

**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #041719**  
Entitled

**PORTABLE CONSTRUCTION  
EQUIPMENT WITH RELATED ACCESSORIES AND ATTACHMENTS**

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on March 1, 2019 and February 28, 2019 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Biddingo, Merx, The New York State Contract Reporter website [www.nyscr.ny.gov](http://www.nyscr.ny.gov), Onvia website [www.onvia.com](http://www.onvia.com), and PublicPurchase.com:

*Sourcewell, formerly the National Joint Powers Alliance® (NJPA), on behalf of Sourcewell and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #041719 PORTABLE CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES AND ATTACHMENTS. Details of this RFP are available beginning February 28, 2019. Details may be obtained by letter of request to Greg Grunig, Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@sourcewell-mn.gov](mailto:RFP@sourcewell-mn.gov). Proposals will be received until April 17, 2019 at 4:30 p.m. Central Time at the above address and opened April 18, 2019 at 8:30 a.m. Central Time.*

RFPs were requested by and distributed to:

Able Equipment Rental	KM International Inc.
AccessRec LLC	LimnTech Scientific
Ag-Industrial	Lowe's Companies, Inc.
Alden Equipment, Inc.	Marcel Equipment Limited
AtlasCopco (Mining Rock)	McCann Equipment Ltd.
Bid Ocean, Inc.	McCloskey International Ltd.
BidPrime	Multiquip
Black Diamond Pipe & Tube, Inc.	MWI Pumps
Bobcat/Doosan/Clark Equip.	North America Traffic Inc.
BOMAG	Odyne Systems
BossTek	Pelsue Company
Butterfield Forklift	Prime Vendor Inc.
C And I Equipment Co Inc	Prinoth Ltd
Cart-Away Concrete Systems	Quality Fuel Trailer and Tank Inc.
CooperFriedman Electric Supply Co. Inc.	R and I Holdings, Inc.
Craig Manufacturing Ltd	RC Mowers
Deltek	Royal Truck & Equipment
Dewinne Equipment Co.	Sightline, Inc
Doggett Machinery	SmartProcure

Doosan Portable Power	Street Smart Rentals Inc
Eagle International	Sullair
EquipmentShare.com, Inc.	Sullivan-Palatek, Inc.
ETI	SuperiorRoads Solutions
Generac Power Systems	Technisoil Global
Generator Power Systems, LLC	Technology International, Inc
Government Solutions Team, LLC	Terex Aerial Work Platforms
Groeneveld Lubrication Solutions	Turfmaker Corporation
Herc-U-Lift	Wacker Neuson Corporation
Holland Pump Company	Walker Manufacturing Co
Hugg & Hall Equipment	Winter Equipment
Indeco North America Inc	Woods Equipment
JLG Industries, Inc.	Xylem Dewatering Solutions, Inc.

Proposals were opened on April 18, 2019, at Sourcewell, formerly the National Joint Powers Alliance (NJPA) offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Alden Equipment, Inc. (Karcher)  
Alden Equipment, Inc. (Snorkel)  
Clark Equipment Company dba Doosan Portable Power  
Generac Mobile Products, LLC  
Street Smart  
Multiquip Inc.  
Holland Pump Company  
Atlas Copco Power Technique North America, LLC  
Wacker Neuson  
Cart-Away Concrete Systems, Inc.  
Terex USA, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Sourcewell Procurement Lead Analyst  
Carol Jackson, Sourcewell Procurement Analyst III  
Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst III  
Craig West, Sourcewell Procurement Analyst II  
Nick Scholer, Sourcewell Procurement Analyst II

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

The Proposal Evaluation Committee used the Sourcewell RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Atlas Copco manufactures a variety of equipment relevant to this category including: air compressors, dewatering pumps, generators light towers and portable pneumatic tools. With a simple pricing scheme, a solid



discount, their PowerConnect app, telematics and a network of over 1900 dealers, they are poised to service Sourcewell members well.

Clark Equipment Company dba Doosan Portable Power offers a large network of over 300 dealers to sell and 1000 to service their offering of: portable air compressors, portable generators, light towers and light compaction equipment. They offer a strong discount, extensive training and a simple pricing structure to allow members to easily arrive at the price of requested equipment.

Generac offered an array of products such as: generators (multiple fuel types), mobile light towers in different lighting types (LED, halide, diffused), mobile heating products, pumps, dust and odor suppression systems and pressure washers. With a large dealer and service network covering all 50 states and 300 dealers in Canada, Sourcewell members will be able to get service and sales help if needed. Generac offers a significant discount to members.

Multiquip Inc. brings an array of equipment to this category. Various compaction equipment, pumps, concrete finishing equipment, varying mixers, rebar benders, concrete saws, diffused lighting, portable generators, air compressors and noise attenuation panels. Along with a solid discount, Multiquip offers additional training for customers as well as 153 service centers across the US and Canada. With an \$11,000,000 parts inventory on hand, they can take care of many requests very quickly.

Terex brings a mix of aerial lift devices (articulated and straight boom lifts, personnel lifts) as well as light towers to market to service Sourcewell members. They have a hybrid powerplant in some models. The 24/7 service line allows a member to get help no matter what time of day, and they offer in-house financing. A strong dealer network ensures Sourcewell members will be well served. Terex offers members a strong discount on available products.

Wacker Neuson offers: rammers, vibratory plates, various pumps, portable generators, light towers and concrete vibrators. They bring these to market through 135 dealers with 303 locations with planned expansion. With financing and leasing options, significant discounts, and extended service plans available, they are able to care of Sourcewell members and their equipment.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #041719 to:

Atlas Copco Power Technique North America, LLC	#041719-ACC
Clark Equipment Company DBA Doosan Portable Power	#041719-CEC
Generac Mobile Products LLC	#041719-GEN
Multiquip, Inc.	#041719-MTQ
Terex USA, LLC	#041719-TER
Wacker Neuson	#041719-WAC

The preceding recommendations were approved on June 13, 2019.

DocuSigned by:

*Greg Grunig*

7DDCEFD8B3D45D...

Greg Grunig, Sourcewell Procurement Lead Analyst

DocuSigned by:

*Carol Jackson*

6EE63AEBE65F46E...

Carol Jackson, Sourcewell Procurement Analyst III

DocuSigned by:

*Brandon Town*

7BCA93C6E6377421...

Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst III

DocuSigned by:

*Craig West*

7E41572C858B4BA...

Craig West, Sourcewell Procurement Analyst II

DocuSigned by:

*Nick Scholer*

0ADD590C2A43423...

Nick Scholer, Sourcewell Procurement Analyst II