



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #070821  
Entitled

**Road Right-of-Way Maintenance Equipment**

The following advertisement was placed May 18, 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 May 19, 2021 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Road Right-of-Way 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 July 8, 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	Hayward Distributing Co.
AGCENTRAL FARMERS COOP	Hitachi Construction Machinery Loaders America, Inc.
Alamo Group (TX), Inc.	Intermountain Sign and Safety
All Traffic Solutions	JJC RESOURCES, LLC
Altoz, Inc.	Keizer Morris International, Inc.
American Highway Solutions	Land Pride, A Division of Great Plains Mfg., Inc.
American Signal Company	Loftness Specialized Farm Equipment, Inc.
ATMAX Equipment Co.	Logix ITS
Barko Hydraulics	Magneto & Diesel Injector Service, Inc.
BCS America, LLC	Manufacturers Solutions Team
Bomford Turner, Limited	Max Distributing / BCS America
Bruch & Bruch Construction	Montage Enterprises, Inc.
BUCEPHALUS BUYER, LLC	Nelson Truck Equipment Co, Inc.

Bush Hog, Inc.	Pavement Technologies International Corp.
COLVOY ENTERPRISES 2012, LTD	ProLogic ITS, LLC
Computer Technology Services	Regina Construction Association
ConstructConnect	REXCO EQUIPMENT, INC.
Custom Vehicle Solutions DBA	RhinoAg, Inc.
Diamond Mowers, LLC	Road Widener, LLC
DuCo, LLC	Roadway Asset Services, LLC
Embankscape Equipment, LLC	SB Manufacturing, Inc.
Energreen America, Inc.	Schulte Industries Ltd.
Etnyre International	Statewide Traffic Safety and Signs, Inc. dba Statewide Safety Systems
FAE USA, Inc.	Striping Service and Supply, Inc.
Fecon, LLC	Switch-N-Go, LLC
FINN Corporation	TEREX Trucks America
Flip Screen, LLC	Tiger Corporation
FoxEnergy Systems, Inc.	Voigt Smith Innovation, LLC
Green Climber of North America, Inc.	Wanco, Inc.
GRYB USA	Weiler, 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 July 8, 2021, at 4:34:00 pm CT. Proposals were received from the following:

Alamo Group (TX), Inc.  
All Traffic Solutions  
Altoz, Inc.  
American Signal Company  
ATMAX Equipment Co.  
BCS America, LLC  
Bomford Turner, Limited  
BUCEPHALUS BUYER, LLC (BRIGGS & STRATTON, LLC)  
Bush Hog, Inc.  
Diamond Mowers, LLC  
Embankscape Equipment, LLC dba RC Mowers  
Fecon, LLC  
FINN Corporation  
FoxEnergy Systems, Inc.  
Green Climber of North America, Inc.  
Hayward Distributing Co.  
Land Pride, A Division of Great Plains Mfg., Inc.  
Logix ITS  
Max Distributing / BCS America  
Montage Enterprises, Inc.  
ProLogic ITS, LLC  
RhinoAg, Inc.  
Schulte Industries Ltd.

Striping Service and Supply, Inc.  
Tiger Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Procurement Lead Analyst  
Brandon Town, Procurement Analyst  
Craig West, Procurement Analyst  
Stephanie Haataja, 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.

Alamo Group (TX), Inc., provides mowers, erosion control and maintenance equipment covering many needs in the right-of-way maintenance realm. Their wide-ranging dealer network can provide sales and service support to Sourcewell participating entities before, during and after the sale. Alamo Group is offering sizable discounts to Sourcewell participating entities.

Altoz, Inc., is offering a range of tracked lawnmowers and attachments used in the maintenance of road rights-of-way. Altoz has an established nationwide dealer network in the US, offering service and after sale warranty work. Altoz offers competitive discounts to Sourcewell participating entities.

Bomford Turner, Limited, manufactures a broad range of tractor-mounted and remote-control operated right-of-way maintenance equipment, including a variety of mowers, sprayers, seeders, and berm re-furbishers. Their dealer network spans U.S. and Canada and offers warranty repair or operator training as needed. Bomford Turner pricing represents a significant discount from MSRP for Sourcewell participating entities.

BushHog, Inc., offers a broad range of mowers, cutters, and shredders for right-of-way maintenance, including self-propelled and attachment models. Their expansive dealer network can provide sales, service, and warranty work across the U.S. BushHog pricing for Sourcewell participating entities reflects a range of solid discounts from list price.

Diamond Mowers, LLC, solutions include a broad range of mowers, attachments, and turn-key combinations designed for the maintenance of road rights-of-way. Sales are available to Sourcewell participating entities in the US and Canada in a factory-direct or dealer-based model. The Diamond Mowers dealer network offers extended warranty and service contract options, and sizable discounts from list pricing are available.

FINN Corporation provides hydroseeders and material blowers for turf installation, re-vegetation, and erosion control applications. Their 137 dealer locations in North America are available to serve Sourcewell participating entities. FINN dealers have equipment in stock, and can address warranty service needs. Finn is offering a competitive discount from MSRP on all equipment and options.

Green Climber of North America, Inc., is the distributor of remote-control right-of-way slope mowers and available attachments. Their large dealer network across the U.S. and Canada will deliver sales and warranty support. Green Climber offers Sourcewell participating entities line-item and quantity pricing discounts with no charge pre-delivery inspection, set-up, and training on their products.

Landpride, a Division of Great Plains Mfg., Inc., manufactures a broad lineup of mowers, seeders, tillers, erosion control products, and ditch maintenance products. With a vast dealer network, Sourcewell participating entities have access to a variety of outlets for sales and service support during the life cycle of their equipment. Landpride pricing reflects a range of competitive discounts by product category .

Logix ITS traffic safety and speed enforcement solutions include message boards, traffic calming devices and speed or traffic cameras. Their distribution network in the U.S. and Canada, and robust technical and customer support team, offer Sourcewell participating entities with ample sales, service, warranty, and training options. Logix ITS pricing includes a notable discount from standard list prices.

Schulte Industries Ltd. manufactures a deep line of rotary cutters to meet the diverse needs of Sourcewell participating entities. A large dealer network is available for service support across the United States and Canada. Schulte pricing represents a competitive discount from MSRP to Sourcewell participating entities.

Tiger Corporation provides Sourcewell participating entities a range of mowing equipment along with mulchers, erosion control and ditch maintenance equipment. Sales and service are delivered through a large dealer network located in the US and Canada. They offer a significant discount from list pricing and available quantity discounts for Sourcewell participating entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #070821 to:

Alamo Group (TX) Inc.	#070821-AGI
Altoz, Inc.	#070821-ATZ
Bomford Turner Limited	#070821-BFD
Bush Hog Inc.	#070821-BHG
Diamond Mowers, LLC	#070821-DMM
FINN Corporation	#070821-FNN
GreenClimber of North America	#070821-GCL
Land Pride	#070821-LPI
Logix ITS	#070821-LGX
Schulte Industries Ltd.	#070821-SCI
Tiger Corporation	#070821-TGR

The preceding recommendations were approved on August 03, 2021.

DocuSigned by:

*Greg Grunig*

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Greg Grunig, Procurement Lead Analyst

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*Brandon Town*

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Brandon Town, CPSM, CPSD, Procurement Analyst

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Craig West, Procurement Analyst

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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 #070821 for Road Right-of-Way 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.

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer