



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #031121
Entitled

Grounds Maintenance Equipment, Attachments, and Accessories with Related Services

The following advertisement was placed January 19, 2021 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 January 20, 2021 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Grounds Maintenance Equipment, Attachments, and Accessories with Related 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 March 11, 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:

Aebi Schmidt North America	Manufacturers Solutions Team
AGCO Corporation	Max Distributing / BCS America
Altoz, Inc.	Moridge Manufacturing, Inc.
Ariens Company	MTD Products
ASW, LLC dba American Landmaster	Oakcreek Golf and Turf, LP
Bandit Industries, Inc.	PB Loader Corporation
BCS America, LLC	Peak Machinery
Blue Diamond Attachments	Power Distributors, LLC
Bonnell Industries, Inc.	Prairie Coast Equipment, Inc.
BUCEPHALUS BUYER, LLC	Prime Vendor, Inc.
Builrite Manufacturing, Inc.	Professionally Engineered Structures And Associates, LLC
C & B Manufacturing	Regina Construction Association
Chevin Fleet Solutions, LLC	RhinoAg, Inc.

Clark Equipment Company	Saris Cycling Group
Crary Bear Cat	Scag Power Equipment
DABO, Inc.	Schiller Grounds Care
Deere & Company	Slope Care, LLC
Deerland Equipment	Smithco, Inc.
Diamond Tree Moving, Ltd	Stonebrooke Equipment, Inc.
Old Dominion Brush Company, by Contract Administrator DuCo, LLC	Switch-N-Go, LLC
Elements Design, Inc.	The Toro Company
Embankscape Equipment, LLC	ThorWorks Industries, Inc.
EnviroSales	Tobroco Machinery, LLC
Equipment Works Inc., LLC	Tony Sanchez, LTD
Exmark Mfg. Co., Inc.	Trackless Vehicles, Ltd.
Ferri	Tractorland Kubota, Ltd.
Fiber Marketing International, Inc.	TURFCO Manufacturing
Generac Power Systems	United Rentals Fluid Solutions
Green Climber of North America	United Rotary Brush Corporation
GRYB USA	UtiliTough, Inc.
H. Barber & Sons, Inc.	Valley View Lawn and Landscape, LLC
Holder Tractors Inc	VENTURE PRODUCTS, INC.
Husqvarna Professional Products, Inc.	Voigt Smith Innovation, LLC
Hustler Turf Equipment, Inc.	Walker Manufacturing Company
JOHN-HENRY ENTERPRISES, INC.	WDDS ENTERPRISES
Karcher Municipal North America Corp.	Westvac Industrial, Ltd.
Kubota Tractor Corporation	Wiedenmann North America, LLC
Land Pride, A Division of Great Plains Mfg., Inc.	Woods Equipment Company

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 March 11, 2021, at 4:32:52 pm CT. Proposals were received from the following:

Aebi Schmidt North America
 Altoz, Inc.
 Ariens Company
 Bandit Industries, Inc.
 BCS America, LLC
 Blue Diamond Attachments
 Bonnell Industries, Inc.
 BUCEPHALUS BUYER, LLC
 C & B Manufacturing
 Clark Equipment Company
 Crary Bear Cat
 Deere & Company
 Embankscape Equipment, LLC
 Exmark Mfg. Co., Inc.
 Ferri

Generac Power Systems
Green Climber of North America
GRYB USA
H. Barber & Sons, Inc.
Husqvarna Professional Products, Inc.
Hustler Turf Equipment, Inc.
Karcher Municipal North America Corp.
Kubota Tractor Corporation
Land Pride, A Division of Great Plains Mfg., Inc.
Max Distributing / BCS America
Moridage Manufacturing, Inc.
MTD Products
Old Dominion Brush (by DuCo, LLC)
RhinoAg, Inc.
Scag Power Equipment
Schiller Grounds Care
Smithco, Inc.
Stonebrooke Equipment, Inc.
Switch-N-Go, LLC
The Toro Company
Tobroco Machinery, LLC
Trackless Vehicles, Ltd.
TURFCO Manufacturing
VENTURE PRODUCTS, INC.
Walker Manufacturing Company
Wiedenmann North America, LLC
Woods Equipment Company

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst
Bev Hoemberg, Procurement Analyst
Duff Erholtz, Client Relations Administrator
Bill Davison, CPPO, CPP, 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.

Ariens Company manufactures outdoor power equipment including a variety of snow removal products under the Snow-Thro brand, Gravely commercial mowers and utility vehicles, and a new all-day electric commercial zero-turn mower. Ariens Company has four Distribution Centers throughout the United States and 3,500 independent dealers. Sourcewell participating entities will receive a competitive price discount off list price and volume discounts are also available.

Clark Equipment Company designs, manufactures, markets, and distributes compact equipment for landscaping and grounds maintenance purposes. With 1,200 independent dealers and 3,000 sales specialists throughout North

America, Bobcat can provide local sales, service, parts, lease, and rental services. Sourcewell participating entities will receive a competitive discount off list price and additional multi-unit quantity discounts.

Deere & Company provides a broad selection of lawn, turf, and vegetation maintenance and snow removal equipment, including lawn and garden tractors with attachments, professional mowing equipment, utility vehicles, compact tractors with attachments, tractor loaders, rotary cutters, golf and turf related equipment with attachments and implements under the Frontier brand. They offer discounts from MSRP by product category, with additional multi-unit purchase discounts on many lines. Deere dealers are available to serve the needs of participating entities across North America.

Generac Power Systems, DR Power and Mean Green Mowers offers a full line of commercial electric lawn mowers, ride-on electric mowers, stand-on electric mowers, wide-area mowers, field and brush mowers, rototillers, edgers, chippers, leaf vacuums, stump grinders and snow blowers. They have a network of over 1,200 independent dealers, and over 10,000 trained dealer technicians throughout North America to serve Sourcewell participating entities. Generac is offering a competitive discount off MSRP with available financing options.

Husqvarna Professional Products, Inc. is offering a full range of zero turn mowers, stand-on mowers, riding lawn mowers, walk behind mowers, robotic lawn mowers, chainsaws, hedge trimmers, leaf blowers, edgers, brushcutters, aerators, dethatchers, seeders, sprayers, and battery powered outdoor power equipment. With over 5,000 dealers across the United States and Canada, they stand ready to serve Sourcewell participating entities. Husqvarna is offering a range of discounts from list pricing on equipment, products, and attachments/accessories.

Hustler Turf Equipment, Inc. provides a full line of mowers, with accessories, and a line of utility vehicles, for participating entities' grounds maintenance needs. Sales and service are offered through over 1,100 dealers and they maintain distributor product and parts warehouses in multiple locations in the United States. The Hustler pricing includes significant discounts off MSRP, with free set up and delivery of mowers in the lower 48 states.

Kubota Tractor Corporation offers a full spectrum of lawn, sod, grounds, garden equipment and tools at over 1,100 Kubota dealers in the United States and 154 dealers in Canada. The Kubota product line includes lawn and garden tractors, riding mowers, walk behind mowers, zero-turn mowers, loaders, backhoes, buckets, grapple buckets, snow blowers, sweepers, mower decks, grass mulchers and catchers, plus blades for moving dirt or snow. Kubota offers a significant discount off MSRP to Sourcewell participating entities.

MTD Products offers a full line of zero-turn, stand-on and walk behind mowers along with snow blowers, lawn and garden equipment, and hand-held outdoor power equipment, including leaf blowers and trimmers. Current brands include: Cub Cadet®, Troy-Bilt®, Remington®, Robomow®, Yard Machines®, Rover®, WOLF-Garten®, and Bolens®. MTD Products Company has approximately 1,600 retailers throughout the United States and Canada. A considerable discount off list price is offered to Sourcewell participating entities.

Old Dominion Brush is providing truck-mounted, self-contained and tow behind leaf and debris collection vacuums. They have dealer locations throughout the United States and Canada available to serve participating entities. ODB is offering a solid discount off list price. Additional discounts are available on the purchase of multiple units.

Scag Power Equipment is providing commercial walk-behind, stand-on, sit down, zero turn lawn mowers, stand-on spreader sprayers, and debris management equipment. With 1,200 dealer locations, they can provide complete

sales and service coverage across North America. Scag offers financing options and a considerable discount off MSRP pricing for Sourcewell participating entities.

Toro Company, for over 100 years, has been offering solutions in the US and Canada for outdoor projects including turf maintenance, snow management, landscape, irrigation solutions, specialty construction equipment and rentals. They have financing and leasing programs available. Sourcewell participating entities will receive a significant discount off MSRP line-item pricing, with additional volume pricing available at some dealerships.

Woods Equipment Company is offering attachments for tractors including rigid and flex-wing rotary cutters, rigid and flex-wing mowers, flail shredders, box scrapers, grading scrapers, landscape rakes, post hole diggers, rear blades, stump grinders, disc harrows, tillers, seeders, snow blowers, and zero-turn mowers. Woods has over 1,500 dealer locations across the United States and Canada to deliver solutions to Sourcewell participating entities. Their products are being offered at significant discounts from list price.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #031121 to:

Ariens Company	#031121-ACO
Clark Equipment Company	#031121-CEC
Deere & Company	#031121-DAC
Generac Power Systems	#031121-GNR
Husqvarna Professional Products, Inc.	#031121-HSQ
Hustler Turf Equipment, Inc.	#031121-HTE
Kubota Tractor Corporation	#031121-KBA
MTD Products	#031121-MTD
Old Dominion Brush	#031121-ODB
Scag Power Equipment	#031121-SCG
Toro Company	#031121-TTC
Woods Equipment Company	#031121-WDE

The preceding recommendations were approved on April 28, 2021.

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Kim Austin

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

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Beverly Hoemberg

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Bev Hoemberg, Procurement Analyst

DocuSigned by:

Duff Erholtz

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Duff Erholtz, Client Relations Administrator

DocuSigned by:

Bill Davison

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Bill Davison, CPPO, CPP, Procurement Analyst

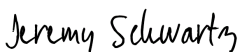
STATEMENT OF COMPLIANCE

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 #031121 for Grounds Maintenance Equipment, Attachments, and Accessories with Related 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.

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer