

**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #080819  
Entitled

**Flooring Materials, with Related Supplies and Services**

The following advertisement was placed June 13, 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](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 June 14, 2019 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Flooring Materials, with Related Supplies 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 August 8, 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:

2M Corporation	Mannington Mills, Inc.
Action Floor Systems, LLC	Mathusek Incorporated
Altro USA, Inc.	Milliken & Company
Armstrong Flooring, Inc.	Mohawk Carpet Distribution, Inc.
AWC Builders	Mondo USA, Inc.
Bachman d/b/a Floor to Ceiling Carpet One	Moon and Pasutti Tile, LLC
Bentley Mills, Inc.	NYS Office of General Services - Procurement Services
Boxley's Services, Inc.	Roppe Holding Company
Builders Floor Centre	SaniGLAZE International, LLC
Canada Mat, Inc.	Saskatoon Construction Association
Carpet Guys USA, LLC	Shaw Industries, Inc.
Construction Industry Center	SOLID Surface Care
Continental Flooring Company	Specialty Contracting Services
Eco Interiors, Inc.	State of North Dakota
Engineered Floors, LLC	Tarkett USA, Inc.
Flooring Solutions, Inc.	TDG Operations, LLC. dba Atlas   Masland Contract
Forbo Flooring, Inc.	Total Quality Logistics
Gerflor USA	UPOFLOOR Americas, Inc.
Interface Americas, Inc.	William M. Bird & Co., Inc.
Karndean International, LLC	

Proposals were opened on August 8, 2019, on the Sourcwell Procurement Portal from the following:

Altro USA, Inc.  
Armstrong Flooring Inc.  
Bentley Mills, Inc.  
Canada Mat, Inc.  
Carpet Guys USA, LLC  
Eco Interiors, Inc.  
Engineered Floors, LLC  
Gerflor USA  
Interface Americas, Inc.  
Karndean International, LLC  
Mannington Mills, Inc.  
Milliken & Company  
Mohawk Carpet Distribution, Inc.  
Mondo USA, Inc.  
Roppe Holding Company  
SaniGLAZE International, LLC  
Shaw Industries, Inc.  
Tarkett USA, Inc.  
TDG Operations, LLC. dba Atlas | Masland Contract  
UPOFLOOR Americas, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, Sourcwell Procurement Lead Analyst  
Kim Austin, CPPB, Sourcwell Procurement Lead Analyst  
Michael Munoz, Sourcwell Procurement Analyst  
Stephanie Haataja, CPIM, Sourcwell Procurement Analyst

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

The Proposal Evaluation Committee used the Sourcwell RFP evaluation criteria and determined (19) proposal responses met Level-One and Level-Two Responsiveness and were evaluated. The response of SaniGlaze International, LLC, was determined to be Level-Two Non- responsive and was not evaluated.

Bentley Mills, Inc. offers broadloom, carpet tile, luxury vinyl tile (LVT), custom area rugs, installation and project management services. They have a large sales and dealer network to serve Sourcwell members throughout the United States and Canada. Bentley Mills, Inc. is dedicated to sustainability efforts and environmental goals while offering competitive pricing with shipping included.

Mannington is a privately held, fourth generation, family owned company founded in 1915. They offer a range of hard and soft surface flooring products, which are almost entirely manufactured in the USA. Mannington's product

grouping provides total flooring solutions for Sourcewell members including broadloom carpet, modular carpet tiles, resilient sheet flooring, luxury vinyl tile, stair treads and wood flooring. These attributes along with aggressive pricing establish Mannington as a solution provider for member's needs.

Tarkett USA, INC. offers members a large selection of vinyl and vinyl tile along with carpet products with available installation. A well-established company with strong presence in the SLED market. Solid discounts paired with a strong network of service providers, will address Sourcewell member needs across the North American Market.

Shaw Industries, Inc. brings a variety of carpet and wood flooring options and innovative adhesives for Sourcewell members. With a demonstrated depth of experience in the government and education markets, a broad network of dealers and distributors, aggressive discounts and a strong training program, Shaw is poised to serve the member community well.

Mohawk Carpet Distribution has produced carpet for over 180 years and continues to innovate, most recently with high value polymer blends and new extrusion technology. Mohawk's complete commercial portfolio includes broadloom carpet, carpet tiles, luxury vinyl tile, wood, laminate, sheet vinyl, rubber tile, and rubber sheet adhesives, along with installation services for a turn-key solution. Strong pricing along with the selection of products allows Mohawk to satisfy the needs of Sourcewell members.

Interface Americas, Inc. provides Carbon Neutral and environmentally responsible modular flooring, Luxury Vinyl Tile and Resilient Rubber Tile. Interface Americas is dedicated to a sustainable environment; offering free recycling of old vinyl-backed carpet tile regardless of brand. Employing a sales and service force that covers the United States and Canada, offering a competitive discount with project management and turnkey installation through InterfaceSERVICES™, Interface Americas, Inc. will be able to fully support Sourcewell member's needs.

Karndean International, LLC has over 40 years' experience manufacturing commercial vinyl flooring. They offer a catalog of Luxury Vinyl Tile and Planking to serve Sourcewell members across the US and Canada. Project Management and product installation will be provided through an expansive 170 locations. Karndean offers an aggressive discount for Sourcewell members.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #080819 to:

Bentley Mills, Inc.	080819-BPS
Interface Americas, Inc.	080819-IFA
Karndean International, LLC	080819-KAR
Mannington Mills, Inc.	080819-MMI
Mohawk Carpet Distribution, Inc.	080819-MCD
Shaw Industries, Inc.	080819-SII
Tarkett USA, Inc.	080819-TFU

The preceding recommendations were approved on October 8, 2019.

DocuSigned by:

*Greg Grunig*

7DDCEFD8B3D45D...

Greg Grunig, Sourcewell Procurement Lead Analyst

DocuSigned by:

*Kim Austin*

6830543C58384D1...

Kim Austin, CPPB, Sourcewell Procurement Lead Analyst

DocuSigned by:

*Michael Munoz*

0B0204E40D3E445...

Michael Munoz, Sourcewell Procurement Analyst

DocuSigned by:

*Stephanie Haataja*

755BA3F379B5409...

Stephanie Haataja, CPIM, Sourcewell 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 #080819 for Flooring Materials, with Related Supplies 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*

C0FD2A139D06489...

Jeremy Schwartz, ASQ CSSBB  
Chief Procurement Officer