

COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #052919
Entitled

Salt, Brine, and Anti-Icing or De-Icing Agents, and Brine Production and Storage Systems

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on April 12, 2019, and on April 11, 2019 in Utah's *The Salt Lake Tribune*, *USA Today*, South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter website www.nyscr.ny.gov, Onvia website www.onvia.com, and PublicPurchase.com:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Salt, Brine, and Anti-Icing or De-Icing Agents, and Brine Production and Storage Systems to result in a national contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, 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 May 29, 2019, 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:

Britespan Building Systems Inc.	HENDERSON PRODUCTS INC
BSA INTERCONTINENTAL, LLC.	Kimco USA Inc
Cargill Salt	Monroe Tractor
Cargill Salt, Road Safety	Morton Salt, Inc.
CDWG	Musco Sports Lighting, LLC
Coburn Chemicals	NYS Office of General Services - Procurement Services
Enduraplas	Pelican Chemicals, Inc.
EnviroTech Services, Inc	SNI Solutions, Inc.
FLAGHOUSE INC	The Prophet Corporation dba GOPHER SPORT Gopher Performance Moving Minds Play w/ a Purpose STEM Supplies
Green Electronics Council	VariTech Industries, Inc.
Harmony Deicing Products, Inc	Varsity Brands Holding Co., 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 May 29, 2019, at 4:33 pm CT. Proposals were received from the following:

Cargill Salt
Enduraplas

Henderson Products, Inc.
VariTech Industries, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, CPPB, Sourcewell Procurement Lead Analyst
Carol Jackson, Sourcewell Procurement Analyst III
Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst III
Craig West, 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.

Cargill Salt offers brine makers, brine blending and loading systems, deicing agents, and salt, along with equipment service contracts. They have comprehensive sales and dealership coverage to meet the needs of Members in the US and Canada. Cargill Salt's pricing and volume discount, along with financing and lease options, represent a solid value to Members.

Henderson Products, Inc., manufactures sand and salt spreaders, anti-icing systems, pre-wetting systems, and brine production equipment. They have a robust sales and dealer network to serve Sourcewell Members across North America. Henderson Products, Inc. is offering members a significant discount from list pricing.

VariTech Industries Inc. offers liquid deicer chemical blending systems, transfer pump stations, and single and double wall storage tanks. Utilizing the sales and service personnel of their affiliate, FORCE America, throughout the US and Canada, there is suitable coverage to meet Member needs. VariTech Industries Inc. includes a discount off list prices that represents a considerable value for members.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #052919 to:

Cargill Salt	#052919-CGI
Henderson Products, Inc.	#052919-HPI
VariTech Industries Inc.	#052919-VAR

The preceding recommendations were approved on July 16, 2019.

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Kim Austin

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Kim Austin, CPPB, Sourcewell Procurement Lead Analyst

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Carol Jackson

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Carol Jackson, Sourcewell Procurement Analyst

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Brandon Town

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Craig West, Sourcewell Procurement Analyst