAFFER EQUIPMENT LP
eRepublic, Inc.	Sierra Container LLC
F-MARQS Inc	Single Source Supply Inc
IPL North America Inc.	Sled Consulting, LLC
Macro Plastics Inc., dba IPL Global	Tank Holding Corp
metroSTOR Inc.	Technology International, Inc.
Mobile Container Service, Inc.	TenThousand Holdings Ltd.

Nerevu Group, LLC	The PlanIT Room
NotaWorks	The Prestwick Group dba Max-R
ORBIS Canada	Tiger Supplies
Otto Environmental Systems North America, Inc	Toter, LLC
Prairie Robotics Inc.	True North Emergency Equipment
Prime Vendor Inc.	WAXIE Enterprises 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 December 3, 2024, at 4:30 p.m. Central Time. Proposals were received from the following:

Big Belly Solar, Inc.  
 Cascade Engineering, Inc., dba Cascade Cart Solutions  
 Macro Plastics, Inc., dba IPL Global  
 ORBIS Canada dba ORBIS Corporation  
 Otto Environmental Systems North America, Inc  
 Prairie Robotics, Inc.  
 Recycle Coach dba Municipal Media Corp.  
 Rehrig Pacific Company  
 Routeware, Inc., dba Wastech Corp.  
 Schaefer Plastics North America, LLC  
 The Prestwick Group dba Max-R  
 Toter, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Brandon Town, NIGP-CPP, CPSM, Senior Procurement Analyst  
 Joshua Young, CPPB, NIGP-CPP, Procurement Analyst II  
 Julie Riebe, Procurement Analyst II  
 Nicole Lueth, Procurement Analyst

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

Cascade Engineering has eight production facilities spread across North America and an established market share of approximately 20%. They are offering participating entities a range of discounts up to 25%. With a comprehensive customer service program, Cascade Engineering offers RFID-enabled waste carts for digital tracking and data collection. Registered as a Woman Business Enterprise, Cascade Engineering provides a wide variety of goods for participating entities. Their EcoCarts are made from 50% post-consumer recycled materials and they provide lift and tipping solutions for stationary carts and dumpsters.

Rehrig Pacific Company is a long-time plastic container manufacturer and technology provider. They are offering Sourcewell participating entities a wide array of plastic containers, a comprehensive cart maintenance program, and their Vision Software. Rehrig Pacific Company can sell and service all of US and Canada through their strategically located sales staff and manufacturing facilities. They are offering a ceiling-based price structure. Their products incorporate recycled plastics and their container products are fully recyclable. They also have a material buyback program for containers at the end of their useful life. They are dedicated to sustainability through their zero-waste manufacturing process.

Schaefer Plastics North America, LLC produces 100% recyclable waste and recycling carts in their North Carolina and California manufacturing plants and has over 30 million carts in service nationwide. They also offer the WISTAR technology suite to track and manage cart lifecycles via RFID tags and deliver real time cart management data. Their carts are manufactured to ANSI standards, quality assurance tested, and backed by a ten-year warranty. They serve both US and Canada with direct sales and service staff supplemented by a robust dealer network. They are offering ceiling pricing based on a minimum order quantity. They also feature a buyback program to recycle used carts and reduce costs.

The Prestwick Group leverages their partners to provide members a strong distribution network servicing all of US and Canada. Providing a solid selection of refuse and recycling solutions featuring Inspire waste bins, and SmartSort AI technology designed to enhance waste management and recycling processes. Additionally, The Prestwick Group features strong manufacturing capabilities with a focus on precision engineering. Their pricing model includes a how-to-order instruction for members. Detailing a section for each "model/series" which includes the SKU, capacity, dimensions, weight, base line pricing, pricing with quantity discount pricing, Canadian dollar pricing along with the discount quantity pricing. This pricing model is provided for all series with and without the technology add-in providing using entities maximum flexibility in their ordering decisions.

Toter, LLC provides an extensive range of refuse and recycling containers for residential, commercial, and institutional use. Their robust sales and distribution network is equipped to serve Sourcewell participating entities across the United States and Canada. Toter, LLC offers these entities a variety of competitive discounts on their Toter Residential and Toter Pro product lines.

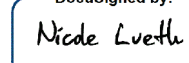
For these reasons, the following awards of Sourcewell Master Agreement #120324 are recommended:

Cascade Engineering	120324-CEI
Rehrig Pacific Company	120324-REH
Schaefer Plastics North America, LLC	120324-SFR
The Prestwick Group	120324-PSW
Toter, LLC	120324-TOT

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

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Joshua Young, CPPB, NIGP-CPP, Procurement Analyst II

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Julie Riebe, Procurement Analyst II

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Nicole Lueth, 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 #120324 for Plastic Refuse and Recycling Containers with Related Technology Solutions**.

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 master agreements.
2. The procurement process and resulting master agreements 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.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on April 24, 2025.

Signed by:



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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP  
Sourcewell Chief Procurement Officer