



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #110421  
Entitled  
**Public Utility Equipment with Related Accessories and Supplies**

The following advertisement was placed September 16, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and September 17, 2021 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Utility Equipment with Related Accessories and Supplies 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 November 4, 2021, 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:

Advanced Manufacturing and Fabrication, Inc.	Morooka USA, LLC (Dominion Equipment)
Altec Industries, Inc.	Nelson Truck Equipment Co, Inc.
AramSCO, Inc.	New West Freightliner, Inc.
Aries Industries, Inc.	Prime Vendor, Inc.
B&J Forklift	Regina Construction Association
Commercial Truck Equipment Corporation	Sauber Manufacturing Company
Computrol Fuel Systems, Inc.	Schuler Brothers Investments
CTOS Canada, Ltd.	Sebright Products, Inc.
Custom Truck One Source, L.P.	SemaConnect
Deep Trekker	Sierra International Machinery, LLC
Diamond Mowers	Snap-on Industrial, A Division of IDSC Holdings, LLC
Discount Two-Way Radio Corporation	Source Atlantic, Ltd.

Dobbs Ford, Inc.	SPECTOR MANUFACTURING, INC.
Domino Highvoltage Supply, Inc.	Synergy Rents, LLC
DuCo, LLC (Elliott Equipment Company)	Terex Utilities
Eagle Crusher Company, Inc.	The Blue Book Network
ePower Systems & Battery, Inc.	The Charles Machine Works, Inc.
FCAR TECH USA	Time Manufacturing Company
Great West Equipment	US PATRIOT, LLC
Holland Pump Company	Valor Holdings, LLC
Kaufman Trailers of NE, Inc.	Vermeer Corporation
Leadbelt PowerSports	WABASH MFG., INC.
Lion Buses, Inc.	WASTEWATER SOLUTIONS, LLC

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 November 4, 2021, at 4:44:33 pm CT. Proposals were received from the following:

Altec Industries, Inc.  
 Computrol Fuel Systems, Inc.  
 CTOS Canada, Ltd.  
 Custom Truck One Source, L.P.  
 Elliott Equipment Company(DuCo, LLC)  
 Morooka USA, LLC (Dominion Equipment)  
 Terex Utilities  
 The Charles Machine Works, Inc.  
 Time Manufacturing Company  
 Vermeer Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst  
 Brandon Town CPSM, CPSD, Procurement Analyst  
 Carol Jackson, Procurement Analyst  
 Craig West, 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 services offered in the proposal response from Computrol Fuel Systems, Inc., 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.

Altec Industries, Inc., provides Sourcewell participating entities access to their full product line of equipment, including aerial devices, cranes and cable placers. Standard warranty is one year on parts and labor with most models including a limited lifetime warranty. Altec directly sells and services through their robust sales network and 44 Service Centers located throughout the United States and Canada. They are offering participating entities competitive pricing.

Elliot Equipment Company manufactures aerial work platforms, digger derricks, cranes, and boom trucks. Through their geographically dispersed distributors and internal sales and service teams, participating entities in Canada and the United States can receive sales and service support. Elliot offers a one-year warranty on parts and labor for aerials and digger derricks and two years on cranes. All products also include a lifetime structural warranty. Products included in this proposal are being offered with strong discounts from list prices.

Terex Utilities, Inc. offers their full line of public utility equipment that includes digger derricks, aerial devices, auger drills, auger tools, equipment remounts, inspections, and repair services. They have a strong direct sales and service force that is supplemented by a large distributor and rental partner network that allows them to provide sales and service to Sourcewell participating entities in the United States and Canada. Replacement parts for Terex products are available for purchase through their online e-commerce platform. Terex Utilities, Inc. proposes a solid discount from their list pricing.

The Charles Machine Works, Inc., dba Ditch Witch, offers a complete line of pedestrian and ride on trenchers, vibratory plows, compact utility products, stand on track loaders and attachments, directional drills, vacuum excavation products, micro trenching products, pipe and cable locators, tracking electronics, and pneumatic piercing tools. They have an independent dealer network throughout the United States and Canada, along with over 600 service personnel. Financing and competitive discounts off MSRP are available to Sourcewell participating entities.

Time Manufacturing Company brands include Versalift, BrandFX, Ruthmann, Steiger, Ecoline, Eagle, Blueline and Aspen Aerials. They offer a complete solution including bucket trucks, high access aerials, compact aerials, service trucks, cable placers and digger derricks with a dealer network that covers the United States and Canada. Standard one-year parts and labor warranties are included, and extended warranties are available. Time Manufacturing offers competitive pricing and discounts off MSRP to Sourcewell participating entities.

Vermeer Corporation has a comprehensive product lineup with trenchers, directional drills, piercing tools, and utility locating equipment. Their factory product specialists and dealerships located across the United States and Canada are available to fully serve Sourcewell participating entities. Standard warranties cover all products with extended warranty and service contracts available. Vermeer offers a competitive discount off standard pricing to Sourcewell participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #110421 to:

Altec Industries, Inc.	#110421-ALT
Elliott Equipment	#110421-EEC
Terex Utilities, Inc.	#110421-TER
The Charles Machine Works, Inc.	#110421-CMW
Time Manufacturing Company	#110421-TIM
Vermeer Corporation	#110421-VRM

The preceding recommendations were approved on December 20, 2021.

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*Kim Austin*

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

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Brandon Town CPSM, CPSD, Procurement Analyst

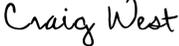
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Carol Jackson, Procurement Analyst

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Craig West, 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 #110421 for Public Utility Equipment with Related Accessories and Supplies**.

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.

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer