

COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #040319
Entitled

**MEDIUM DUTY AND COMPACT CONSTRUCTION EQUIPMENT WITH RELATED ATTACHMENTS, ACCESSORIES,
AND SUPPLIES**

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on February 15, 2019 and February 14, 2019 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, Biddingo, Merx, The New York State Contract Reporter website www.nyscr.ny.gov, Onvia website www.onvia.com, and PublicPurchase.com:

Sourcewell, formerly the National Joint Powers Alliance® (NJPA), on behalf of Sourcewell and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #040319 MEDIUM DUTY AND COMPACT CONSTRUCTION EQUIPMENT WITH RELATED ATTACHMENTS, ACCESSORIES, AND SUPPLIES. Details of this RFP are available beginning February 14, 2019. Details may be obtained by letter of request to James Voelker, Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@sourcewell-mn.gov. Proposals will be received until April 3, 2019 at 4:30 p.m. Central Time at the above address and opened April 4, 2019 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

Able Equipment Rental	Lakes Country Service Cooperative
Alabama Professional Packaging & Janitorial Supply	Landmark Implement
Alden Equipment, Inc.	Leavitt Machinery
All Around Access LLC	Light Source
ASV Holdings, Inc.	LimnTech Scientific
Avant Tecno USA Inc.	Luxor
Bid Ocean, Inc.	Manitou
Black Diamond Pipe & Tube, Inc.	M-B Companies
Bobcat/Doosan/Clark Equip.	McCloskey International Ltd.
BOMAG	Messick's
Capital Equipment & Handling	Multiquip
Cart-Away Concrete Systems	MWI Pumps
Construction Co.	Nortrax Canada Inc.
CooperFriedman Electric Supply Co. Inc.	NPKCE
CSS, Inc.	Odyne Systems
Deltek	OSW Equipment & Repair, LLC
Doggett Machinery	Paladin Attachments

Dynapac North America	Prime Vendor Inc.
EKA	Prinoth Ltd
ETI	R and I Holdings, Inc.
Fecon, Inc	Royal Truck & Equipment
Federal Contracts Corporation	SmartProcure
Franssen Motors Dubai Jet City Equipment	Takeuchi Manufacturing Us Ltd.
Generac Power Systems	Terex Fuchs
Gradall Industries	Terramac LLC
Green Climber NA	Tilleman Equipment
H.O. Penn Machinery Company	Tobroco Machinery LLC
Heat Design Equipment Inc.	Toku America Inc.
He-Equipment	Toro
Herc Rentals	Total Energy Solutions
Hitachi Construction Machinery America	Truck Center Companies
Holland Pump Company	Turfmaker Corporation
Hugg & Hall Equipment	Unipak Corp
Hyundai Construction Equipment Americas	United Rotary Brush Corporation
Indeco North America Inc	Virnig Manufacturing
JCB	Wacker Neuson Corporation
JLG Industries, Inc.	Wajax Ltd
Kobelco Construction Machinery, U.S.A.	Walker Manufacturing Co
Komatsu America Corp.	Washington State Department of Enterprise Services
Kubota	XCMG North America Corp.
Lake Truck Sales dba Jones Equipment Co.	Yanmar America Corp

Proposals were opened on April 4, 2019, at Sourcewell, formerly the National Joint Powers Alliance (NJPA) offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Alden Equipment, Inc.
 ASV Holdings, Inc.
 Avant Tecno USA, Inc.
 Clark Equipment Company dba Bobcat Company
 Gradall Industries, Inc.
 Hitachi Construction Machinery America
 Hyundai Construction Americas, Inc.
 JCB, Inc.
 JLG Industries, Inc.
 Kubota Tractor Corporation
 Manitou North America
 Terramac
 The Toro Company
 United Rotary Brush Corporation
 Wacker Neuson

XCMG North America Corp.
Yanmar America Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Sourcewell Procurement Lead Analyst
Kim Austin, Sourcewell Procurement Lead Analyst
Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst III
Stephanie Haataja, CPIM, Sourcewell Procurement Analyst II

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

The Proposal Evaluation Committee used the Sourcewell RFP evaluation criteria and determined that all proposal responses met Level-One responsiveness. The response of United Rotary Brush Corporation was determined to be Level-Two non-responsive because the offering of products and services in its proposal were found to fall outside of the scope of the RFP. All other proposals were found to be Level-Two responsive and were evaluated.

Clark Equipment Company dba Bobcat Company offers a wide selection of skid steers, compact and mini track loaders, compact and mini excavators, utility work machines, compact tractors, utility vehicles and versahandlers for sales, lease and rental. Bobcat offers Machine IQ data details in their owner portal to track key metrics such as machine location, operating hours and fuel levels. They are prepared to serve Sourcewell Members across North America through over 600 dealer locations. Bobcat offers a significant discount for Sourcewell Members.

Gradall Industries, Inc. manufactures a varied selection of excavators to include crawler, rough terrain and highway speed units. Gradall provides Operator Familiarization training with each machine delivery at no charge. They have an extensive network of authorized and dedicated dealers in the United States and Canada that will serve Sourcewell Members. Gradall offers Members a competitive discount from list prices.

Hyundai Construction Equipment Americas, Inc. provides multiple models of construction equipment including excavators in a range of sizes, wheel loaders, compaction rollers and hydraulic breakers. Hyundai's excavators and wheel loaders have the All Around View Monitoring (AAVM) camera system that provides a 360 degree field of view to the operator available as an enhanced safety feature. Hyundai is prepared to serve Members through a distribution network covering the United States and Canada. Hyundai also offers a competitive discount from catalog prices.

JCB, Inc. offers multiple equipment options to include rough terrain and telescopic forklifts, backhoe loaders, mini excavators, skid steers, compact track loaders, wheel loaders and crawler and wheeled excavators. JCB offers equipment options that meet all emission regulations, but don't require a diesel particulate filter, which can help significantly reduce the total cost of ownership through maintenance savings. They maintain a large dealer presence across the United States and Canada ready to serve Sourcewell Members. JCB provides a solid discount from MSRP.



Kubota Tractor Corporation manufactures a solid selection of mini and compact excavators, compact track loaders, skid steers, wheel loaders and their Tractor/Loader/Backhoe series of equipment. Kubota equipment offers features such as common rail fuel systems, ECO Plus System which prioritizes fuel economy, low noise and vibration cabs and performance matched hydraulics. They will support Members across the United States and Canada through an extensive dealer network. Kubota offers sizeable discounts to Sourcewell Members.

Wacker Neuson offers a broad selection of equipment including excavators, wheel loaders, telehandlers, skid and compact track loaders, wheeled and tracked dumpers and rollers. Wacker Neuson offers telematics tracking services on their equipment which provides valuable information such as machine location, operating time, downtime, service requests and maintenance reminders. Wacker Neuson maintains a strong dealer presence throughout the United States and Canada. They are offering a solid discount from published list prices to Members.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #040319 to:

Clark Equipment Company dba Bobcat Company	#040319-CEC
Gradall Industries, Inc.	#040319-GRD
Hyundai Construction Equipment Americas, Inc.	#040319-HCE
JCB, Inc.	#040319-JCB
Kubota Tractor Corporation	#040319-KBA
Wacker Neuson	#040319-WAC

The preceding recommendations were approved on May 23, 2019.

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