



**COMMENT AND REVIEW  
to the  
REQUEST FOR PROPOSAL (RFP) #033126  
Entitled**

**Snow and Ice Handling Equipment, Supplies, and Accessories**

The following advertisement was placed February 10, 2026, in 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, and The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), on February 11, 2026 in South Carolina's The State, the Salt Lake Tribune, and Oregon's Daily Journal of Commerce, on February 13, 2026 in the Deseret News, and on February 10, 2026 and February 17, 2026 in the USA Today, The Oklahoman, and the Indianapolis Star, and on February 13, 2026 and February 20, 2026 in the Indiana Business Journal.

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Snow and Ice Handling Equipment, Supplies, and Accessories 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 March 31, 2026, 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:

1708828 Ontario Ltd., Horst Welding  
Absolute AutoGuard Inc.  
Aebi-Schmidt Holding Group  
Ajax Tocco Magnethermic dba Snow Dragon Snowmelters  
Alamo Group (USA) Inc.  
Altoz, Inc.  
AMI Attachments Inc.  
Angelina Richards  
Attach2 LLC dba SnowWolf  
Automax Rent-a-Car, Inc.  
Bidr Technologies Inc.

Bitars Services Inc.  
Blue Planet Industrial, LLC  
Boiling Springs Small Engine and Rental  
Bonnell Industries Inc. dba Flink  
BOSCHUNG AMERICA LLC  
Boson Motors  
BridgeCo Capital LLC  
Brine Technologies Inc.  
Buyers Products Company, Inc.  
Central Arkansas Truck Outfitters  
Chemical Containers, Inc.  
Chemung Supply Corporation, Evolution Edges  
Clark Equipment Rental LLC  
Construction Association of Nova Scotia  
Craig Manufacturing Ltd., Craig Manufacturing USA Inc.  
Cubex Limited, Cubex Equipment  
DEE DAVIS INC.  
Degelman Industries USA Ltd.  
DJC Oregon Project Center  
Douglas Dynamics, LLC dba Western Products  
Dream Ranch LLC, Dream Ranch Supply and Procurement Group  
Edmonton Fasteners & Tools  
EGHOLM A/S  
Epoke North America Inc.  
Extech Operating dba Extech Building Material, Inc  
Fair Manufacturing Inc.  
Fort Equipment Ltd.  
HD Construction Equipment Hyundai North America, Inc.  
HENDERSON PRODUCTS INC  
HILL TRUCK AND AUTOMOTIVE GROUP LLC  
Hitachi Construction Machinery Americas  
HUMANA CHEMICALS, INC.  
J.A. Larue  
K&K Manufacturing, Inc.  
Kage Innovation LLC  
Kueper North America LLC  
Largo Tank And Equipment Inc., Largo Truck Equipment, Largo Frame and Alignment  
Leonard Aluminum Utility Buildings INC  
Little Falls Machine, Inc.  
Livingston Machining LLC  
Logan Industries Inc.  
Mahindra USA, Inc.  
Muskox, LLC  
Noble Supply & Logistics, LLC  
Norlift, Inc.  
Northwest Lawn and Power Equipment LLC  
NW Shop Supplies LLC  
Pape Machinery Ag & Turf

Parsons Transportation Group Inc.  
PHIL LAROCHELLE EQUIPMENT INC.  
Prime Vendor Inc.  
Prinoth LLC  
PWXPRESS  
Raymond Handling Concepts Corporation  
Regina Construction Association  
Rylind Manufacturing, Inc.  
SARAT FORD SALES  
Sawtooth Industrial  
SERVICIOS VALJIM & NEXO S.A. DE C.V.  
Snow Systems  
Snowworks Ltd.  
State of North Dakota  
Sunset Ford, Inc.  
Technology International, Inc.  
The Lilly Company  
The PlanIT Room  
Tiles In Style DBA Taza Supplies LLC  
TLM Services LLC  
Tobroco Machinery LLC  
Tony Sanchez LTD  
Trombia Technologies  
United Rotary Brush Corporation  
USA GENERAL TRADING LLC  
Viking Cives Midwest Inc.  
Virnig Manufacturing, Inc.  
WearPro Equipment & Supply Ltd.  
Winter Equipment Company, Inc.  
WJN Enterprises LLC dba Central Parts Warehouse  
WW Williams  
Yanmar Compact Equipment North America

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 **March 31, 2026 at 4:30 pm**. Proposals were received from the following:

1708828 Ontario Ltd., Horst Welding  
Aebi-Schmidt Holding Group  
Ajax Tocco Magnethermic dba Snow Dragon Snomelters  
Alamo Group (USA) Inc.  
Altoz, Inc  
AMI Attachments Inc.  
Attach2 LLC dba SnowWolf  
Bidr Technologies Inc.  
Bonnell Industries Inc. dba Flink  
BOSCHUNG AMERICA LLC  
Buyers Products Company, Inc.

Central Arkansas Truck Outfitters  
Chemical Containers, Inc.  
Chemung Supply Corporation, Evolution Edges  
Craig Manufacturing Ltd., Craig Manufacturing USA Inc.  
Cubex Limited, Cubex Equipment  
Degelman Industries USA Ltd.  
Douglas Dynamics, LLC dba Western Products  
Dream Ranch LLC, Dream Ranch Supply & Procurement Group  
Epoke North America Inc.  
Fair Manufacturing Inc.  
HENDERSON PRODUCTS INC  
J.A. Larue Inc.  
Kage Innovation LLC  
Kueper North America LLC  
Largo Tank and Equipment Inc., Largo Truck Equipment, Largo Frame and Alignment  
Little Falls Machine, Inc.  
Mahindra USA, Inc  
Muskox, LLC  
PHIL LAROCHELLE EQUIPMENT INC.  
Prinoth LLC  
Rylind Manufacturing, Inc.  
SARAT FORD SALES  
Sawtooth Industrial  
Tony Sanchez LTD  
Trombia Technologies  
United Rotary Brush Corporation  
Viking Cives Midwest Inc.  
Virnig Manufacturing, Inc.  
Winter Equipment Company, Inc.  
WJN Enterprises LLC dba Central Parts Warehouse

Proposals were reviewed by the Proposal Evaluation Committee:

Brandon Town, NIGP-CPP, CPSM, Senior Procurement Analyst  
Joshua Young, CPPB, NIGP-CPP, Procurement Analyst II  
Nicole Lueth, NIGP-PPA, Procurement Analyst II  
Teresa Chapman, NIGP-CPP, CPPB, 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/or services offered in the proposal response from Mahindra USA, Inc. and Sarat Ford Sales fall 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.

Aebi-Schmidt Holding Group, through its North American brands Monroe Truck Equipment, Swenson Spreaders, Meyer Products, and Aebi-Schmidt Canada, manufactures snow and ice handling equipment. The organization supports customers through an extensive network of approximately 250 certified dealers across the United States and Canada, backed by a team of field service technicians and sales and customer support teams. Aebi-Schmidt offers a comprehensive portfolio of snow and ice solutions, including plows, spreaders, sprayers, dump bodies, turnkey truck packages, parts, accessories, and maintenance services. The company offers technologies such as the Evolution spreader for optimized salt and liquid application, Monroe's I-Grip joystick controls, and innovative safety and visibility systems. Aebi-Schmidt is offering discounts of 15–20% off list pricing on equipment, along with a 10% discount on parts and accessories for participating entities.

Alamo Group (USA) Inc. brings together Everest Equipment, Tenco, RPM Tech, Wausau Equipment, and Henke to provide a portfolio of snow and ice handling solutions offering a full range of equipment including plows, wings, spreaders, snow blowers, brooms, dump and combination bodies, and turnkey truck packages. Through a network of more than 1,000 dealer locations and dedicated factory sales, service, and after-sales support teams across the United States and Canada, Alamo Group provides extensive geographic coverage, 24/7 technical support, operator training, warranty services, and lifecycle maintenance support. Alamo Group is offering Sourcewell participating entities a discount of 12% off MSRP on equipment, additional volume discounts, standard one-year warranty coverage, no-cost delivery and startup training, and access to aftermarket parts, service, and support resources.

Bonnell Industries, Inc. is a manufacturer with more than 65 years of experience producing snow, ice, and road maintenance equipment across North America. The company supports customers through a nationwide dealer network spanning more than 75 locations across 39 states and three Canadian provinces, providing sales, service, installation, and technical support coverage. Bonnell emphasizes customer-focused service through guaranteed response times, comprehensive training programs, robust parts availability, and dedicated support teams. Additional offerings include complimentary operator and maintenance training, high-capacity anti-icing systems, automated spreader controls, and customizable turnkey truck packages. Bonnell offers using entities a broad portfolio of snow and ice handling equipment with 25% off MSRP and additional quantity discounts.

Buyers Products Company, Inc. is a manufacturer specializing in work truck and snow and ice management equipment that was founded in 1946. More than 500 authorized dealers sell their snow and ice equipment, and each dealer has trained teams ready to assist with product selection, installation, service, support and is equipped to provide service and warranty coverage across all 50 United States and Canada. Their robust marketing website features a complete product catalog, rich educational content, an intelligent "where to buy" locator, and a dedicated customer portal for streamlined purchasing. They are providing a solid discount from list pricing and will review large orders for an additional discount.

Douglas Dynamics, LLC dba Western Products traces its roots back to Maine in 1948. They design, engineer, and manufacture the FISHER, SnowEx, and WESTERN brands of snow and ice control equipment. This manufacturer maintains a corporate headquarters, 7 manufacturing locations, 15 installation and distribution centers, a global sourcing office in Beijing, China, and over 1,700 team members worldwide. Their dealer network includes approximately 3,000 U.S. dealers and 400 Canadian dealers to serve the snow and ice control equipment market. Douglas Dynamics is offering a robust discount by product category, and many dealers may have financing options available.

Fair Manufacturing, Inc. is a manufacturer with more than 60 years of experience developing snow and ice handling equipment for municipal, governmental, and commercial customers. Fair Manufacturing, Inc. provides using entities access to an extensive dealer network of more than 200 locations across 48 states and territories,

complemented by factory-direct sales, lifetime parts and service support, a 24-hour service hotline, and a dedicated service team. Additionally, Fair Manufacturing's offerings include comprehensive operator training materials, lease-to-own financing options, trade-in programs, refurbishment services, and the Hydratach quick-attach power unit and patent-pending universal control system. Fair Manufacturing, Inc. is SBE certified and offers a 20% MSRP discount to Sourcewell participating entities throughout the United States and Canada.

Henderson Products, Inc. is a manufacturer and upfitter of snow and ice control equipment for heavy- and medium-duty work trucks. Founded in 1946, the company demonstrates strong financial stability. Henderson operates a well-structured sales and service model, combining direct government sales with a network of 53 authorized dealers and six company-owned service facilities to provide comprehensive support. The company also offers value-added solutions such as operator training, advanced touchscreen and safety technology, environmentally focused green initiatives, and the ability to deliver fully integrated, end-to-end truck solutions, along with competitive Sourcewell pricing and volume-based discounts.

J.A. Larue Inc., founded in 1973 and headquartered in Quebec, Canada, is a well-established manufacturer of industrial snow removal equipment distributed through a structured dealer network across North America. The company demonstrates strong operational capability through a combined internal and dealer-based sales and service network that ensures consistent market coverage and responsive support. J.A. Larue adds value through structured operator training programs, ongoing engineering innovation, and advanced product features that enhance performance, safety, and adaptability. Its pricing model is transparent and competitive, offering discounts off standard list pricing, volume-based discounts, flexible payment terms, and financing options.

Viking-Cives Group, along with Cives Steel Company, are part of Cives Corporation, was founded in 1952. The company is a North American manufacturer of snow and ice equipment, operating four manufacturing facilities and multiple service locations across the United States and Canada. Its extensive sales and service network ensures reliable, nationwide coverage and responsive customer support. Viking-Cives emphasizes customer-focused outreach, while delivering value-added services such as complimentary operator training and advanced equipment innovations like the Salt Saver plow and Tow Plows. The company also offers flexible financing options, competitive pricing with available discounts, and a comprehensive product portfolio designed to provide high-quality, efficient, and customer-centric solutions.

Established in Minnesota, Virnig Manufacturing, Inc. sells exclusively through more than 750 authorized dealer groups representing more than 1,800 locations positioned throughout all 50 states in the United States and each Canadian province. They employ over 250 staff and have facilities in Minnesota, Tennessee, and Iowa. They are unique in that they build agnostic skid steer and compact loader attachments for snow and ice management that allow an entity with a mixed brand fleet to standardize on a single Virnig attachment that can be shared across multiple loaders. They are offering a strong discount off the list price for all attachments and parts associated with this contract.

Winter Equipment Company, Inc. is a manufacturer that supports entities through a nationwide network of 18 authorized dealers and distributors, a dedicated government contracts team. Winter Equipment Company, Inc.'s services include no-cost installation support, training materials, and online product selection tools. Furthermore, Winter Equipment Company, Inc. provides using entities, pricing discounts ranging from 30% to 45% off MSRP, towards their portfolio of snow and ice wear-part solutions.

For these reasons, the following awards of Sourcewell **Master Agreement #033126** are recommended:

Aebi-Schmidt Holding Group/ASH North America, Inc.

033126-AEB

Alamo Group (USA), Inc.  
Bonnell Industries, Inc.  
Buyers Products Company, Inc.  
Douglas Dynamics, LLC  
Fair Manufacturing, Inc.  
Henderson Products, Inc.  
J.A. Larue, Inc.  
Viking-Cives  
Virnig Manufacturing, Inc.  
Winter Equipment Company, Inc.

033126-AGI  
033126-BNL  
033126-BPC  
033126-DDY  
033126-FAM  
033126-HPI  
033126-JAL  
033126-VCM  
033126-VNG  
033126-WEC

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

Signed by:

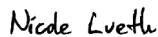


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Joshua Young, CPPB, NIGP-CPP, Procurement Analyst II

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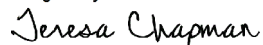


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Nicole Lueth, NIGP-PPA, Procurement Analyst II

Signed by:



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Teresa Chapman, NIGP-CPP, CPPB, Procurement Analyst

### STATEMENT OF COMPLIANCE

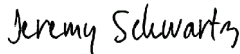
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Deputy Chief Procurement Officer and the accompanying support materials documenting the process followed for **RFP #033126 Snow and Ice Handling Equipment, Supplies, and Accessories**.

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 21, 2026**.

Signed by:

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