



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #062222
Entitled

Snow and Ice Handling Equipment, Supplies, and Accessories

The following advertisement was placed May 3, 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, May 4, 2022 in Oregon's *Daily Journal of Commerce*, and on May 3 and May 10, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Snow and Ice Handling Equipment, Supplies, and Accessories 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 June 22, 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:

1708828 Ontario, Ltd. (Horst Welding, HLA Attachments, HLA Snow)	Little Falls Machine, Inc.
Aebi Schmidt North America (M-B CO, Swenson, Meyer, Monroe or MTE, Aebi Schmidt Canada)	MacLean Engineering & Marketing Co., Limited
Air-Flo Mfg. Co., Inc.	Manufacturers Solutions Team
Alamo Group (USA), Inc.	Metal Pless
B.D.P. of Ct., Inc.	Mills & Miller, Inc.
BCS America, LLC	Monroe Truck Equipment
Big Hill Services, Ltd.	Nelson Truck Equipment Co., Inc.
Bonnell Industries, Inc.	Northern Supply, Inc.
Certified Stainless Service, Inc.	NSG Logistics, LLC
Chemung Supply Corporation (Evolution Edges)	Orec America, Inc.
CLAES Equipement	PreCise MRM

COLVOY ENTERPRISES 2012, LTD	Prinoth, Ltd.
Conveyor Consulting and Rubber Corporation	Regina Construction Association
Crysteel Manufacturing DBA J-Craft, Inc.	Sakai America, Inc.
DANA SAFETY SUPPLY, Inc.	Sewn Products, LLC
Douglas Dynamics, LLC dba Western Products	SkyHawk Telematics
Eastern Farm Machinery, Ltd.	Smart Planet Software
ENDURAPLAS, LLC (Camion)	Stonebrooke Equipment, Inc. dba SnowWolf
Epoke North America, Inc.	Storm Equipment
EQUIPEMENTS PLANNORD, Ltd.	Stykemain Chevrolet, LLC
Fair Manufacturing, Inc.	Tony Sanchez, LTD
FORCE America, Inc.	Trackless Vehicles, Ltd
Fortbrand Services	Truck Builders of CT
GLEZEN'S POWER EQUIPMENT	Truck Parts & Sales of CT, Inc.
Halliday Technologies, Inc.	Usinage Pro 24, Inc.
Hanel Group, Inc.	Valk Manufacturing Company
HBM Group, Inc.	Viking Cives Midwest, Inc. (Cives Corporation)
HENDERSON PRODUCTS, INC.	Vohl, Inc.
House2Home Landscaping	Walker Manufacturing Company
Industrial Truck Equipment	Wille North America
J.A. Larue	Winter Equipment Company, Inc.
Kueper North America, LLC	Xerowaste Solutions, Inc.
Lacal Equipment	

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 June 22, 2022, at 4:30:26 pm CT. Proposals were received from the following:

1708828 Ontario, Ltd. (Horst Welding, HLA Attachments, HLA Snow)
 ASH North America, Inc., dba Aebi Schmidt North America
 Air-Flo Mfg. Co., Inc.
 Alamo Group (USA), Inc.
 Bonnell Industries, Inc.
 Chemung Supply Corporation (Evolution Edges)
 Crysteel Manufacturing DBA J-Craft, Inc.
 Douglas Dynamics, L.L.C.
 ENDURAPLAS, LLC (Camion)
 Epoke North America, Inc.
 Fair Manufacturing, Inc.
 FORCE America, Inc.
 Fortbrand Services
 HBM Group, Inc.
 HENDERSON PRODUCTS, INC.
 J.A. Larue inc.
 Kueper North America LLC
 Little Falls Machine, Inc.
 MacLean Engineering & Marketing Co., Limited

Northern Supply, Inc.
Orec America, Inc.
Prinoth, Ltd.
Smart Planet Software
Stonebrooke Equipment, Inc. dba SnowWolf
Storm Equipment
Stykemain Chevrolet, LLC
Trackless Vehicles, Ltd.
Usinage Pro 24, Inc.
Cives Corporation
Vohl inc.
Wille North America
Winter Equipment Company, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Procurement Lead Analyst
Michael Muñoz, CPPB, Procurement Analyst
Carol Jackson, Procurement Analyst
Beverly Hoemberg, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The proposals of Epoke North America, Inc., and Willie North America were determined to have been submitted in violation of RFP Section II. G. 2. and were rejected. The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response of HBM Group, Inc. and Smart Planet Software, 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.

Alamo Group (USA) Inc manufactures a mix of severe service snowplows, hitches and wing systems, rotary brooms, loader and truck mounted snowblowers, spray and anti-icing/deicing systems. Alamo provides sales and service to all of the United States and Canada. They are offering significant discounts off their list pricing to Sourcewell participating entities.

ASH North America, Inc., dba Aebi Schmidt North America, provides a large variety of snow moving and control equipment. 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.

Bonnell Industries, Inc., is a manufacturer and vehicle upfitter providing equipment such as snowplows, spreaders, scrapers, wings, dump bodies, multi-purpose bodies, prewet systems, parts and accessories. The Bonnell 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.

Douglas Dynamics, L.L.C., offers multiple brands of snow and ice control attachments and accessories. Their mix of equipment covers Sourcewell participating entities' snow and ice control needs. Douglas Dynamics provides sales and service to all of the United States and Canada. Their pricing represents significant discounts off published list pricing, with the discount percentage varying by product brand and category.

Fair Manufacturing Inc. is a certified SBE manufacturing loader-mounted and PTO-driven snow blowers and snow hauling truck body inserts.. Their sales and service staff are capable of supporting Sourcewell participating entities in the snow-belt region of the United States and Canada. Fair Manufacturing offers competitive pricing discounts from MSRP, with additional volume discounts available for qualifying multiple product purchases on a single purchase order.

J.A. Larue inc., has long history of snowblower building experience based in Canada. J.A Larue will provide sales and service through its extensive dealer network in the United States and Canada. They are offering Sourcewell participating entities a solid percentage discount from standard list price, with increasing discounts based on unit order quantities.

Kueper North America LLC offers blades, edges, and wear components for snow control equipment in a variety of materials and designs. Kueper provides sales and service to the United States and Canada with a blended model of direct and dealer representation. They are offering significant discounts off their list pricing to Sourcewell participating entities.

Little Falls Machine, Inc., manufactures a wide variety of plows, wings, spreaders, scrapers, hitches, and lifts designed for truck, grader, and loader applications. Their sales and service staff support Sourcewell participating entities across the United States, with capability to serve agencies in Canada as well. They are offering a stated percentage discount from list prices.

Cives Corporation provides a range of snow control products in multiple configurations, including their BiDirectional Tow Plow, and Side Shift Plow. Cives utilizes a blended factory store and dealer location approach to deliver sales and service in the United States and Canada. Their pricing represents a significant discount from MSRP on all product offerings.

Vohl inc. produces loader-mounted snowblowers in medium and large capacity models with available free operator and maintenance training onsite at the time of delivery. Vohl equipment and services are available to Sourcewell participating entities in the United States and Canada through either direct sales or dealer sales channels. Vohl offers a stated percentage discount off MSRP pricing, with an additional quantity discount on qualifying orders.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #062222 to:

Alamo Group (USA), Inc	#062222-AGI
ASH North America, Inc., dba Aebi Schmidt North America	#062222-AEB
Bonnell Industries, Inc.	#062222-BNL
Douglas Dynamics, L.L.C.	#062222-DDY
Fair Manufacturing Inc.	#062222-FAM
J.A. Larue inc.	#062222-JAL
Kueper North America LLC	#062222-KUE
Little Falls Machine, Inc.	#062222-LFM
Cives Corporation	#062222-VCM
Vohl inc.	#062222-VHL

The preceding recommendations were approved on August 9, 2022.

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Greg Grunig
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Greg Grunig, MS, Procurement Lead Analyst

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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 #062222 for Snow and Ice Handling Equipment, Supplies, and Accessories**.

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
Chief Procurement Officer