



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #032824
Entitled

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

The following advertisement was placed February 8, 2024 in *USA Today*, in South Carolina’s *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, February 9, 2024 in Oregon’s *Daily Journal of Commerce*, and February 8 and February 14, 2024 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Class 4-8 Chassis and Cabs 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://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 28, 2024, 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 dba National Auto Fleet Group	Kenworth Truck Company, Division of PACCAR, Inc.
Acela, Inc.	Lion Buses, Inc. (The Lion Electric Company)
Amthor International	LOS ANGELES TRUCK CENTERS (VVG Holdings, LLC)
Aria Contracting Sales & Services, Inc.	Mack Trucks, Inc.
Autocar Truck, LLC	Mall Chevrolet
Battle Motors, Inc.	Merlin Ford Lincoln
Betts Platinum Group, LLC	Midwest Bus Parts, Inc.
Bollinger Motors, Inc.	Mohawk Electric Trucks
Boucher Group Inc.	Motiv Power Systems, Inc.
Broadway Ford Truck	MTECH Incorporated
Buyers Products Company, Inc.	Navistar, Inc. (International Truck)
BYD Motors, LLC	Nikola Corporation
CAM CLARK FORD SALES, LTD 2012	North Central International dba Hoglund Bus Co.
Campbell Freightliner of Orange County, LLC	Olathe Ford Sales, Inc.

Campbell Freightliner, LLC	Pacifico Ford, Inc.
CARL BLACK OF ORLANDO, LLC	Par-Kan Company, LLC
Certified Stainless Service, Inc. dba West-Mark	Peterbilt Motors - MD Sales
Colonial Equipment Company	Pioneer Truckweld, Inc.
Computer Design Center, LLC	R Noble & Sons, Inc.
Concord Road Equipment Mfg., LLC	REE Automotive USA, Inc.
Creative Bus Sales, Inc.	Ricart Properties, Inc.
Daimler Trucks North America, LLC	RIDE MOBILITY, LLC
Dennis Eagle, Inc.	Roundtrip EV Solutions, Inc.
Dobbs Ford, Inc.	Rush Enterprises (Rush Truck Centers of Texas, L.P.)
Ed Murdock Superstores, Inc. dba Lavonia Ford	Rush Truck Centers of Illinois, Inc.
Electric Vehicle Conversions, LLC dba Electric Vehicle Choice (EVC)	Rush Truck Centers of Oklahoma, Inc.
Emerald Transportation Solutions, LLC	Southland International Trucks, Ltd.
Endera Motors	Stellar Industries, Inc.
Expertec Van Systems, Inc.	Stinar, LLC
Garber Highland, Inc.	Stykemain Chevrolet, LLC
GCL Diesel Injection Service	TEC Equipment
GENERAL BODY MANUFACTURING CO., INC.	The Fab Shop, LLC
Gincor Industries	Truck Country of Wisconsin
GovZERO	Truckcorp, LLC
GreenPower Motor Company, Inc.	VALLEY FORD OF HURON, INC. (Valley Truck Centers)
Gregory Poole Equipment Company	Vector Fleet Management
Harlow's Bus Sales, Inc.	Viking Cives Midwest, Inc.
Hino Motors Sales U.S.A., Inc.	Village of Lowville
Ice Glen Holdings, Inc.	Certified Stainless Service, Inc. dba West-Mark
Isuzu Commercial Truck of America	Whites Welding, LLC
JOE AHRENS, INC.	Workhorse Technologies, Inc.
John Grappone, Inc.	Zeus Electric Chassis, Inc.
Ken Garff Ford	

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 March 28, 2024, at 4:30 pm CT. Proposals were received from the following:

- 72 HOUR, LLC dba National Auto Fleet Group
- Amthor International
- Autocar Truck, LLC
- Battle Motors, Inc.
- Bollinger Motors, Inc.
- Buyers Products Company, Inc.
- BYD Motors, LLC
- Certified Stainless Service, Inc. dba West-Mark
- Daimler Trucks North America, LLC

Dennis Eagle, Inc.
Ed Murdock Superstores, Inc. dba Lavonia Ford
Electric Vehicle Conversions, LLC dba Electric Vehicle Choice (EVC)
Emerald Transportation Solutions, LLC
Expertec Van Systems, Inc.
GreenPower Motor Company, Inc.
Hino Motors Sales U.S.A., Inc.
Kenworth Truck Company, Division of PACCAR, Inc.
Lion Buses, Inc. (The Lion Electric Company)
LOS ANGELES TRUCK CENTERS (VVG Holdings, LLC)
Mack Trucks, Inc.
Navistar, Inc. (International Truck)
Nikola Corporation
North Central International dba Hoglund Bus Co.
Olathe Ford Sales, Inc.
Par-Kan Company, LLC
Peterbilt Motors - MD Sales
REE Automotive USA, Inc.
Roundtrip EV Solutions, Inc.
Rush Enterprises (Rush Truck Centers of Texas, L.P.)
Stellar Industries, Inc.
Stykemain Chevrolet, LLC
Truck Country of Wisconsin
Truckcorp, LLC
VALLEY FORD OF HURON, INC. (Valley Truck Centers)
Workhorse Technologies, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Manager
Ginger Line, MPA, NIGP-CPP, CPPB, Senior Procurement Analyst
Carol Jackson, Procurement Analyst
Michael Muñoz, CPPB, Senior 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 responses from Expertec Van Systems, Inc., and Par-Kan Company, LLC 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.

Autocar Truck, LLC is a medium and heavy-duty truck manufacturer selling and servicing Class 7 and 8 chassis. They bring multiple product lines in various 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 entities competitively discounted pricing.

Battle Motors, Inc. is a manufacturer offering 20 different medium and heavy-duty models. Their presence includes 37 dealers with 144 locations in the United States. Battle Motors offers a true low entry chassis. They are offering competitive discounts off MSRP pricing to Sourcewell participating entities.

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. 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.

Daimler Trucks North America manufacturers Class 6-8 commercial vehicles. They sell and service their products through their network of over 400 sales locations and approximately 150 parts and service locations. They provide a solid warranty for their large number of configurations available. Daimler offers a solid price discount to all Sourcewell participating entities.

Electric Vehicle Conversions, LLC is a manufacturer offering battery electric, hydrogen fuel cell electric vehicles along with fleet electrification products. With their factory direct sales force and 800 sales representatives and 2200 DOT/ASE certified technicians, they can cover all the United States and Canada. They offer different kinds of training at no cost with vehicle purchase. They are offering competitive discounts off MSRP pricing to Sourcewell participating entities.

Kenworth Truck Company offers truck chassis in Class 5-8 that are available at over 400 dealers in the United States and Canada. Their advanced technology includes 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, Inc. is a zero-emission heavy-duty battery electric truck and bus manufacturer, that has a proven track record with vehicle ranges up to 250 miles per charge. Their trucks feature a tight turning radius, and optimization of visibility to enhance safety. Lion offers Sourcewell participating entities volume discounts along with their substantial discounted list pricing.

Mack Trucks, Inc. includes truck chassis alternatives in Class 6-8 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, competitive 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 can sell and service across the United States and Canada. Sourcewell participating entities will receive a significant discount off MSRP.

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

Nikola Corporation is a manufacturer of battery-electric and hydrogen fuel cell electric Class 8 vehicles. With their factory direct sales force and 175 authorized dealers, they can cover all the United States. Their focus and commitment to sustainability is present in what they build and how they do it. They are offering competitive discounts off list pricing to Sourcewell participating entities.

Olathe Ford Sales, Inc. has been in business for over 100 years. They are offering numerous models in Classes 3-7 from multiple manufacturers. With their large direct sales force and vast partner network, they can serve and sell across the United States and Canada. Their offering includes ICE as well as a fully electric offering. Olathe is offering Sourcewell participating entities a solid discount off their list pricing.

Peterbilt Motors Company is medium and heavy-duty Class 6-8 truck manufacturer that has been around for over 80 years. Their dealer network consists of 432 locations along with 7 parts distribution centers. Some of the advances they offer are their configurable digital display, Smart Nav, SmartAir, collision mitigation, driver information display, stability control, Zinc coated frame rails, and Allison FuelSense, among others. Peterbilt offers Sourcewell participating entities substantial discounts from list pricing.

Roundtrip EV Solutions, Inc. provides Class 4-8 electric chassis focusing on the refuse industry along with various maintenance and repair options along with charging infrastructure. They are offering equipment interoperability, charger interoperability, integrated software, 96% guaranteed charger uptime, and an energy management system. Their "Full-Service Lease" is a program offered to all Sourcewell participating entities which includes necessary services along with the chassis. Sourcewell participating entities will have access to significant discounts, and extended service plans.

Rush Truck Centers of Texas has been serving truck buyers for almost 70 years with over 140 locations in the United States. They are offering Class 4-8 chassis from eight different manufacturers. Their offering includes multiple ICE drivetrains with one BEV option as well. Participating entities will receive a solid discount off MSRP with a volume discount at 10 units.

Truckcorp, LLC was founded in 1971 and has grown to 65 locations with more locations included with their partner networks. They offer 16 options of Class 4-8 chassis along with a myriad of upfitting options for various industries' models to fulfill Sourcewell participating entity needs. Truckcorp is offering a considerable discount. Their dealer network can serve Sourcewell participating entities across the United States and Canada.

Workhorse Technologies, Inc. is offering a line of Class 4-6 electric chassis and stepvan options to further their mission of pioneering the transition to zero-emission commercial vehicles. Workhorse offers sales and service through 12 dealers in 17 states. They provide service to Sourcewell participating entities in the United States. Workhorse offers a significant discount on their products along with a retroactive volume discount.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #032824 to:

Autocar Truck LLC	#032824-ATC
Battle Motors, Inc.	#032824-CRN
Certified Stainless Service, Inc. dba West-Mark	#032824-CER
Daimler Trucks North America	#032824-DAI
Electric Vehicle Conversions, LLC	#032824-ELV
Kenworth Truck Company	#032824-KTC

Lion Buses, Inc.	#032824-LON
Mack Trucks, Inc.	#032824-MAK
National Auto Fleet Group	#032824-NAF
Navistar, Inc	#032824-NVS
Nikola Corporation	#032824-NKA
Olathe Ford Sales, Inc.	#032824-OLA
Peterbilt Motors Company	#032824-PMC
Roundtrip EV Solutions, Inc.	#032824-RDT
Rush Truck Centers of Texas	#032824-RTG
Truckcorp, LLC	#032824-TRK
Workhorse Technologies, Inc.	#032824-WKH

The preceding recommendations were approved on June 20, 2024.

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James Voelker
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James Voelker, CPCM, CFCM, Procurement Manager

DocuSigned by:
Ginger Line
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Ginger Line, MPA, NIGP-CPP, CPPB, Senior Procurement Analyst

DocuSigned by:
Carol Jackson
6EE63AEDED5F46E...

Carol Jackson, Procurement Analyst II

DocuSigned by:
Michael Muñoz
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Michael Muñoz, CPPB, Senior Procurement Analyst

STATEMENT OF COMPLIANCE

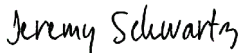
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #032824 for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services**.

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.

Signed by:



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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer