



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) 060920
Entitled

Class 4-8 Chassis with Related Equipment, Accessories, and Services

The following advertisement was placed April 16, 2020 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, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and April 17, 2020 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Class 4-8 Chassis 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 June 9, 2020, 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:

72 HOUR LLC	J. B. Poindexter & Co. Inc.
ADOMANI, Inc.	Kenworth Truck Company, Division of PACCAR Inc.
ALL SOUTH SHORE MEDICAL SUPPLY INC	Lion Buses Inc
Amthor International	LOS ANGELES TRUCK CENTERS
ARCH EQUIPMENT GROUP LLC	Mack Trucks
ATS Traffic	Mitsubishi Fuso Truck of America, Inc.
Autocar Truck, LLC	Motiv Power Systems
Beaufurn	Motor Power Equipment Co
BOYER FORD TRUCKS SIOUX FALLS INC	Navistar, Inc
Boyer Ford Trucks, Inc.	PB Loader Corporation
Brandt Truck Rigging & Trailers	Peterbilt Motors Company
BRANDT TRUCK RIGGING & TRAILERS	Peterbilt Motors of New York City, LLC
Buckeye Truck Equipment Inc. BYD Motors LLC	Phenix Enterprises, Inc.
BYD Motors LLC	Phoenix Cars LLC

Cal-Lift, Inc.	Prime Vendor Inc.
Certified Stainless Service, Inc.	Prisoner Bench LLC.
Cervus Equipment Peterbilt	Recycle Coach
Chapman Ford of Horsham	Redhead Equipment
Chas S Winner Inc	Rush Enterprises Inc
Crane Carrier Company	SEA Electric LLC
Custom Truck & Equipment LLC	Sheridan County
Custom Truck Equipment	Stellar Industries, Inc.
Daimler Trucks North America	Sterling Truck and Trailer Sales Ltd
Dejana Truck & Utility Equipment Comp, LLC	Structural Metal Fabricators Inc.
Doggett Freightliner of Arkansas	Sunbelt Rentals of Canada
Don Brown Bus Sales, Inc.	TEC Equipment
Dunlop Western Star Truck Centres Ltd.	TGT TRANSPORT, INC.
Eco Vehicle Systems LLC	Tom Graddy Enterprises of Austin, LLC
eRepublic, Inc.	Transport Equipment, Inc.
Expertec Van Systems Inc.	Transteck, Inc.
Federal Contracts Corp	US Fire Equipment, LLC
H & H SALES COMPANY INC	Valor Holdings LLC
Hempstead Lincoln Mercury Motors Corp.	Viking Cives Midwest Inc.
HENDERSON PRODUCTS INC	Volvo Trucks North America, LLC
Hino Motors Sales U.S.A., Inc.	Warner Industries Ltd
Hunter Truck Buffalo	Warren Equipment Inc
I State Truck Center	Western Star Trucks (North) Ltd.
Industrial Power 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 June 9, 2020 at 4:32 pm CT. Proposals were received from the following:

72 HOUR, LLC
ADOMANI, Inc.
Amthor International
Autocar Truck, LLC
Boyer Ford Trucks, Inc.
BYD Motors, LLC
Certified Stainless Service, Inc.
Chas S Winner, Inc.
Crane Carrier Company
Daimler Trucks North America
Don Brown Bus Sales, Inc.
Eco Vehicle Systems, LLC.
Federal Contracts Corp.
Hino Motors Sales U.S.A., Inc.
Industrial Power, LLC
Kenworth Truck Company, Division of PACCAR, Inc.

Lion Buses, Inc.
LOS ANGELES TRUCK CENTERS
Mack Trucks
Navistar, Inc.
Peterbilt Motors Company
Phoenix Cars, LLC
Redhead Equipment
Structural Metal Fabricators, Inc.
Volvo Trucks North America, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst
Carol Jackson, Procurement Analyst
Brandon Town, Procurement Analyst
Craig West, 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.

Autocar Truck, LLC is a medium and heavy-duty truck manufacturer selling and servicing Class 7 and 8 chassis. They bring four product lines in a variety of configurations, including options for CNG. Their dealer network has a presence in all states and provinces and their products are backed by a solid warranty. Autocar Truck is offering Sourcewell Participating Agencies competitively discounted pricing.

Certified Stainless Service, Inc. dba West-Mark, is offering their full line of Class 4-8 chassis, as well as turn-key truck solutions including D.O.T. Code tanks, vacuum tanks and specialty equipment of all types in stainless steel, aluminum, and mild steel. They provide customer service to Sourcewell Participating Entities in the United States and Canada. West-Mark offers a significant discount on their products along with volume discounts.

Crane Carrier Company is a chassis manufacturer offering a wide selection of class 6, 7 and 8 low-entry chassis available in diesel, CNG and electric-hybrid options. Their chassis are backed by a solid warranty with optional extended warranty and service contract options. Sourcewell Participating Agencies in the US and Canada will be able to receive sales and service support through a large dealership network. Crane Carrier Company is offering a competitive discount off of catalog pricing.

Kenworth Truck Company offers truck chassis in Classes 5, 6, 7 and 8 that are available at over 400 dealers in the United States and Canada. Their technology advances include increased safety, improved fuel economy, navigation systems, diagnostic tools and proactive diagnostic and repair planning before the truck reaches the shop. Kenworth Truck Company is offering Sourcewell Participating Entities a solid discount off their list pricing.

Lion Buses is a zero-emission heavy-duty battery electric truck and bus manufacturer, that has a proven track record with vehicle ranges of up to 250 miles per charge. Their trucks feature a tight turning radius, and

optimization of visibility to enhance safety. Lion offers Participating entities volume discounts along with their substantial discounted list pricing.

Mack Trucks, Inc. includes truck chassis alternatives in Class 6, 7 and 8 with sales through 432 dealer locations in the United States and Canada. They have a dedicated UpTime Center staffed with over 600 people providing live support 24/7/365. All Mack powered trucks come standard with connectivity and remote monitoring of the Mack engine, transmission and after-treatment systems. Sourcewell Participating Entities will have access to a variety of financing and leasing options, significant discounts, and extended service plans.

National Auto Fleet Group is offering class 4-8 chassis from 11 different manufacturers including Ford, RAM FCA, Chevrolet, HINO, ISUZU, International, Volvo, Freightliner/Western Star, MACK, Kenworth and Peterbilt. Through their direct sales force and dealerships, as well as their manufacturer partner dealer networks, they are able to sell and serve across the United States and Canada. Participating entities will receive a solid discount off MSRP.

Navistar manufactures and offers a large selection of class 4-8 chassis models to fulfill participating entity needs. Navistar is offering a considerable discount. Their extensive dealer network is positioned to serve the needs of Sourcewell participating entities across North America.

Peterbilt Motors Company is a manufacturer offering a comprehensive selection of class 5-8 truck chassis with a variety of configurations available. Participating Agencies will receive a solid discount off of list price and have access to a full range of financing options. Technological and green advances are available in their product line to include a fully electric vehicle. A wide dealer network expands across the United States and Canada and they have seven strategically located parts distribution centers to meet participating entity needs.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #060920 to:

Autocar	060920-ATC
Certified Stainless	060920-CER
Crane Carrier	060920-CRN
Kenworth	060920-KTC
Lion Buses	060920-LON
Mack Trucks	060920-MAK
National Auto Fleet	060920-NAF
Navistar	060920-NVS
Peterbilt	060920-PMC

The preceding recommendations were approved on July 21, 2020.

DocuSigned by:

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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Brandon Town

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Brandon Town, Procurement Analyst

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Craig West

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Craig West, 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 #060920 for Class 4-8 Chassis 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
Chief Procurement Officer