



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #053024
Entitled

Forklifts, Lift Trucks with Related Products and Services

The following advertisement was placed April 11, 2024, in South Carolina’s *The State*, in the USA Today, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, April 12, 2024, in Oregon’s *Daily Journal of Commerce*, and April 11 and April 18, 2024, in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Forklifts, Lift Trucks with Related Products 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 May 30, 2024, 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:

21st Century Equipment, LLC	Doosan Industrial Vehicle America Corp
Abel Womack, Inc.	Equipter LLC
Allstate Equipment Co, Inc	FAE USA, Inc
ALT Sales Corp.	Federal Contracts Corp
Atlas Toyota Material Handling, LLC.	Felix Dynamics
AVIATE ENTERPRISES, INC.	First Green Industries
Carmix Nevada LLC	FLIFT America
Carson Industries	Forklift America LLC
Castle Equipment Company, LLC	Forklifts of St. Louis, Inc.
Clark Equipment Company	Friendship Automotive LLC
Crown Equipment Corporation	G N Johnston Equipment Co Ltd.
DD DANNAR, LLC	Hansler Industries Ltd.
Doggett Toyota Lift of Houston	Harty Enterprises INC.

Herc Rentals Inc.	Mohr Manufacturing Corp
Hyster-Yale Group, Inc.	Pape' Material Handling
Hyundai Construction Equipment Americas INC	PWXPress
Integrated Distribution Systems Limited Partnership	Regina Construction Association
Kalmar USA	Rocky Mountain Equipment
KOHAR TRUCKING LTD	SCHAFFER EQUIPMENT LP
Kraftsman Incorporated	Southern States Material Handling Inc
Leavitt Machinery	Southwest Toyotalift
Liftow Limited	Supreme Forklift & Equipment Limited
LiuGong Construction Machinery North America, LLC	Sweetgrass Custom Upholstery LLC
MACHINERY PARTNER INC	Toromont Material Handling, A Division of Toromont Industries Ltd.
Manitou North America, Inc.	U.S. Materials Handling Corporation
Midnight Whitefish Co.	Western Materials Handling & Equipment Ltd.
Mitsubishi Caterpillar Forklift America Inc.	White Horse Distribution, LLC
Mitsubishi Logisnext	

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 May 30, 2024, at 4:30 pm CT. Proposals were received from the following:

Atlas Toyota Material Handling, LLC.
 Crown Equipment Corporation
 DD DANNAR, LLC
 Doosan Industrial Vehicle America Corp
 Equipter LLC
 First Green Industries
 Hyster-Yale Group, Inc.
 Hyundai Construction Equipment Americas INC
 LiuGong Construction Machinery North America, LLC
 Manitou North America, Inc.
 Mitsubishi Logisnext
 Western Materials Handling & Equipment Ltd.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, NIGP-CPP, Procurement Manager
 Carol Jackson, Procurement Analyst
 Lisa Truax, CPPB, Procurement Analyst
 Mari Vielma, 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 DD Dannar, LLC and First Green Industries, 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.

Atlas Toyota Material Handling, LLC, provides entities with a variety of Class I-VI forklifts along with container handlers, accessories and services. With their 50 dealers and 230 locations, they can offer accurate and timely service. Their System of Active Stability reduces the risk of accidents and injuries and increases productivity. They are offering solid pricing discounts off MSRP that include shipping.

Crown Equipment Corporation is a U.S. based manufacturer of Class I-V forklifts, accessories and services. They are offering multiple safety and operating systems allowing their products to operate safely and productively. Crown has a direct sales team and 100 dealer locations for the United States and Canada to serve Sourcewell participating entities. Crown offers discounts off standard pricing.

Doosan Bobcat North America offers a full line of Class I-V internal combustion and electric forklifts, with battery monitoring, fleet management, and telematics system offerings. They have a growing dealer sales and service network across North America, providing a variety of operator and maintenance training and extended maintenance plans. Doosan offers a competitive discount off standard pricing to Sourcewell participating entities.

Hyster-Yale Group has been in the forklift industry since 1919. They offer Class I-V ICE, electric and alternative fuel forklifts and container handlers. Hyster has a vast dealer network with 26 dealers with over three hundred locations in the US and Canada. Their electric forklifts consume the least energy in their class. Hyster-Yale offers participating entities deeply discounted pricing off commercial price list and have volume discounts available for large purchases.

HD Hyundai Construction Equipment North America is offering a range of Class I-VI forklifts, available in battery, LP, and diesel-powered models and in various configurations. Sales and service is available to Sourcewell participating entities through 166 Hyundai dealer locations across the U.S. and Canada, with optional preventive or full maintenance contracts also available. Hyundai offers solid warranties and significant pricing discounts by product category.

Manitou North America, Inc. has been in the industry for almost 70 years. Their offering consists of Class I, IV, V, VI forklifts along with accessories and services. They bring a strong dealer network with over 200 dealers consisting of over 400 locations to support their equipment in the United States and Canada. Manitou offers multiple training programs to entities as needed. They offer solid discounts off MSRP to Sourcewell participating entities.

Mitsubishi Logisnext Americas Inc. has roots that date back over 100 years. With their 567 dealer locations across the United States and Canada, they have the ability to serve Sourcewell entities. They are offering forklifts in Classes I-VI. Their "2 Shifts, 1 Charge" guarantee provides their customers an industry exclusive run-time. They are offering pricing discounts from list price with the opportunity for volume pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #053024 to:

Atlas Toyota Material Handling, LLC	#053024-ATY
Crown Equipment Corporation	#053024-CRO
Doosan Bobcat North America	#053024-DIV
Hyster-Yale Group	#053024-HYS
HD Hyundai Construction Equipment North America	#053024-HCE
Manitou North America, Inc.	#053024-MAI
Mitsubishi Logisnext Americas Inc.	#053024-MCF

The preceding recommendations were approved on July 12, 2024.

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Greg Grunig

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Greg Grunig, MS, NIGP-CPP, Procurement Manager

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Carol Jackson

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Carol Jackson, Procurement Analyst

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Lisa Truax

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Lisa Truax, CPPB, Procurement Analyst

Signed by:

Mari Vielma

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Mari Vielma, Procurement Analyst

STATEMENT OF COMPLIANCE

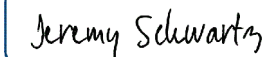
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #053024 for Forklifts, Lift Trucks with Related Products and Services.**

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.

Signed by:



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