



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #101221
Entitled

**Sewer Vacuum, Hydro-Excavation, and Municipal Pumping Equipment
with Related Accessories and Supplies**

The following advertisement was placed August 24, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* 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 August 25, 2021 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Sewer Vacuum, Hydro-Excavation, and Municipal Pumping Equipment with Related Accessories and Supplies 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 October 12, 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:

AAA EQUIPMENT	LMT, Inc.
Accuworx, Inc.	Manufacturers Solutions Team
Alegna Technologies, Inc.	Melanite Group, Ltd.
Aries Industries, Inc.	Park Pumps & Controls
Axis Vac and Hdd Services, Ltd.	Regina Construction Association
Badger Daylighting, LP, by its GP Badger Infrastructure Solutions, Ltd.	Ring-O-Matic, Inc.
Bucher Municipal North America	Sewer Equipment Co. of America
Cordy Environmental, Inc.	Stepp Manufacturing Company, Inc.
CUES, Inc.	Stetco Group, LLC
Deep Trekker	Super Products LLC
DuCo, LLC (Vac-Con, Inc.)	Texas Underground, Inc. dba Pipehunter, Inc.

Elgin Sweeper Co. (Vactor Manufacturing, a Division of Federal Signal)	The Blue Book Network
GapVax Inc.	Thompson Pump and Manufacturing Company, Inc.
Garsite Progress, LLC	Visual Imaging Resources, LLC dba VIR Proteus
GFL Environmental, Inc.	Wachs Utility Products
Gradall Industries, Inc.	WASTEWATER SOLUTIONS, LLC
Holland Pump Company	Westcan Vac Services, Inc.
Hotsy of Oklahoma	Westvac Industrial, Ltd.
Hurco Technologies, Inc.	Xylem, Inc.
KAISER PREMIER, LLC	

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 October 12, 2021, at 4:32:20 pm CT. Proposals were received from the following:

Aries Industries, Inc.
 Badger Daylighting, LP, by its General Partner Badger Infrastructure Solutions, Ltd.
 CUES, Inc.
 Deep Trekker
 DuCo, LLC (Vac-Con, Inc.)
 Elgin Sweeper Co. (Vactor Manufacturing, a Division of Federal Signal)
 GapVax Inc.
 Garsite Progress, LLC
 Gradall Industries, Inc.
 Holland Pump Company
 Hurco Technologies, Inc.
 KAISER PREMIER, LLC
 Park Pumps & Controls
 Ring-O-Matic, Inc.
 Sewer Equipment Co. of America
 Stetco Group, LLC
 Super Products LLC
 Texas Underground, Inc., dba Pipehunter, Inc.
 Thompson Pump and Manufacturing Company, Inc.
 Visual Imaging Resources, LLC dba VIR Proteus
 Wachs Utility Products (Illinois Tool Works)
 WASTEWATER SOLUTIONS, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst
 Carol Jackson, Procurement Analyst
 Craig West, Procurement Analyst
 Nick Scholer, 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 Aries Industries, Inc., Badger Daylighting, LP, CUES, Inc., Deep Trekker, Visual Imaging Resources, LLC, and WasteWater Solutions, LLC, 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.

GapVax Inc. offers varying solutions including sewer vacuums, excavation equipment and jetter/rodders. Their ECO series operates at lower RPMs to reduce noise exposure for the operator. The GapVax dealer network and service centers will serve Sourcewell participating entities throughout the United States and Canada. They are providing sizeable discounts from MSRP on their products.

Gradall Industries, Inc., manufactures numerous sewer vacuum, excavator and jetter units. Their integrated electronic system allows the units to be more efficient and easier to control. Gradall's dealers are ready to serve Sourcewell participating entities throughout the United States and Canada. They are offering competitively discounted pricing in their proposal.

Holland Pump Company offers a strong selection of dewatering, mud, trash, and centrifugal pumps. Holland Pump will serve Sourcewell participating entities throughout the United States and Canada with their dealer service model. Their pricing proposal includes solid discounts on their equipment and products, with an available two-year limited warranty.

Ring-O-Matic, Inc., produces a wide range of hydro-excavation equipment, pumps, and jetter and rodders along with supplies, and replacement parts to enhance their equipment. Their coverage of the United States and Canada allows ready access to their equipment and services. Ring-O-Matic pricing reflects a considerable discount from MSRP for Sourcewell participating entities.

Sewer Equipment Co. of America manufactures a wide range of hydro-excavation equipment of various sizes. The HydroDrive system incorporates enhanced safety features, while also reducing noise pollution. The Sewer Equipment Co. of America dealer network offers sales and service across the United States and Canada. They are offering Sourcewell participating entities a range of percentage discounts from MSRP pricing.

Super Products LLC offers a large selection of sewer vacuums, hydro excavators, and jetters and rodders along with accessories. They offer eject unloading on some of their units which increases operator safety and mitigates the spillage of water during the unloading phase. Super Products has a dealer network and eight factory service centers to serve Sourcewell participating entities across the United States and Canada. They are offering solid discounts on their product lines.

Thompson Pump and Manufacturing Company, Inc., offers a substantial pump offering. Their dealer network covering the United States and Canada offers sales and service support to Sourcewell participating entities. Their self-priming pumps allow for the reduction of spills and conservation of fluids. They are providing sizeable discounts on their products and equipment.

Vac-Con, Inc., manufactures jet and vacuum machines in a variety of unit configurations and feature combinations, with a large catalog of supplies and accessories. Their Aeroboost fan both lowers noise emissions and reduces water requirements without affecting power output. The Vac-Con dealers are ready to serve

Sourcewell participating entities throughout the United States and Canada. They are offering competitively discounted pricing by category or model.

Vactor Manufacturing offers a large selection of sewer cleaners, excavation units, and jetters of various sizes. Their dealer network covers the United States and Canada to provide sales and service support for Sourcewell participating entities. Certain equipment models feature a water-recycling feature allowing them to reduce water needs in the cleaning process. Vactor pricing reflects solid discounts from list pricing on equipment and competitive pricing for rental units.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #101221 to:

GapVax Inc.	#101221-GPV
Gradall Industries, Inc.	#101221-GRD
Holland Pump Company	#101221-HLD
Ring-O-Matic, Inc.	#101221-RGO
Sewer Equipment Co. of America	#101221-SCA
Super Products LLC	#101221-SPL
Thompson Pump and Manufacturing Company, Inc.	#101221-TPM
Vac-Con, Inc.	#101221-VAC
Vactor Manufacturing	#101221-VTR

The preceding recommendations were approved on November 18, 2021.

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Greg Grunig

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Greg Grunig, Procurement Lead Analyst

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Carol Jackson

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Carol Jackson, Procurement Analyst

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Craig West

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Craig West, Procurement Analyst

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Nick Scholer

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Nick Scholer, 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 #101221 for Sewer Vacuum, Hydro-Excavation, and Municipal Pumping Equipment with Related Accessories and Supplies**.

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