



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #110223
Entitled

Refuse Collection Vehicles with Related Equipment, Accessories, and Services

The following advertisement was placed September 14, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, September 15, 2023 in Oregon's *Daily Journal of Commerce*, and September 14 and September 21, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Refuse Collection Vehicles with Related Equipment, Accessories, and Services 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 November 2, 2023, 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:

AGILE HEALTHCARE, LLC	McNeilus Financial DBA McNeilus Truck & MFG
Air-Flo MFG. CO., Inc.	Mobile Container Service, Inc.
Amrep Manufacturing, LLC	Packey Webb Ford
BOIVIN EVOLUTION	Par-Kan Company, LLC
BorgWarner	PWXPress
Buyers Products Company, Inc.	Regina Construction Association
CTY, Inc. dba Numina	Rush Truck Centers of Oklahoma, Inc.
Curbtender, Inc.	RWC Group
Dennis Eagle, Inc.	Schroeder Industries
Dobbs Truck Group	Scranton Manufacturing Co., Inc. dba New Way FleetForce, LLC

Doggett Freightliner of Arkansas, LLC	Southwestern Equipment Co.
EGR Holdings, LLC	Spartan Truck Company, Incorporated
ForeFront Power, LLC	Stellar Industries - Garner, IA
Glacier	Stetco Group, LLC
Hol-Mac Corporation	TEC Equipment
Kann Manufacturing Corporation	Technology International, Inc.
Labrie Enviroquip Group	The Broyhill Manufacturing Company
Laird Mfg., LLC	The Heil Co.
Loadmaster Corporation	The Proposal Lab
LOS ANGELES TRUCK CENTERS	Universal Handling Equipment Company, Ltd.
MARREL CORPORATION	

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 2, 2023 at 4:33:52 pm CT. Proposals were received from the following:

Air-Flo MFG. CO., Inc.
 Amrep Manufacturing, LLC
 Curbtender, Inc.
 Dennis Eagle, Inc.
 Hol-Mac Corporation
 Kann Manufacturing Corporation
 Labrie Enviroquip Group
 Loadmaster Corporation
 McNeilus Financial DBA McNeilus Truck & MFG
 Scranton Manufacturing Co., Inc. dba New Way FleetForce, LLC
 Spartan Truck Company, Incorporated
 Stellar Industries - Garner, IA
 Stetco Group, LLC
 The Heil Co.
 Universal Handling Equipment Company, Ltd.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Sr. Procurement Analyst
 Ginger Line, MPA, NIGP-CPP, CPPB, Sr. Procurement Analyst
 Michael Muñoz, CPPB, Sr. 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 Dennis Eagle Inc. 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.

Curbtender, Inc. offers front end loaders, rear loaders, and side loaders with capacities from 6 to 44 cubic yards, including a non-CDL option. Their dealer network and sales force can service Sourcewell participating entities throughout the US and Canada. They offer a two-year standard warranty with extended warranty options available. Curbtender is also offering competitive discounts off MSRP.

Labrie Enviroquip Group manufactures rear-loading, side-loading and front-loading refuse bodies that can be attached to numerous chassis options. Labrie Enviroquip Group offers a side-loading body with a unique dual sided loading option that is ideal for alleys and one-way streets. With regional sales managers and dealers located throughout the United States and Canada, Labrie Enviroquip Group is poised to assist Sourcewell participating entities. They are offering a solid discount off their published list prices.

McNeilus Financial, Inc. offers turnkey mobile refuse vehicles with front, rear, and side loading options, parts, and service. McNeilus Financial, Inc. utilizes a direct sales force throughout the United States and Canada and stands ready to serve Sourcewell participating agencies. Their pricing reflects a substantial discount from MSRP pricing, with volume discounts and leasing options available.

Scranton Manufacturing Co. Inc. d/b/a New Way Trucks offers a turnkey solution for front loaders, rear loaders, side loaders and automated side loaders. They also offer Compressed Natural Gas (CNG) fueling integration on all models resulting in cleaner emissions. New Way Trucks has also been involved in delivering the first battery electric rear load collection vehicles. They are positioned to serve Sourcewell participating entities in the United States and Canada with their extensive sales and dealer network. New Way Trucks is offering a competitive discount off MSRP price to participating entities.

The Heil Co. offers turnkey solutions for mobile refuse vehicles, including front loaders, side loaders and rear loaders. The Heil Co. also offers a Third Eye on-board camera system to monitor the driver's environment to ensure safe operation of the vehicle. They have a vast dealer network located throughout the United States and Canada and are equipped to serve Sourcewell participating entities. The Heil Co. offers participating entities a substantial discount off of MSRP prices.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #110223 to:

Curbtender, Inc.	#110223-CRB
Labrie Enviroquip Group	#110223-LEG
McNeilus Truck & Mfg.	#110223-MCN
Scranton Manufacturing Co. Inc. dba New Way Trucks	#110223-NWY
The Heil Co.	#110223-THC

The preceding recommendations were approved on December 12, 2023.

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Greg Grunig, MS, Sr. Procurement Analyst

Sourcewell

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Michael Muñoz

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Michael Muñoz, CPPB, Sr. Procurement Analyst

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Nick Scholer

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Carol Jackson, 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 #110223 for Refuse Collection Vehicles with Related Equipment, Accessories, and Services**.

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, NIGP-CPP
Sourcewell Chief Procurement Officer