



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #042225
Entitled

Roadway Work Zone: Safety and Traffic Management Equipment with Related Products

The following advertisement was placed March 4, 2025 and March 11, 2025 in *USA Today* and *The Oklahoman*, and March 4, 2025 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, March 5, 2025 in Oregon's *Daily Journal of Commerce*, *Deseret News*, *Salt Lake Tribune*, and South Carolina's *The State*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Roadway Work Zone: Safety and Traffic Management Equipment with Related Products 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 April 22, 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:

ADDCO Acquisition, LLC	MHEC
All In Safety Corp	Modern Networks
All Traffic Solutions	North America Traffic Inc
AlmsTravel LLC	PB Loader Corporation
AM Signal, LLC	Pi Variables, Inc.
American Signal Company	PLASTICADE/AMERICAN LOUVER
ATS Traffic	PSS Innovations
B.M.R. Mfg. Inc.	PWXPress
Bituminous Roadways Inc	RDL Modifications LLC
Black & McDonald Ltd	Regina Construction Association
C.B. Davis Co., LLC	RoadSafe Traffic Systems, Inc
Category Development	Roadsys Inc.

Centerline Supply Inc	Roadway Traffic Products
Croc Enterprises, LLC	Royal Truck & Equipment, LLC
D.P. Associates a division of L3 Technologies, Inc.	Safety Signs, LLC
DJC Oregon Project Center	Sign Solutions USA, LLC
Dragonfly Inc	Sled Consulting, LLC
Econolite Canada Inc	Solectrac Inc.
Federal Contracts Corp	State of North Dakota
Granberg-Hess LLC	Stinson Equipment LTD
Highway Specialties, LLC	Tava Products LLC
Hill and Smith Inc	The Character Group, LLC
Horizon Signal Technologies, Inc.	The PlanIT Room
Impact Recovery Systems, Inc.	The Tamis Corporation
Intelicom Inc.	Top Cut LLC
Interwest Safety Supply LLC	Traffic and Parking Control, LLC
John Thomas Inc.	TraFFix Devices, Inc.
K&K Systems, Inc.	Transportation Supply LLC
Keystone Engineering & Mfg., LLC	US Fire Services
Lakeshore Learning Materials	Ver-Mac
Logix ITS	Wanco, Inc.
Manufacturers Solutions Team	Wrigglesworth Enterprises, 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 April 22, 2025, at 4:30 pm CT. Proposals were received from the following:

All In Safety Corp
 All Traffic Solutions
 AlmsTravel LLC
 ATS Traffic
 Centerline Supply Inc
 Dragonfly Inc
 Horizon Signal Technologies, Inc.
 Impact Recovery Systems, Inc.
 Intelicom Inc.
 Interwest Safety Supply LLC
 John Thomas Inc.
 K&K Systems, Inc.
 Logix ITS
 PB Loader Corporation
 Pi Variables, Inc.
 RoadSafe Traffic Systems, Inc
 Safety Signs, LLC
 Traffic and Parking Control, LLC
 TraFFix Devices, Inc.
 Transportation Supply LLC

Ver-Mac
Wanco, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Ginger Line, MPA, NIGP-CPP, CPPB, Senior Procurement Analyst
Ben James, Procurement Analyst II
Ashley Powers, Procurement Analyst I
David Gonzalez, Procurement Analyst I

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

All Traffic Solutions was founded in 2000. They developed the first portable radar speed sign that can be quickly and securely mounted to existing signposts. With a sales and service force throughout the US, they are able to manufacture and deliver products to the US and Canada within 2-4 weeks. With a robust work zone signage solution (i.e. solar powered signs, mounting options, etc.) and a significant discount, they are willing and able to serve any kind of Sourcewell participating agency. Finally, they are offering volume discounts and their solutions are manufactured in the US.

ATS Traffic Ltd. was founded in 1966 as Alberta Traffic Supply Ltd., the first barricade rental company in Western Canada. They are currently offering full services to Sourcewell participating entities in all of Canada, except Quebec, and the Pacific Northwestern state—Alaska, Idaho, Montana, Oregon, Washington, and Wyoming. ATS Traffic is offering a significant discount off of list price for items they manufacture (signage, barricades) and for their re-sale items (delineators, cones, and barrels).

Interwest Safety Supply LLC has been providing high-quality traffic safety equipment and signs to the government industry for over forty years. They offer traffic safety equipment such as TMA devices in both truck and trailer options, Attenuators, barrier systems, signage for traffic control, barriers, and various other solutions under this category. Their sales and service force across the United States, along with their competitive pricing discounts on all of their products, will serve Sourcewell's participating agencies well.

Logix ITS was founded in 1995. They manufacture channelizing devices and work zone signage. Their sales team includes six territory managers spread across the United States and three territory managers spread throughout Canada, allowing them to serve all Sourcewell participating entities. All their rubber speed calming products are manufactured using 100% recycled rubber, and their data platform includes remote device management, real-time alerts, and data analytics. They are offering competitive price discounts to all Sourcewell participating entities.

TraFFix Devices, inc., was founded in 1986. They manufacture channelizing devices, attenuator systems, flagging equipment, safety barriers, and signage for roadway work zones. With 50 patents, nine locations, and over 2,400 distributors across the United States and Canada, they are ready to serve all Sourcewell participating entities. Many of their products are manufactured using recycled materials and include an impact tracking device. They are offering Sourcewell participating entities solid pricing discounts.

For these reasons, the following awards of Sourcewell RFP# 042225 are recommended:

All Traffic	042225-ATS
ATS Traffic	042225-ATST

Sourcewell

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Interwest Safety

042225-INW

Logix ITS

042225-LGX

Traffix

042225-TFX

DocuSigned by:

Ginger Line

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Ginger Line, MPA, NIGP-CPP, CPPB

Senior Procurement Analyst

DocuSigned by:

Ben James

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Ben James, Procurement Analyst II

DocuSigned by:

Ashley Powers

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Ashley Powers, Procurement Analyst I

Signed by:

David Gonzalez

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David Gonzalez, Procurement Analyst I

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 #042225 for Roadway Work Zone: Safety and Traffic Management Equipment with Related Products.

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 July 15, 2025.

Signed by:


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