



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL RFP #122325
Entitled

Permanent, Fixed-Message Signage with Related Products and Services

The following advertisement was placed November 4, 2025, in and on the Sourcewell website 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, November 5, 2025 in South Carolina’s The State, the Deseret News, the Salt Lake Tribune, and in the Oregon’s Daily Journal of Commerce. November 4, 2025 and November 11, 2025 in USA Today, The Oklahoman and in the Indianapolis Star, and November 7, 2025 and November 14, 2025 in the Indiana Business Journal.

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Permanent, Fixed-Message Signage with Related Products and Services 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 23, 2025, 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:

1032191 ONTARIO LIMITED	Lavi Industries
148514 Canada Inc. Optima	Matcon Construction Services, Inc.
ADDCO Acquisition, LLC	Metro LED LLC
ADTRONICS SIGNS LTD	Modulex Corporation
Advance Sign Group	Lakeshore Learning Materials
Alchemy Greenhouse Solutions, Inc	Lavi Industries
AM Signal, LLC	National Graphic Solutions inc. (2016)
Armor Tuff, LLC	NBCP Communications
Atec Signs Inc.	NEC Signage + Architectural Products
Atlas Sign Services, Inc.	Newman Signs, Inc.
ATS Traffic dba, Advanced Government Services, LLC	North Light Color Inc.

B.M.R. Mfg. Inc.	Osburn Associates Inc
Bibliotheca, LLC	PC University Distributor's Inc
Blind Dog Productions, Ltd. dba iZone Imaging	Prime Vendor Inc.
Canon Canada Inc.	Prison Rehabilitative Industries and Diversified Enterprises, Inc.
Chromesignage	PWXPress
ConstructConnect	QAF Services LLC
Custom Products Corporation	Radarsign, LLC
Datatronic Control, Inc	Rec Technologies, Inc.
Delta Saber Inc.	RoadSafe Traffic Systems, Inc.
ERRM Enterprises Inc.	Scenic Sign Corporation
FenceScreen LLC	SD Industries, LLC
Forte Creative	Sign & Media Consulting
Fracture, Inc.	Sign Acquisition LLC dba American Interstate Signcrafters
G P Roadway Solutions, Inc.	sign dog west llc
G&L Designs llc	Sign Executives LLC
Graphic House Inc	Signs Maker Inc.
GSA Contract Services	Solar Sound Corp
Highway Specialties, LLC	Stinson Equipment LTD
i2 Visual, Inc.	Stong Enterprises LLC
Infosys Public Services, Inc.	Superior Sign and Lighting
Interwest Safety Supply	Tacey, LLC dba, Imagine Your Space
Interwest Safety Supply LLC	TELE-COMMUNICATION, INC
JC SMITH INC	Terrabilt, Inc.
K&K Systems Inc.	The CRF Group, Inc. dba, Signarama
K3 Construction LLC	The PlanIT Room
Lakes Country Service Cooperative	The Sourcing Group, LLC
Lakeshore Learning Materials	Trade Signs
Lavi Industries	TRI Industries, LLC
Litho Press Inc	UberDisplays, LLC
MARCO Ideas Unlimited, Inc.	Utility Trailer Sales of Colorado, LLC
Lakes Country Service Cooperative	Vulcan, Inc.
Lakeshore Learning Materials	WDG Holdings, LLC
Orbus 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 23, 2025, 4:30 p.m., Central Time. Proposals were received from the following:

Atlas Sign Services, Inc.
ATS Traffic dba, Advanced Government Services LLC
Blind Dog Productions, Ltd. dba iZone Imaging
Custom Products Corporation
Fracture, Inc.

i2 Visual, Inc.
Lavi Industries
Matcon Construction Services, Inc.
Orbus LLC
Radarsign LLC
Rec Technologies, Inc.
RoadSafe Traffic Systems, Inc.
Scenic Sign Corporation
Tacey LLC dba, Imagine Your Space
Terrabilt, Inc.
The CRF Group, Inc. dba, Signarama
The Sourcing Group LLC
Vulcan, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Brandon Town, Senior Procurement Analyst
Joshua Young, Procurement Analyst II
Nicole Lueth, Procurement Analyst II

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.

ATS Traffic Ltd. (ATS), headquartered in Edmonton, Alberta, has been operating since 1966 and provides traffic safety and permanent signage solutions across Canada and the Pacific Northwest. With 16 branches and nearly 700 employees, the company manufactures regulatory, warning, wayfinding, and custom signage using 3M-certified materials and processes. The company holds multiple safety certifications and reports that approximately 50% of its sales are to governmental entities, supporting municipalities, utilities, and other public agencies with in-house design, manufacturing, and installation services. Through its subsidiary, Advanced Government Services (AGS), ATS also delivers work zone services and related installation support in Washington, Oregon, and nearby states. ATS is offering substantial discounts off products and services to participating entities.

Lavi Industries, is a U.S. manufacturer of queue management, public guidance, and permanent fixed-message signage solutions. The company produces wall-mounted, post-mounted, stanchion-mounted, and overhead signage systems intended for long-term use in high-traffic public environments such as government buildings, transportation facilities, schools, and healthcare settings. In addition to manufacturing, Lavi provides design support, graphic production, assembly, and installation coordination, along with replacement components and system updates as needed. Lavi is offering a competitive discount from published list pricing across their Sourcewell product portfolio.

Orbus, LLC is a house of brands that provides visual communications solutions. Their offering includes the brands of Creo Industrial Arts, Fabric Images, and SEG Systems. Together, these three brands deliver a single source to fulfill total signage needs. Based in Washington and North Carolina, their sales and service staff offer a 24-48 hour response time guarantee. They serve the contiguous United States and Creo serves several Canadian provinces. Their permanent signage solutions are specifically designed to perform in both indoor and outdoor

environments and offer durability and environmental performance. Orbus, LLC is extending an attractive discount to Sourcewell participating entities.

Radarsign, LLC, founded in 2004, is a U.S. manufacturer of permanent traffic control and fixed-message signage. The company designs and produces radar speed feedback signs, school zone beacons, flashing warning signs, RRFB systems, and a wide range of MUTCD-compliant static signage for roadway, municipal, school, and public-space use. Engineering, manufacturing, assembly, and customer support are handled at its Georgia facility, with additional regional support provided through a small, authorized distributor network. In addition to manufacturing new equipment, the company provides warranty support, repair services, and a refresh program to help agencies maintain existing units over time. Radarsign is offering varying discounts to participating entities.

Terrabilt, Inc. is based in New York and operates as a manufacturer and service provider of custom parks, recreation, public, and historical signage. Their sustainable signage systems are made from structural grade recycled plastic lumber and incorporate modular graphic panels. They utilize green manufacturing to produce structures with 93% post-consumer or recycled post-industrial content. Serving the U.S. and Canada, they also offer warranties and handle claims and product replacements. Terrabilt, Inc. has provided a clear pricing structure including a solid discount and a volume discount.

The Sourcing Group, LLC (TSG), provides permanent fixed-message signage and related services through a managed network of manufacturing and installation partners. As a distributor, TSG coordinates design, sourcing, fabrication oversight, installation, and project management, serving as the single contractual point of responsibility for participating entities. The company supports regulatory, wayfinding, architectural, monument, and ADA-compliant signage for municipal and other public-sector clients. TSG is offering participating entities a range of discounts off list pricing and tiered volume discounts.

Upon the above evaluation findings of the Proposal Evaluation Committee, the Sourcewell Chief Procurement Officer made the determination to award Sourcewell **Master Agreement #122325** to:

ATS Traffic dba, Advanced Government Services LLC	#122325-ATST
Lavi Industries	#122325-LAVI
Orbus LLC	#122325-ORBUS
Radarsign LLC	#122325-RDRS
The Sourcing Group LLC	#122325-SOUG
Terrabilt, Inc.	#122325-TEBT

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Brandon Town, NIGP-CPP, CPSM
Senior Procurement Analyst

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Nicole Lueth

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Procurement Analyst II

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Joshua Young

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Joshua Young, CPPB, NIGP-CPP
Procurement Analyst II

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Deputy Chief Procurement Officer and the accompanying support materials documenting the process followed for **RFP #122325 Permanent, Fixed-Message Signage with Related Products and Services**.

The Evaluation Committee accepted, deemed responsive, evaluated, and recommended proposals for award to the Deputy Chief Procurement Officer. 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 March 17, 2026.

Signed by:


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