

COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #030619
Entitled

AIRPORT RUNWAY AND EMERGENCY EQUIPMENT WITH RELATED ACCESSORIES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on January 18, 2019 and January 17, 2019, in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, on the Sourcewell website www.sourcewell-mn.gov, Biddingo, Merx, The New York State Contract Reporter website www.nyscr.ny.gov, Onvia website www.onvia.com, and PublicPurchase.com:

Sourcewell, formerly the National Joint Powers Alliance® (NJPA), on behalf of Sourcewell and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #030619 AIRPORT RUNWAY AND EMERGENCY EQUIPMENT WITH RELATED ACCESSORIES. Details of this RFP are available beginning January 17, 2019. Details may be obtained by letter of request to Kim Austin, Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@sourcewell-mn.gov. Proposals will be received until March 6, 2019 at 4:30 p.m. Central Time at the above address and opened March 7, 2019 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

Airport Technologies Inc	Millenium Products, Inc.
Alden Equipment, Inc.	Mirion Technologies Inc
Armstrong	Multi Electric
ASH North America	Multihog Ltd
Avian Flyaway Inc	NASi
Aviation Parts & Trade Corp.	Odyne Systems
BarEL LLC	Oshkosh Airport Products, LLC
Batts Inc.	Prime Vendor Inc.
Bid Ocean, Inc.	Prinoth Ltd
Bobcat of Helena	Quick-Fill LLC
Brindlee Mountain Fire	RDI Equipment
Caterpillar, Inc.	Rodda Paint
Construct Connect	Rosenbauer America
Construction Journal	Royal Truck & Equipment
Contractor Plan Center, Inc.	SC Supply Company, LLC
Dan Enterprises Team LLC	SDF Professional Computers, Inc.
DaNA Safety Supply Inc	Sierra Glass Company
Daniels Plows	Sightline, Inc
Diamedical USA Equipment Inc.	SmartProcure
Dodge	SOS Safety Intl.

DRIPS, LLC/Big Bags USA	Southwest Solutions Group
Emergency Responder Services, Inc.	Spatco Energy Solutions
ERS, Emergency Responder Services, Inc.	State of Oregon
ETI	State of Texas
Federal Contracts Corporation	Stinar, LLC
Fortbrand Services Inc	Summit Bodyworks Specialty Vehicles
Franklin Equipment LLC	Team Eagle Ltd
FreeWire Technologies, Inc.	Technisoil Global
Green Climber NA	Technology International, Inc
Hardline Equipment	The Blue Book Building & Construction Network
Hartford Truck Equipment Inc	TransAmerica Logistics, Inc.
Holder Tractors Inc.	Trius, Inc.
House of Clean	United Rotary Brush Corporation
Hyundai Construction Equipment Americas	Valor Holdings LLC
J A Larue Inc.	Vehicle Leasing Associates
KM International Inc.	Victory Sweepers, Inc
Life-Assist Inc.	Virnig Manufacturing
LK Mob LLC	Walker Manufacturing Co
M-B Companies	Waterblasting.com
MHC Ford Memphis	Wausau Equipment Company

Proposals were opened on March 7, 2019, at Sourcewell, formerly the National Joint Powers Alliance (NJPA) offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Batts Incorporated
 Daniels Plows
 J.A. Larue Inc
 M-B Companies, Inc.
 Multihog Ltd
 Nachurs Alpine Solutions, LLC
 Oshkosh Airport Products, LLC
 Rosenbauer Minnesota, LLC
 Team Eagle Ltd.
 Waterblasting LLC.
 Wausau Equipment Company, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, Sourcewell Procurement Lead Analyst
 Greg Grunig, Sourcewell Procurement Lead Analyst
 Carol Jackson, Sourcewell Procurement Analyst III
 Stephanie Haataja, Sourcewell Procurement Analyst II

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 responsiveness. The response of Nachurs Alpine Solutions, LLC was determined to be Level-Two non-responsive because the offering of products and services in its proposal was found to fall outside of the scope of the RFP. All other proposals were found to be Level-Two responsive and were evaluated.

Batts Incorporated is offering a broad range of deicing/anti-icing and runway maintenance products. Batts Inc. offers a variety of tank capacities from 275 gallons up to 5000 gallons. Included in their offering is the full line of FOD*BOSS airfield runway sweepers and debris removal equipment. Batts Incorporated has a strong dealer network that is ready to sell and service the United States and Canada. They offer competitive pricing for Members.

Multihog Ltd offers multi-purpose tractor units ranging from 55HP to 120HP for runway maintenance including snow removal, rubber removal, salt spreading and de-icing, etc. Multihog Ltd offers a diverse range of attachments that may be utilized by tractor units to increase functionality. Multihog LTD utilizes a dealer network for sales and service throughout the United States and Canada and is ready to serve Sourcewell members. Multihog Ltd offers Members a solid discount off list pricing.

Oshkosh Airport Products, LLC offers an array of ARFF vehicles and snow products such as, snow blowers, plows, brooms and chassis. Oshkosh Airport Products, LLC will sell direct to Sourcewell Members and has a 24/7 emergency service and parts line available. They offer a solid discount off list price and shipping is included within the United States.

Rosenbauer Minnesota, LLC is providing several models of ARFF vehicles to meet Member needs. Options are available which allows for customization of the apparatus. Rosenbauer Minnesota, LLC is ready to serve Members across the United States and Canada through their strong sales and dealer network. Their proposal provides Members a competitive pricing structure where delivery is included.

Team Eagle Ltd. offers turn-key runway maintenance and emergency equipment, including situational awareness and safety systems. They have a robust sales and partnership network throughout the United States and Canada to serve Sourcewell Members. Team Eagle Ltd. offers additional warranty options beyond the standard warranty to meet Member needs. Team Eagle Ltd. is offering a solid discount off MSRP pricing.

Wausau Equipment Company, Inc. manufactures a complete solution of plows, multi-tasking equipment, spreaders, brooms, blowers, multi-purpose equipment and custom or conventional chassis. They have a large sales and service force to service our Members' needs in the United States and Canada. Additional service contracts for annual service, preventive maintenance and inspections are available for Members. They offer competitive pricing off list pricing for Sourcewell Members.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #030619 to:

Batts Incorporated
Multihog Ltd

#030619-BAT
#030619-MUL



Oshkosh Airport Products, LLC
Rosenbauer Minnesota, LLC
Team Eagle Ltd.
Wausau Equipment Company, Inc.

#030619-OKC
#030619-RMN
#030619-TEA
#030619-WAS

The preceding recommendations were approved on April 26, 2019.

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Kim Austin

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Kim Austin, Sourcewell Procurement Lead Analyst

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Greg Grunig

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Greg Grunig, Sourcewell Procurement Lead Analyst

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Stephanie Haataja

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Stephanie Haataja, CPIM, Sourcewell Procurement Analyst II