



**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #080521**  
Entitled

**Roadway Maintenance Equipment**

The following advertisement was placed June 17, 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 June 18, 2021 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Roadway Maintenance Equipment 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 August 5, 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:

|                                   |                                           |
|-----------------------------------|-------------------------------------------|
| Aebi Schmidt North America        | Marathon Equipment, Inc.                  |
| American Highway Solutions        | Merit Manufacturing, Inc.                 |
| Anderson Hydra Platforms, Inc.    | Niece Equipment, LP                       |
| Asphalt Zipper, Inc.              | Pavement Technologies International Corp. |
| Astec Industries                  | PB Loader Corporation                     |
| B-TEK SCALES, LLC                 | Prime Vendor, Inc.                        |
| Bergkamp, Incorporated            | Ray-Tech Infrared                         |
| Betts Platinum Group, LLC         | Regina Construction Association           |
| BOMAG America, LLC                | Road Groom Mfg., LLC                      |
| Bonnell Industries, Inc.          | Road Widener, LLC                         |
| Broce Manufacturing Company, Inc. | RoadHog, Inc.                             |
| Bucher Municipal                  | SB Manufacturing, Inc.                    |
| Calder Brothers Corporation       | Skip-Line, LLC                            |
| Cemen Tech, Inc.                  | Snowek Oy                                 |

|                                                   |                                                       |
|---------------------------------------------------|-------------------------------------------------------|
| Chambers American Products, Inc.                  | Spaulding Mfg., Inc.                                  |
| Cimline, Inc.                                     | Stepp Manufacturing Company, Inc.                     |
| Crafco, Inc.                                      | Stonebrooke Equipment, Inc.                           |
| Cyclone Technology, LLC                           | Striping Service and Supply, Inc.                     |
| Diamond Steel, Co.                                | SWS Warning Lights, Inc.                              |
| Dynapac North America, LLC                        | The Blue Book Network                                 |
| Edge Equipment, Ltd.                              | The Tools Man, Inc.                                   |
| Environmental Equipment Supply                    | ThorWorks Industries, Inc.                            |
| Equipment Works, Inc. LLC                         | Toromont Cat, A Division of Toromont Industries, Ltd. |
| Etnyre International                              | United Rotary Brush Corporation                       |
| Falcon Equipment Holdings, LLC                    | Vogel Traffic Services, Inc.                          |
| Goldstar Asphalt Products                         | Wanco, Inc.                                           |
| Heat Design Equipment, Inc.                       | Warren Power Attachments                              |
| Intermountain Sign and Safety                     | Waterblasting, LLC.                                   |
| Keizer Morris International, Inc.                 | Weiler, Inc.                                          |
| Land Pride, A Division of Great Plains Mfg., Inc. | Wirtgen America, 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 August 5, 2021, at 4:32:43 pm CT. Proposals were received from the following:

ASH North America, Inc., dba Aebi Schmidt North America and dba M-B Companies, Inc.  
 Asphalt Zipper, Inc.  
 Astec Industries  
 Bergkamp, Incorporated  
 BOMAG America, LLC  
 Bonnell Industries, Inc.  
 Broce Manufacturing Company, Inc.  
 Cimline, Inc.  
 Crafco, Inc.  
 Dynapac North America, LLC (Fayat North America, LLC)  
 Etnyre International  
 Falcon Equipment Holdings, LLC  
 Goldstar Asphalt Products (NPG, Inc.)  
 Heat Design Equipment, Inc.  
 Keizer Morris International, Inc.  
 Land Pride, A Division of Great Plains Mfg., Inc.  
 Marathon Equipment, Inc.  
 Pavement Technologies International Corp. (Pavementgroup)  
 PB Loader Corporation  
 Road Groom Mfg., LLC  
 RoadHog, Inc.  
 SB Manufacturing, Inc. (Superior Broom)  
 Skip-Line, LLC

Spaulding Mfg., Inc.  
Stepp Manufacturing Company, Inc.  
Striping Service and Supply, Inc.  
ThorWorks Industries, Inc. dba SealMaster, Inc.  
Vogel Traffic Services, Inc. dba EZ Liner  
Warren Power Attachments (Total Patcher)  
Waterblasting, LLC (Hog Technologies)

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst  
Michael Muñoz, CPPB, Procurement Analyst  
Carol Jackson, Procurement Analyst  
Stephanie Haataja, CPIM, 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 all proposal responses met the scope and mandatory submittal requirements and were evaluated.

ASH North America, Inc., dba Aebi Schmidt North America and M-B Companies, Inc., manufactures a variety of asphalt broom attachments and pavement marking equipment. Their “flush on the fly system” increases operator safety and productivity. The Aebi Schmidt North America and M-B Companies organization operates with a sizeable sales staff, over 100 dealers, and a dedicated field service team to serve Sourcewell participating entities across the United States and Canada. They are offering Sourcewell participating entities competitive discounts from list pricing.

Cimline, Inc., offers a large selection of crack sealers, mastic patchers and spray patchers. They also provide equipment operation and service training, either directly or from a servicing dealer, free of charge within the continental U.S. and Canada. The expansive Cimline dealer network is supported by an internal sales staff and customer care team to meet the sales and service needs of Sourcewell participating entities. They offer solid pricing discounts with additional savings available on quantity purchases.

Crafco, Inc., is the manufacturer of crack sealants, mastic and patching products and an authorized distributor of related products and equipment. Crafco sales and service are delivered by a mix of distributors, their own supply centers and manufacturing plants locations geographically dispersed across the U.S. and Canada. They offer a range of sizeable discounts from list pricing to Sourcewell participating entities.

Keizer Morris International, Inc., provides numerous infrared asphalt recyclers, asphalt milling recyclers, mastic machines and hotbox patchers. Keizer Morris is ready to serve Sourcewell participating entities throughout the United States and Canada utilizing their distributor and dealer network along with internal sales and service forces. They are offering a range of competitive discounts from MSRP rates.

PB Loader Corporation offers a selection of pothole patching and truck mounted emulsion spray systems, along with complementary equipment. They offer free operator and maintenance training to end users. PB Loader has a direct sales staff and a dealer network with 44 locations across the United States and Canada to serve Sourcewell participating entities. Their pricing reflects solid discounts off MSRP with quantity purchase discounts available.

Vogel Traffic Services, Inc., dba EZ Liner, offers a large selection of pavement marking equipment. EZ Liner is a registered small-business enterprise and also a frequent partner with other SBEs. EZ Liner will serve participating entities directly through their team of territory sales managers. Their pricing represents a range of considerable discounts by product category for Sourcewell participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #080521 to:

|                                                                             |             |
|-----------------------------------------------------------------------------|-------------|
| ASH North America, Inc., (Aebi Schmidt North America & M-B Companies, Inc.) | #080521-AEB |
| Cimline, Inc.                                                               | #080521-CME |
| Crafco Inc.                                                                 | #080521-CFC |
| Keizer Morris International, Inc.                                           | #080521-KMI |
| PB Loader Corporation                                                       | #080521-PBL |
| Vogel Traffic Services, Inc.                                                | #080521-EZL |

The preceding recommendations were approved on October 4, 2021

DocuSigned by:

*Greg Grunig*

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Greg Grunig, Procurement Lead Analyst

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*Michael Muñoz*

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Michael Muñoz, CPPB, Procurement Analyst

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*Carol Jackson*

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Carol Jackson, Procurement Analyst

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*Stephanie Haataja*

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Stephanie Haataja, CPIM, 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 #080521** for **Roadway Maintenance Equipment**.

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, CPPU

Chief Procurement Officer