



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) # 112624
Entitled**

Grounds Maintenance Equipment and Related Attachments

The following advertisement was placed October 8 and October 15, 2024 in *USA Today* and in Oklahoma’s *The Oklahoman*; October 9, 2024 in South Carolina’s *The State*; October 8, 2024 on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>; October 9, 2024 on Biddingo and Merx; October 9, 2024 on PublicPurchase.com; October 8, 2024 on The New York State Contract Reporter www.nyscr.ny.gov; October 9, 2024 in Oregon’s *Daily Journal of Commerce*; October 9, 2024 in Utah’s *The Salt Lake Tribune*; and October 9, 2024 in Utah’s *Deseret News*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Grounds Maintenance Equipment and Related Attachments to result in a procurement 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 26, 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:

2333369 Alberta Ltd.	Mahindra USA, Inc.
Acrisure	Maintenance Products and Equipment Co.
Advanced Turf Solutions	Mazio Attachments LLC
All Access Equipment, Inc.	Mechanic Machining (Shenzhen) Co. Ltd.
Alta Enterprises, LLC	Middendorf and Reuss Construction Inc.
American AI Logistics	Milwaukee Tool

Any Wheels Incorporated	Molenshour Power Equipment
Ariens Company	Moridge Manufacturing, Inc.
Arrowquip USA, Inc.	MTA Distributors, LLC
ASW, LLC dba American Landmaster	Nexpro Trucks & Equipment Corp.
Aztec Rental Center #2, Inc.	Norlift, Inc.
Bad Boy Inc.	North Country Saw Shop LLC, dba Tim's Country Saw Shop
Blueline Equipment Co., LLC	Northwest Lawn & Power Equipment, LLC.
Bomford Turner Limited	OPPM, State of Alaska
Bonnell Industries, Inc.	Pacific Blue Property Services
Bucephalus Buyer, LLC	Par-Kan Company, LLC
Caliber Landscaping Ltd.	Perma-Green Supreme, Inc.
Capitol Transmission Services	Positec Commercial Inc.
Greenworks North America LLC	Prime Vendor Inc.
Chervon North America	Prinoth LLC
Clark Equipment Company dba Doosan Infracore Portable Power	Pro-Tech Manufacturing & Distribution Inc.
CLM Equipment Co., Inc.	Progressive Turf Equipment, Inc.
Compact Excavator Sales LLC	PWXPress
Construction Parts PNW	Redexim North America, Inc.
Cresson Point Construction LLC	Regina Construction Association
Cross-Tech Manufacturing Inc.	Reid Enterprises
Crushing Mechanics LLC	REJ California Group Inc.
Danuser Machine Company, LLC	Road Groom Mfg., LLC
Dawson Manufacturing LLC	Robens Marc LLC

Deere & Company	Robert E. Little, Inc.
Dodge Data & Analytics	Russo Hardware Inc.
Doosan Bobcat North America, Inc.	Scag Power Equipment
DRK Enterprises, LLC	Schaffer Equipment LP
DuCo, LLC	Schiller Grounds Care
Dymax Inc.	Shred-Tech Corporation
Eastern Farm Machinery Ltd.	Sioux International Inc.
Echo Incorporated	SiteOne Landscape Supply
ECHO Power Equipment Canada	Sohars All Season Mower Service Inc.
EGHOLM A/S	Southeast Regional Sales, Inc.
Embankscape Equipment LLC	Specialized Administrative Support Services, LLC
Energreen America, Inc.	STEC Equipment
Ewing Irrigation Products, Inc.	Steel Green Manufacturing
FAE USA, Inc.	STIHL Incorporated
FECON LLC	Stinger Equipment, Inc.
Federal Contracts Corp	Summer Lawn N Saw LLC
Ferri Equipment, Inc.	Textron Specialized Vehicles
FireFly Automatrix, Inc.	The Hall Group Inc.
Gardner, Inc.	The PlanIT Room
Gatormoto Utility Vehicles and More LLC	The Toro Company
Gemplers	The World Academy of Personal Development Inc.
Generac Power Systems	TinyMobileRobots LLC US
General Equipment & Supplies	Tool Rentals By Durant's
Golf Tournaments Inc.	Trackless Vehicles Ltd.
Green Machines Inc.	Trimax Mowing Systems Inc.

HD Hyundai Infracore North America	Turf Robotics LLC
Henderson Products, Inc.	United Rotary Brush Corporation
Horizon Distribution Inc.	VF VENIERI SPA
Hughes Ventures, Inc.	Victoria McVay LLC
Husqvarna Professional Products, Inc.	Vigliotti Landscape Service Center
Hustler Turf Equipment Inc.	Vizocom ICT LLC
Innovativ Hoisting LLC	VRCA
Intelligent Marking USA, Inc.	Walker Manufacturing Company
Iowa Farm Equipment	West End Power Equipment Co., Inc.
Jacobsen	Western Trailer Sales Co.
JHouston Holdings LLC	Winsupply of McAllen TX Co.
Jones & Turner, LLC	Woods Equipment Company
Jordan Camper	Wright Manufacturing, Inc. – Frederick, MD
Karls Hardware	YBS Yard Beautification Services Ltd.
Keverest Technologies	York Modern Corporation
Kibble Equipment	Zatos Equipment LLC
Kinperium-Hiniker LLC.	Zimeno Inc.
KL Solutions Inc.	Zooks Welding LLC
Kubota Tractor Corporation	
Land Pride, A Division of Great Plains Mfg, Inc.	
Lastec	
Loftness Specialized Farm Equipment, 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 November 26, 2024 at 4:30 pm CT. Proposals were received from the

following:

Ariens Company
Aztec Rental Center #2, Inc
Bad Boy Inc.
Bonnell Industries Inc
BUCEPHALUS BUYER, LLC
Greenworks North America LLC
Chervon North America
Deere & Company
Doosan Bobcat North America, Inc
DuCo, LLC
Echo Incorporated
EGHOLM A/S
Embankscape Equipment LLC
Energreen America Inc.
Federal Contracts Corp
Gardner, Inc.
Gemplers
Generac Power Systems
HENDERSON PRODUCTS INC
Husqvarna Professional Products, Inc
Hustler Turf Equipment Inc
Intelligent Marking USA, Inc.
Iowa Farm Equipment
Jacobsen
JHouston Holdings LLC
Kinperium-Hiniker LLC.
Kubota Tractor Corporation
Land Pride, A Division of Great Plains Mfg. Inc.
Milwaukee Tool
MTA Distributors, LLC
MTD Products Company
Positec Commercial Inc
Prinoth LLC
Pro-Tech Manufacturing & Distribution INC
Scag Power Equipment
Schiller Grounds Care
SiteOne Landscape Supply
STEC EQUIPMENT
Steel Green Manufacturing
STIHL Incorporated
Stinger Equipment, Inc.

The Toro Company
TinyMobileRobots LLC US
Tool Rentals By Durant's
Trackless Vehicles Ltd.
Trimax Mowing Systems Inc
Turf Robotics LLC
United Rotary Brush Corporation
Victoria McVay LLC
Walker Manufacturing Company
Western Trailer Sales Co
WINSUPPLY OF MCALLEN TX CO
Woods Equipment Company
Wright Manufacturing, Inc. - Frederick, MD
York Modern Corporation
Zimeno Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Ginger Line, MPA, NIGP-CPP, CPPB Senior Procurement Analyst
Ben James, Procurement Analyst II
Ashley Powers, Procurement Analyst I
David Gonzalez, Procurement Analyst I

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

Ariens Company was established in 1933. Through subsidiaries, Sno-Thro and Gravely, Ariens is a manufacturer of outdoor power equipment for both consumer and commercial maintenance use. Ariens has approximately 64 sales representatives covering the United States and Canada, 3 distributor centers in the United States, and 3500 dealers in their network that cover the service needs. Ariens is offering significant discounts, leasing and financing options, zero fee Purchase Card rates, and volume discounts.

Deere & Company was established in 1837. With over 100 state/cooperative contracts and proven financial viability through financial reports, they are willing and able to support all Sourcewell and nonprofits without restrictions. They have approximately 25 representatives dedicated to government sales and over 1700 dealer locations nationwide that provides product/service support. Deere & Company offers a considerable discount with volume discounts and with financing and leasing options available.

Doosan Bobcat North America, Inc.'s roots go back to the founding of Bobcat in North Dakota in 1947. Customers have come to rely on Bobcat machines and technologies in industries like construction, agriculture, landscaping, rental equipment, grounds maintenance, and utilities, among others. Bobcat's dealer network is made of over 1,500 independent Bobcat dealer locations and more than 3,500 dealer sales staff ready to discuss all of Bobcat's available machinery and options. Bobcat is offering some tax-free municipal leasing and flexible financing options and deep discounts to Sourcewell participating entities; volume discounts are also available.

DuCo, LLC (Old Dominion Brush Company) was founded in 1910 and has achieved many patents of their products throughout the years. They have twenty-two dealers with 56 locations with nine locations in Canada which will

service all of Sourcewell's participating agencies. DuCo, LLC offers beach, litter, and lawn care with truck-mounted, hook-lift, and combination units to Sourcewell participating agencies with a competitive discount on the base unit list price.

ECHO's parent company began manufacturing agricultural equipment in 1947. Their U.S. headquarters was established in 1972. With a sales team of over 350 personnel and over 5,500 authorized dealers in the United States and Canada, they are ready to serve Sourcewell participating entities. ECHO offers a full line of gas and battery outdoor equipment that may be needed for lawn and garden, field and turf, golf course, and beach/waterfront maintenance. They are offering a substantial discount off MSRP.

Embankscape Equipment, LLC, d/b/a RC Mowers, is a certified small business entity providing advanced autonomous mowing robots and remote-operated robotic mowers. Their product line includes both new and refurbished lawn and garden equipment and beach/waterfront equipment. Their sales team and dealer network will serve Sourcewell Participating entities in the United States and Canada. RC Mowers offers solid price discounts and volume-based pricing.

Generac Power Systems was established in 1959. DR Power Equipment and Mean Green Mowers leverages the global resources of their parent company, Generac Power Systems to design, develop, manufacture, distribute, and sell professional-grade outdoor power equipment and patented mower designs and battery technology products on the market. Generac, Dr Power, and Mean Green have 120 representatives in sales, 2500 representatives in service, and over 1400 dealers in their network. They are willing and able to support all Sourcewell and nonprofits without restrictions. Generac is offering Sourcewell participating agencies a considerable discount.

Greenworks North America, LLC, which is one of the largest producers of commercial-grade, battery-powered lawn and garden products. Greenworks's product lineup includes zero-turn mowers, walk-behind mowers, leaf blowers, string trimmers, etc. Discounts are competitive for wheeled/large-battery items to handheld equipment and batteries. Greenworks currently has 400 independent authorized dealers throughout the United States and Canada.

Husqvarna Professional Products, Inc., whose parent company has been in business for 325 years, is a leader in the outdoor power products segment for forestry and lawn and garden care. Husqvarna delivers a wide range of products such as handheld products like chainsaws, brush cutters, and string trimmers to zero-turn and robotic mowers. Husqvarna's extensive dealer network includes more than 5,000 dealers across the United States and Canada. Discounts are competitive and volume discounts are available for the Z500 zero-turn mowers.

Hustler Turf Equipment Inc. was acquired by Stanley Black & Decker in 2021. They have an extensive dealer network of 1,400 dealers in North America. Hustler has the first ever twin lever zero turn mower as one of their many options for Sourcewell participating agencies. Hustler is also offering mowers and battery-powered outdoor equipment to fit all customer's needs. They are offering a variety of competitive discounts on their product lines.

Jacobsen was founded in 1921 and offers a complete line of professional turf maintenance equipment. Jacobsen's distribution channel contains over 60 facilities, all of which have the capacity to support pre-sale and post-sale activities. Pricing is competitive with volume discounts available for 3 or more units. Some notable highlights include the all-electric fleet of reel and rotary mowers for the 2024 Summer Olympic Games in Paris and the Jacobson rotary batwing mower responsible for maintaining the White House lawn.

Kubota Tractor Corporation was established in 1890. With over 1,100 dealers throughout the United States and 155 dealer locations in Canada, they are more than ready to serve Sourcewell participating entities. Their product line includes a wide variety of products focused on lawn and garden equipment, aeration and irrigation attachments, and beach and waterfront accessories. Kubota Tractor Corporation offers financing and leasing options in addition to competitive pricing discounts.

MTD Products Company has been producing Cub Cadet products since 1961. MTD was purchased by Stanley-Black & Decker in 2021. Cub Cadet has an authorized dealer network of over 1,800 independently owned retailers throughout the United States and Canada. MTD also has multiple warehouses strategically located throughout the US to be able to quickly deliver products to dealers and customers. MTD is offering the full line of Cub Cadet residential and commercial mowers and the full line of DeWalt battery-powered mowers and handheld equipment/commercial attachments. All their discounts are competitive for Sourcewell participating agencies.

Positec Commercial Inc was established in 1994. Positec is in over 14 countries, has 4000 employees, and 2700 locations globally. Kress is sold exclusively through a Kress authorized dealer network throughout the US and Canada. Positec has 1200 sales representatives, 600 dealer locations in the United States and Canada that provide service to customers, and four distribution centers. They are willing and able to support all of the contiguous US, Canada, and nonprofits. Positec is offering an adequate discount on Kress products and has financing and leasing options.

Scag Power Equipment was established in 1982 in Wisconsin and has been working in mowing, turf, and debris management equipment since their inception. They can serve our participating agencies through their 1200 dealers along with their sales and service force. Scag Power Equipment is offering many mower options, along with spreaders, sprayers, and debris management at a substantial discount for Sourcewell participating agencies.

STIHL Incorporated was established in 1926. STIHL manufacturers over 100 models of tools, has approximately 20,000 employees in over 160 countries, 250 sales representatives in the United States, 5 independent distributors, 11,000 independent dealers in their network, and 6 company-owned branches. STIHL is willing and able to support all the United States and United States' territories. STIHL is offering a significant discount coupled with leasing and financing options.

The Toro Company was founded in 1914 and is a leading worldwide provider of turf and landscape maintenance equipment. They offer a wide variety of lawn and garden, irrigation, and beach and waterfront equipment and accessories. Their sales team and dealer network will serve Sourcewell participating entities in the United States and Canada. The Toro Company has multiple leasing and financing options and is offering Sourcewell participating entities substantial pricing discounts.

Walker Manufacturing Company, founded in 1958, but has been in lawn and garden since 1980 with 4,000 people in their workforce across the United States and Canada. They are offering lawn mowers, with many deck attachments, boom sprayers, snowblowers, buckets, and blade. All of their products have various safety and ergonomic options. Walker also offers a competitive pricing discount on their products.

Wright Manufacturing, Inc., is a privately owned family business founded in 1981. With over 50 U.S. patents, they have a deep understanding of the landscaping industry. They manufacture a variety of commercial mowing solutions including stand-on mowers, zero-turn mowers, wide-area walk-behind mowers, and accessories. With eleven distributors across the United States and Canada, and over 700 independently owned dealers, they are ready to serve Sourcewell participating entities. Wright Manufacturing, Inc., offers a significant discount off MSRP, along with volume-based discounts.

For these reasons, the following awards of Sourcewell #112624 are recommended:

Ariens Company	112624-ACO
Deere & Company	112624-DAC
Doosan Bobcat North America, Inc.	112624-CEC
DuCo, LLC	112624-ODB
Echo Incorporated	112624-ECHO
Embankscape Equipment LLC	112624-EMB
Generac Power Systems	112624-GNR
Greenworks North America LLC	112624-GNW
Husqvarna Professional Products, Inc.	112624-HSQ
Hustler Turf Equipment, Inc.	112624-THE
Jacobsen	112624-JCS
Kubota Tractor Corporation	112624-KBA
MTD Products Company	112624-MTD
Positec Commercial Inc.	112624-POSC
Scag Power Equipment	112624-SCG
STIHL Incorporated	112624-STIHL
The Toro Company	112624-TTC
Walker Manufacturing Company	112624-WKR
Wright Manufacturing, Inc. - Frederick, MD	112624-WRT

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Ginger Line, MPA, NIGP-CPP, CPPB Senior Procurement Analyst

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Ashley Powers, Procurement Analyst I

Signed by:

David Gonzalez

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David Gonzalez, Procurement Analyst I

STATEMENT OF COMPLIANCE

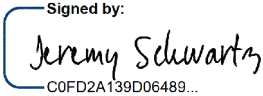
As Chief Procurement Officer for Sourcwell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #112624 for Grounds Maintenance Equipment and Related Attachments**.

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 master agreements.
2. The procurement process and resulting master agreements 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.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcwell Board of Directors on February 18, 2025.

Signed by:


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