



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #093021  
Entitled

**Street Sweepers and Specialty Sweepers, with Related Equipment, Accessories, and Supplies**

The following advertisement was placed August 12, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and August 13, 2021 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Street Sweepers and Specialty Sweepers, with Related Equipment, 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 [\[https://proportal.sourcewell-mn.gov\]](https://proportal.sourcewell-mn.gov). Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than September 30, 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	Hughes Ventures, Inc.
ASH North America, Inc., dba Aebi Schmidt North America, dba M-B Companies, Inc.	Kellar Equipment
Aries Industries, Inc.	MacLean Engineering & Marketing Co., Limited
BOMAG America, LLC	Makita USA
Bonnell Industries, Inc.	Manufacturers Solutions Team
BOSCHUNG AMERICA, LLC	Miner, Ltd.
Broadway Ford Truck Sales, Inc.	Nescon, LLC
Bucher Municipal North America	Nilfisk, Inc.
CORMIERS ENTERPRISE	ODRA, LLC (Challenger Manufacturing, Ltd.)
Curbtender, Inc.	PAPE MACHINERY
Cyclone Technology, LLC	Regina Construction Association

DuCo, LLC (Schwarze Industries, Inc.)	ROOTS MULTICLEAN INC. VICTORY SWEEPERS DIVISION
Duffrin Overhead Door and Solu	RSS Equipment, Ltd.
DULEVO AMERICAS	Stepp Manufacturing Company, Inc.
Eastern Farm Machinery, Ltd.	TITAN MACHINERY, INC.
Elgin Sweeper Company (Division of Federal Signal Corp.)	Toromont Material Handling, a division of Toromont Industries, Ltd.
Exprolink Inc.	Triverus, LLC
FAYAT Environmental Solutions Americas (RAVO Holding BV)	Trombia Technologies
FST Canada, Inc.	TYMCO, Inc.
Garsite Progress, LLC	United Rotary Brush Corporation
Global Environmental Products, Inc.	UtiliTough, Inc.
Gradall Industries, Inc.	Westvac Industrial, Ltd.
Holms, 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 September 30, 2021, at 4:36:08 pm CT. Proposals were received from the following:

ASH North America, Inc., dba Aebi Schmidt North America, dba M-B Companies, Inc.  
Aries Industries, Inc.  
Bonnell Industries, Inc.  
Bucher Municipal North America  
Curbtender, Inc.  
Cyclone Technology, LLC  
DuCo, LLC (Schwarze Industries, Inc.)  
Elgin Sweeper Company (Division of Federal Signal Corp.)  
Exprolink Inc.  
Global Environmental Products, Inc.  
Gradall Industries, Inc.  
Holms, Inc.  
Hughes Ventures, Inc.  
Nescon, LLC  
Nilfisk, Inc.  
ODRA, LLC (Challenger Manufacturing, Ltd.)  
RAVO Holding BV, dba FAYAT Environmental Solutions Americas  
ROOTS MULTICLEAN INC. VICTORY SWEEPERS DIVISION  
Stepp Manufacturing Company, Inc.  
Triverus, LLC  
Trombia Technologies  
TYMCO, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst

Michael Muñoz, CPPB, Procurement Analyst  
Brandon Town, CPSM, CPSD, Procurement Analyst  
Bill Davison, CPPO, NIGP-CPP, 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., fell 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.

ASH North America, Inc., dba Aebi Schmidt North America, provides chassis-mounted vacuum sweepers, airport sweepers, and electric compact sweepers. Their all-electric sweeper allows for a carbon neutral unit, with a battery life of at least 5000 charging cycles. Aebi Schmidt has a sales team that can serve the US and Canada with a growing dealer network. They are offering a competitive discount off list price and quantity discounts apply for Sourcewell participating entities.

Bucher Municipal North America manufactures five models of chassis-mounted vacuum, regenerative air, and mechanical sweepers. They are also offering two models of compact and mid-compact vacuum sweepers. Bucher Municipal has regional sales managers and independently owned dealers located throughout the US and Canada to assist Sourcewell participating entities. They propose a solid discount off list price and access to financing options.

Curbtender, Inc., is a manufacturer of chassis-mounted regenerative air, vacuum, and mechanical sweepers. They have regional sales managers and independent sales and service partners throughout US and Canada. Curbtender provides Sourcewell participating entities with an additional one-year, or 2,080 hours, warranty at no charge. They are offering competitive discounts off their standard pricing with available quantity discounts. Curbtender also has options available for financing and leasing of sweeper products.

Elgin Sweeper Company produces purpose-built mechanical, chassis-mounted mechanical, regenerative air, and vacuum sweepers. They offer models that utilize alternative fuels such as hybrid electric and compressed natural gas (CNG). Elgin has regional sales managers and a dealer network throughout North America. They are offering discounted pricing off list to Sourcewell participating entities.

Exprolink Inc., is the manufacturer of Madvac compact sweepers and litter vacuum vehicles. They offer traditional gas engines, diesel, and electric options for their sweeper models. Exprolink's sales and dealer network is located throughout the US and Canada. Their pricing reflects a significant discount from MSRP to Sourcewell participating entities with quantity discounts available on orders greater than 5 sweepers.

Global Environmental Products, Inc., manufactures compact, mechanical, regenerative air and vacuum sweepers. Hydrogen fuel cell models and a full electric vehicle (EV) Class 7 sweeper offer reduced fuel consumption and a reduction in carbon footprint and Greenhouse Gas Emissions. Global Environmental Products plans to serve Sourcewell's participating entities across the US and Canada through a vast dealer network. Global proposes strong pricing discounts on their products off their standard list price.

RAVO Holding BV, dba FAYAT Environmental Solutions Americas, is offering their line of street, sidewalk and park lot sweepers including a fully electrically street sweeper option. They have implemented green initiatives including having factories and facilities that are 100% powered by green electricity from wind power. The FAYAT

Environmental dealer network covers all of Canada and the majority of the US. Dealers offer sales and service with a documented commitment to providing a high level of customer service. They are offering competitive discounts on pricing.

Schwarze Industries, Inc., is a manufacturer of regenerative air sweepers, vacuum sweepers, mechanical sweepers, parking lot sweepers, and high-speed runway sweepers. Products, training, and service are made available to Sourcewell participating entities across the US and Canada through a robust dealer network with available road service within the contiguous US, Hawaii, and Alaska. All products proposed by Schwarze are being provided at significantly discounted rates.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #093021 to:

ASH North America, Inc., dba Aebi Schmidt North America dba M-B Companies, Inc.	#093021-AEB
Bucher Municipal North America	#093021-BUC
Curbtender, Inc.	#093021-CRB
Elgin Sweeper Company (Division of Federal Signal Corp.)	#093021-ELG
Exprolink Inc.	#093021-EXP
Global Environmental Products, Inc.	#093021-GEP
RAVO Holding BV, dba FAYAT Environmental Solutions Americas	#093021-FAY
Schwarze Industries, Inc.	#093021-SWZ

The preceding recommendations were approved on November 15, 2021.

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*Kim Austin*

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

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*Michael Muñoz*

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Michael Muñoz, CPPB, Procurement Analyst

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*Brandon Town*

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Brandon Town, CPSM, CPSD, Procurement Analyst

Sourcewell

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*Bill Davison*

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Bill Davison, CPPO, NIGP-CPP, 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 #093021 for Street Sweepers and Specialty Sweepers, with Related Equipment, 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