



**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #122220**  
Entitled

**Utility, Transport, Golf, and Recreation Vehicles with Related Accessories, Equipment, and Services**

The following advertisement was placed November 3, 2020 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://portal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and November 4, 2020 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Utility, Transport, Golf, and Recreation Vehicles with Related Accessories, Equipment, 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 December 22, 2020, 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:

ASW, LLC dba American Landmaster	Low Impact Inc.
Athabasca Basin Development Limited Partnership	MTD Products
Auto-Wares, Inc.	Multiforce Systems Corporation
AVIATE ENTERPRISES, INC.	NorAm Marketing Service
BlueStar Coachlines	PARTSMASTER, INC.
C&B Operations, LLC	Pereira Sales Company, Inc.
Capital Petroleum Service, Ltd.	Polaris Sales, Inc.
Cellutrak	Schetky Northwest Sales, Inc.
Club Car, LLC.	Sheehy Ford of Richmond, Inc.
Columbia Vehicle Group	SPECTRA POWER SPORTS, LTD
Cruise Car, Inc.	The Blue Book Network
DALS Credit Solutions Co.	The Tools Man, Inc.

Danny J Woodliff DBA Woodys Mini Trucks	Toromont Material Handling, a division of Toromont Industries, Ltd.
Don Brown Bus Sales, Inc.	Tropos Technologies, Inc.
GRYB USA	TRU NORTH RV AUTO & MARINE SALES, LP
IAS (International Automated Systems)	Twins Contracting and Supplies, LLC
Jacobsen	US Executive, LLC
Komatsu Forklift U.S.A. LLC	Vantage Vehicle International, Inc.
Kubota Tractor Corporation	Westward Industries, Ltd.
LIFFCO, INC.	Yamaha Golf-Car Company
Livingston Energy Group, LLC	

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 December 22, 2020 at 4:31:47 pm CT. Proposals were received from the following:

ASW, LLC dba American Landmaster  
 Club Car, LLC  
 Columbia Vehicle Group  
 Cruise Car, Inc.  
 IAS (International Automated Systems)  
 Jacobsen  
 Kubota Tractor Corporation  
 Polaris Sales, Inc.  
 Tropos Technologies, Inc.  
 TRU NORTH RV AUTO & MARINE SALES, LP  
 Vantage Vehicle International, Inc.  
 Westward Industries, Ltd.  
 Yamaha Golf-Car Company

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst  
 Brandon Town, CPSM, CPSD, Procurement Analyst  
 Craig West, Procurement Analyst  
 Steff Haataja, CPIM, 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.

Club Car, LLC, has been manufacturing golf cars and commercial utility vehicles for over 60 years. They have 7 branch locations and over 600 authorized dealers in the United States and Canada that can serve Sourcewell Participating Entities. Club Car and their dealers hold product training and customer experience events throughout the year. They offer a variety of gas, diesel, and electric engine options on their vehicles and a solid discount off list price.

Cruise Car, Inc, is a provider of need-specific, street-legal, low-speed vehicles that are fully customizable to meet the specific needs of Sourcewell Participating Entities. They provide sales and service support through a highly efficient factory-direct business model, with the addition of dealer partners to further enhance their customer service network. They have also integrated solar options into their electric vehicles to enhance off-grid driving capabilities. Cruise Car offers a competitive discount to Sourcewell Participating Entities.

Jacobsen manufactures E-Z-GO, Arctic Cat, Cushman, and Textron GSE brand golf cars, utility vehicles and personal transportation vehicles. Their 13 distributors and over 600 dealers in the continental United States and Hawaii will provide Sourcewell Participating Entities with access to sales and service. Jacobsen offers electric powered vehicles featuring ELiTE Lithium batteries and gasoline powered EX1 engines that provide improved fuel economy and more responsive acceleration. Jacobsen is offering a solid discount off their list pricing to Participating Entities.

Kubota Tractor Corporation brings extensive experience and a depth of product variety to Participating Entities. With sales locations throughout the United States and Canada, they are positioned to serve all sectors through streamlined customer service. Training programs are offered to ensure proper use of equipment and safety for operators. Kubota demonstrates a commitment to environmental protections by maintaining and achieving conservation targets. Kubota offers competitive pricing and discounts to Participating Entities.

Polaris Sales, Inc, offers a comprehensive selection of GEM, Taylor-Dunn, Pro XD, and Polaris branded vehicle types to include low-speed, utility, burden carriers, ATVs, side-by-sides, and snowmobiles. They are prepared to serve Sourcewell Participating Entities across the United States and Canada through their extensive dealer network. Polaris's offerings include gas, diesel, LPG, and electric options to meet the performance and environmental needs of Sourcewell's Participating Entities. Polaris provides significant discounts from list price.

Westward Industries, Ltd, provides durable, task-specific utility and transport vehicles. Their experienced sales team and robust dealer network are ready to serve Sourcewell Participating Entities across the United States and Canada. Westward Industries, Ltd offers Lithium Ion battery powered units and highly efficient gasoline powered options that incorporate an exhaust gas recirculation system to reduce emissions. They offer Sourcewell Participating Entities solid pricing discounts.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #122220 to:

Club Car, LLC	122220-CCR
Cruise Car, Inc.	122220-CCI
Jacobsen	122220-JCS
Kubota Tractor Corporation	122220-KBA
Polaris Sales, Inc.	122220-PSI
Westward Industries, Ltd.	122220-WWI

The preceding recommendations were approved on January 13, 2021.

Sourcewell

DocuSigned by:

*James Voelker*

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James Voelker, CPCM, CFCM, 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*

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Craig West, Procurement Analyst

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*Stephanie Haataja*

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Steff 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 #122220 for Utility, Transport, Golf, and Recreation Vehicles with Related Accessories, Equipment, 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*

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer