



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #092922
Entitled

Trailers with Related Equipment, Accessories, and Services

The following advertisement was placed August 11, 2022 in *USA Today*, in 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 www.nyscr.ny.gov, PublicPurchase.com, August 12, 2022 in Oregon's *Daily Journal of Commerce*, and on August 11 and August 18, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Trailers with Related Equipment, Accessories, and Services to result in a contracting 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 September 29, 2022, 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:

1010776996 Saskatchewan, Ltd. (North Country Customs Heavy Duty (NCCHD)	Lloyd Trailer Co., LLC
Advance Engineered Products, Ltd.	Lunar Contracting
Advance Tank Production	MAC Trailer Manufacturing, Inc.
American Cargo Group Trailers, LLC	Mobile Modular Management Corp.
Apeiron Energy, Inc.	Monroe Towmaster, LLC
Boald Construction Management, Ltd.	Nomad Global Communication Solutions, Inc.
Brandt Tractor	Pitts Enterprises, Inc.
Cellutrak	PondMedics, LLC
Certified Stainless Service, Inc. dba West-Mark	Prime Vendor, Inc.
Diamond International Trucks, Ltd.	ProPac, Inc.
EASTERN EQUIPMENT SERVICES, LLC	PWXPress
Equipter, LLC	Reelstrong, LLC
Etnyre International	Regina Construction Association

EZ STAK, LLC	SmithCo Mfg., Inc.
Felling Trailers, Inc.	Southland International Trucks, Inc.
Fontaine Specialized	STEC EQUIPMENT
General Engines Co., Inc.	STJOHN TRUCK & TRAILER SERVICE, INC.
Globe Trailer Manufacturing, Inc.	Talbert Manufacturing, Inc.
GUARDITRON, INC.	Total Quality Logistics
Highway Maintenance Solutions, LLC	TPD Trailers, Inc.
Interstate Trailers, Inc.	Trail King Industries, Inc.
J&J Truck Bodies & Trailers	Trailers Plus, Inc.
JHB Group, Inc.	TriVan Truck Body, LLC
K&K Manufacturing, Inc.	Truck Builders of CT
LANE Trailer Manufacturing	TruckPro Holding Corporation

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 September 29, 2022, at 4:32:03 pm CT. Proposals were received from the following:

1010776996 Saskatchewan, Ltd. (North Country Customs Heavy Duty (NCCHD))
 American Cargo Group Trailers, LLC
 Certified Stainless Service, Inc. dba West-Mark
 Etnyre International
 EZ STAK, LLC
 Felling Trailers, Inc.
 Globe Trailer Manufacturing, Inc.
 Interstate Trailers, Inc.
 J&J Truck Bodies & Trailers
 JHB Group, Inc.
 MAC Trailer Manufacturing, Inc.
 Monroe Towmaster, LLC
 Nomad Global Communication Solutions, Inc.
 Pitts Enterprises, Inc.
 PondMedics, LLC
 ProPac, Inc.
 SmithCo Mfg., Inc.
 Talbert Manufacturing, Inc.
 TPD Trailers, Inc.
 Trail King Industries, Inc.
 TriVan Truck Body, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Procurement Lead Analyst
 Craig West, Procurement Analyst
 Carol Jackson, Procurement Analyst
 Beverly Hoemberg, 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 all proposal responses met the scope and mandatory submittal requirements and were evaluated.

American Cargo Group Trailers, LLC offers a range of cargo, sport, gooseneck, car haulers, storage, and construction, and mobile office and concessions trailers. Their sales and service staff are capable of supporting Sourcewell participating entities across the United States and Canada. They are offering a range of competitive pricing discounts from list price by product category and brand.

Certified Stainless Service, Inc. dba West-Mark is a manufacturer providing equipment such as tank type products, lowboy, gooseneck, drop deck and flatbed trailers. Certain product lines offer hydraulic tail and sliding axle options. The Certified sales team will provide sales and service to the United States and is expanding into Canada. They are offering Sourcewell participating entities a solid discount from MSRP, with additional volume discounts available.

Etnyre International, builds multiple types of trailers including lowboy, live bottom, liquid asphalt, fixed gooseneck, rear loading, and paver special trailers. Etnyre and their dealer network provide sales and service to all of the United States and Canada. They offer "start-up" training with all trailer purchases as well as regional schools for the use of their products. Their pricing represents significant discounts off list pricing.

Felling Trailers, Inc., manufactures over 240 models of trailers in their standard product line that include semi, utility, dump, lowboy, hydraulic lift, flatbed, deck-over, drop-deck and tilt varieties. Felling's dealer network totals more than 500 locations to provide sales and service to Sourcewell Members throughout North America. Their trailers include features such as Air Ramps, Air Tilt and EZ Tilt solutions to make loading equipment simpler and safer. Felling Trailers offers Sourcewell participating entities a solid discount from their MSRP pricing.

Globe Trailer Manufacturing, Inc., offers a broad selection of trailers including tag-along, lowboy, demolition dump, narrow fixed-neck, hydraulic tail, flatbed, drop-deck, sliding axle, folding neck, goose neck, enclosed and military-style models. Globe Trailer's dealer sales and service network covers all 50 states, US Territories and Canada along with over 350 locations additionally included in their service network. Globe Trailers backs up their products with structural warranties up to 10 years depending on the model of trailer purchased. Globe Trailers provides Sourcewell Members a competitive discount from their standard price list.

JHB Group, Inc., manufactures mobile restroom, mobile shower, offices events trailers, incident command, and health incident trailers. JHB's dealer network provides sales and services and virtual training to all of the United States and Canada. JHB's UV light disinfection system, tablet control, solar charging and thermal camera systems offer entities various capabilities. Their pricing represents significant discounts off published commercial pricing.

MAC Trailer Enterprises, Inc, provides a large variety of trailers such as moving floor, tipper, aluminum frame dump, aluminum and steel frameless half round, ejector style and pneumatic tank trailers. Their sales and service staff can and will support Sourcewell participating entities across the United States and Canada. They are offering a range of competitive pricing discounts from base trailer prices.

Monroe Towmaster, LLC, provides a wide variety of trailers which include utility, drop-deck, drop-deck tilt, deck-over, rigid gooseneck, hydraulic tail, hydraulic detachable gooseneck, hydraulic dump, cable reel, tank, and generator trailers. Their dealer network is comprised of over 1,300 locations across the United States and Canada.

Monroe Towmaster utilizes Finite Element Analysis in the design and engineering of their trailers to develop a 2 to 1 margin safety factor. They are offering Sourcewell Members a considerable discount from list price.

Pitts Enterprises, Inc. selection of equipment covers Sourcewell participating entities' trailer requirements for lowboy, tagalong, gooseneck, log, knuckleboom loader, RGN, fixed neck, rear loading, intermodal, pintle hitch and plantation trailers. Pitts' 152 dealer locations provide sales and service to all of the United States and Canada. Their pricing represents significant discounts off published MSRP list pricing.

Talbert Manufacturing, Inc., manufactures a range of dump, rollback, tanker, car hauler, walking floor, roll-off, storage, and refrigerated trailers. Their sales and service staff can support, and various trainings to Sourcewell participating entities across the United States and Canada. Talbert has determined that 92% of their trailers built since 1985 are still in service demonstrating their durability. They are offering competitive discounts from list price.

Trail King Industries, Inc., manufactures an extensive selection of trailers including semi, utility, dump, lowboys, tags, flatbeds, deck-overs, drop-deck tilt, rollbacks, slide axle, tanker, gooseneck and live bottom trailers. In addition, they can offer custom and hybrid versions of their trailers. Trail King's dealer network includes over 400 locations spread across the United States and Canada. Trail King's pricing proposal provides Sourcewell participating entities a significant discount from MSRP.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #092922 to:

American Cargo Group Trailers, LLC	#092922-AGO
Certified Stainless Service, Inc. dba West-Mark	#092922-CER
Etnyre International	#092922-ETN
Felling Trailers, Inc.	#092922-FTS
Globe Trailer Manufacturing, Inc.	#092922-GLB
JHB Group, Inc.	#092922-JHB
Monroe Towmaster, LLC	#092922-MNR
MAC Trailer Enterprises, Inc.	#092922-MCT
Pitts Enterprises, Inc.	#092922-PTT
Talbert Manufacturing, Inc.	#092922-TBT
Trail King Industries, Inc.	#092922-TKI

The preceding recommendations were approved on December 16, 2022.

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Greg Grunig

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Greg Grunig, MS, Procurement Lead Analyst

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Carol Jackson

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Craig West, Procurement Analyst

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Craig West

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Carol Jackson, Procurement Analyst

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Beverly Hoemberg

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Beverly Hoemberg, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #092922 for Trailers with Related Equipment, Accessories, and Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. 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 contracts.
2. The procurement process and resulting contracts 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.

DocuSigned by:

Jeremy Schwartz

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