



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) 120320
Entitled

Ice Rink and Arena Equipment with Related Supplies and Services

The following advertisement was placed October 15, 2020 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, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and October 16, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Ice Rink and Arena Equipment with Related Supplies 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 December 3, 2020, 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:

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|--|---------------------------------|
| 1196501 Ontario, Inc. | FST Canada, Inc. |
| All-American Ice, LLC | IceBuilders Supply, Inc. |
| American Arena | Longhorn Locker Company, LLC |
| Athletica Sport Systems, Inc. | North West Rubber |
| Becker Arena Products | Omni Sport, Inc. |
| Big Hill Services, Ltd. | Regina Construction Association |
| CIMCO Refrigeration, A Division of Toromont Industries | Resurface Corp. |
| Climate by Design International, Inc. | Rink Systems, Inc. |
| Comfort Systems USA | Schreder Lighting, LLC |
| Construction Industry Center | Silkea |
| EverBlock Systems, LLC | Zamboni Company USA, 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 December 3, 2020, at 4:33:04 pm CT. Proposals were received from the following:

All-American Ice, LLC DBA All-American Arena Products
American Arena LLC
Athletica Sport Systems, Inc.
Big Hill Services, Ltd.
CIMCO Refrigeration, A Division of Toromont Industries Ltd.
Climate by Design International, Inc.
North West Rubber Ltd. dba SportFloor
Omni Sport, Inc.
Resurfice Corp
Silkea Inc.
Zamboni Company USA, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst
Steff Haataja, Procurement Analyst
Craig West, Procurement Analyst
Michael Munoz, 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 responses from North West Rubber Ltd. and Silkea 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.

All-American Ice, LLC, dba All-American Arena Products, has been providing rink-related solutions since 2013. They carry a full line of on-ice and off-ice equipment, accessories, and supplies, including Olympia brand ice resurfacers and a variety of services. All-American Arena Products offers a range of discounts from list pricing with volume discounts available.

American Arena LLC, offers turn-key design, construction, mechanical services, and ice rink and arena accessories, including many products manufactured in North America. American Arena incorporates environmentally preferred mechanical systems into the ice rinks and arenas they design, build, and renovate; with experience in replacement of obsolete refrigeration systems. Their services and products are being provided to Sourcewell with significant discounts.

Athletica Sport Systems, Inc., with its subsidiaries, Becker Arena Products, Inc., and Cascadia Sports Systems Inc., have sales and distribution centers throughout the United States and Canada, enabling them to serve Participating Entities across North America. They offer a range of percentage discounts from MSRP on multiple product and service lines.

CIMCO Refrigeration, A Division of Toromont Industries Ltd., provides design, engineering, fabrication, installation and servicing of recreational refrigeration systems including artificial ice rinks and skating surfaces. They have 27 branch locations in North America with over 300 refrigeration mechanics that can serve Sourcewell Participating Entities in the United States and Canada. CIMCO Refrigeration maintains a parts center with a large inventory that allows them to provide parts anywhere in North America within 24 hours. They offer a strong discount off their list pricing.

Zamboni Company USA, Inc., manufactures and services a full line of ice resurfacers and edgers in gas, LP and battery powered options. A combination of direct sales and service staff with servicing dealer locations is available to meet the needs of Sourcewell participating entities across the United States and Canada. Zamboni is offering a competitive discount from list price to participating entities.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #120320 to:

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|---|------------|
| All-American Ice, LLC DBA All-American Arena Products | 120320-ALL |
| American Arena LLC | 120320-AMR |
| Athletica Sport Systems, Inc. | 120320-ATH |
| CIMCO Refrigeration, A Division of Toromont Industries Ltd. | 120320-CIM |
| Zamboni Company USA | 120320-FZC |

The preceding recommendations were approved on January 4, 2021.

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Greg Grunig

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Greg Grunig, M.S., Procurement Lead Analyst

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Craig West

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Craig West, Procurement Analyst

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Michael Munoz

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Michael Munoz, CPPB Procurement Analyst

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Stephanie Haataja

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Stephanie Haataja, CPIM, Procurement Analyst

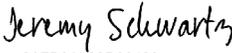
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcwell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #120320 for Ice Rink and Arena Equipment with Related Supplies and Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcwell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcwell 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 Sourcwell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer