

COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #091219
Entitled

Mobile Refuse Collection Vehicles with Related Equipment, Accessories, and Services

The following advertisement was placed July 11, 2019 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 July 12, 2019 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Mobile Refuse Collection Vehicles with Related Equipment, Accessories, and Services to result in a national contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, 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 September 12, 2019, 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:

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| A-1 Alternative Fuel Systems | Labrie Enviroquip Group |
| Amrep Manufacturing, LLC. | MARREL CORPORATION |
| Apex Equipment Sales, INC | McNeilus Financial, Inc. |
| Autocar Truck, LLC | Nexgen Municipal Inc. |
| Blankenship Equipment Repair, Inc. | Norlift, Inc. |
| Curbtender, Inc. | Par-Kan Company, LLC |
| Diamond International Trucks Ltd. | Premier Truck Sales & Rental, Inc |
| Diehl and Sons INC DBA New York Freightliner | Scranton Manufacturing Co.< Inc. |
| FST Canada Inc. o/a Joe Johnson Equipment | The Heil Co. |
| Gladstein, Neandross & Associates | Universal Handling Equipment Company Ltd. |
| Hol-Mac Corporation | Valor Holdings LLC |
| Hunter Truck Buffalo | Wastequip Manufacturing Company LLC |
| KBG Holdings, Inc | Wilkins Industries Inc. |

Proposals were opened on September 12, 2019, on the Sourcewell Procurement Portal from the following:

Amrep Manufacturing, LLC.
Curbtender, Inc.

Hol-Mac Corporation
Labrie Enviroquip Group
McNeilus Financial, Inc.
Par-Kan Company, LLC
Scranton Manufacturing Co. Inc.
The Heil Co.
Universal Handling Equipment Company Ltd.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, CPPB, Sourcewell Procurement Lead Analyst
Brandon Town, CPSM, CPSD, Sourcewell Procurement Analyst
Craig West, Sourcewell Procurement Analyst
Stephanie Haataja, CPIM, Sourcewell Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee used the Sourcewell RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

Curbtender, Inc. offers turnkey solutions for front end loaders, rear loaders and side loaders ranging in capacity from 6 cubic yards to 44 cubic yards including a non-CDL operator option. Their expansive dealer network and sales force stand ready to assist Members throughout the US and Canada. They are offering Sourcewell Members competitive discounts off MSRP, and a two-year standard warranty with extended warranty options available.

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 dual sided loading option that is suited 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 Members. They are offering a solid discount off the published price for Members.

McNeilus Financial, Inc. offers turnkey front load, rear load, and side load mobile refuse vehicles, along with parts and service. McNeilus Financial, Inc. utilizes a direct sales force throughout the United States and Canada to meet Sourcewell Member needs. 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 for cleaner emissions. New Way Trucks has also been involved in developing battery electric rear load collection vehicles. They are positioned to serve Sourcewell Members 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 Members.

The Heil Co. offers turnkey solutions for mobile refuse vehicles, including front loaders, side loaders and rear loaders. The Heil Co. also offers Third Eye on-board camera system to monitor the driver's environment and promote safe

vehicle operation. They have a vast dealer network located throughout the United States and Canada and are equipped to serve Sourcwell Members. The Heil Co. offers Members a competitive discount off the MSRP price.

For these reasons, the Sourcwell Proposal Review Committee recommends award of Sourcwell Contract #091219 to:

| | |
|---------------------------------|------------|
| Curbtender, Inc. | 091219-CRB |
| Labrie Enviroquip Group | 091219-LEG |
| McNeilus Financial, Inc. | 091219-MCN |
| Scranton Manufacturing Co. Inc. | 091219-NWY |
| The Heil Co. | 091219-THC |

The preceding recommendations were approved on November 11, 2019.

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Kim Austin

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Kim Austin, CPPB, Sourcwell Procurement Lead Analyst

DocuSigned by:

Stephanie Haataja

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Stephanie Haataja, CPIM, Sourcwell Procurement Analyst

DocuSigned by:

Craig West

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Craig West, Sourcwell Procurement Analyst

DocuSigned by:

Brandon Town

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Brandon Town, CPSM, CPSD, Sourcwell Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcwell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #091219 for Mobile 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 Sourcwell’s bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcwell 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 Sourcwell’s Procurement Policy.

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Jeremy Schwartz, ASQ CSSBB
Chief Procurement Officer