



Item

Purchase of a Schwarze M-6 Avalanche Mechanical Street sweeper.

Responsible Staff Contact

John Harbarger
Blake Palmer

Recommendation

Recommend accepting the Sourcewell discounted contract price through Torgerson Equipment in the amount of \$330,000.00 for the purchase of a mechanical street sweeper.

Executive Summary

Note: there are many files/attachments associated with this item. All file names are referenced and displayed in green).

The M6 Avalanche offers superior debris collection, enhanced maneuverability, and reduced maintenance costs, making it an ideal choice for maintaining our city streets efficiently. This acquisition will improve our street cleaning operations, ensuring cleaner and safer roads for our community.

This Purchase will be made through Sourcewell Contract #093021-SWZ, Sourcewell is a cooperative purchasing program that provides access to competitively bid contracts. By purchasing the Schwarze M6 Avalanche mechanical street sweeper through Sourcewell, we benefit from pre-negotiated pricing and streamlined procurement processes, ensuring cost-effectiveness and compliance with public purchasing regulations. This approach simplifies the acquisition process and secures a competitive price.

The replacement cost was budgeted at **\$340,000.00**

I received two quotes on this equipment as follows:

Torgerson Equipment (*Proposal-Schwarze M-6 Avalanche*) Base: \$330,000.00

Joe Johnston Equipment (*Proposal-Elgin Broom Bear*). Base: \$345,713.00

Background

Our 2004 Johnson model is an aging machine and has become increasingly unreliable and costly to maintain, posing several operational challenges and inefficiencies. There are three key reasons that necessitate its replacement:

1. Unavailability of Parts.
2. Inefficient Hydrostatic Drive.
3. Ongoing Issues with Mechanical and Electrical Systems.

Cooperative Purchasing

Cooperative purchasing is “Procurement conducted by, or on behalf of, one or more Public Procurement Units” as defined by the American Bar Association Model Procurement Code for State and Local Governments.

Cooperative purchasing provides participating entities and suppliers increased administrative efficiencies and the power of combined purchasing volume that results in overall cost savings. At times, Sourcewell also partners with other purchasing cooperatives to combine the purchasing volume of their membership into a single solicitation and contract expanding the reach of contracted suppliers’ potential pool of end users.

Many cities in the State of Wyoming utilize cooperative purchasing, however, Douglas has heretofore not availed itself of the option. With some particular purchases, it can be of great benefit especially to reduce lead time and still obtain good pricing.

As authorized by state statute **16-1-101. Authority to cooperate.**

In exercising, performing or carrying out any power, privilege, authority, duty or function legally vested in any one (1) or more of them by Wyoming law, the state of Wyoming, and any one (1) or more of its counties, municipal corporations, school districts, special districts, public institutions, agencies, boards, commissions and political subdivisions, and any officer or legal representative of any one (1) or more of them, may cooperate with and assist each other, and like entities or authorities of other states, the United States and the Eastern Shoshone and Northern Arapaho tribes of the Wind River Indian Reservation. Cooperation may be informal or subject to resolution, ordinance or other appropriate action, and may be embodied in a written agreement specifying purposes, duration, means of financing, methods of operations, termination, acquisition and disposition of property, employment of executive and subordinate agents, reciprocation of governmental immunity protections or other limitations of liability pursuant to W.S. 16-1-104(f) and other appropriate provisions.

Sourcewell

Sourcewell started as a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and contract award process. It has now grown to be an opportunity for over 50,000 participating entities across the United States and Canada. Sourcewell’s solicitation process complies with State of Wyoming law and policies, and also conforms to Canadian trade agreements, which results in cooperative purchasing solutions from which Sourcewell’s Participating Entities procure equipment, products, and services.

Sourcewell's analysts streamline the procurement process by developing RFPs and IFBs for national, competitive solicitations that meet or exceed local requirements. They utilize a process to best meet the needs of participating agencies and allows Sourcewell to offer products from national suppliers.

Sourcewell conducts nationwide bids, primarily to manufacturers that provide a base price bid for equipment. They then collaborate with the local dealer to add the options we desire. Note that Torgerson and most dealers are not listed in Sourcewell due to their localized nature.

The Sourcewell contract operates by the manufacturer offering a discount at the beginning of the process.

More information regarding Sourcewell can be found at <https://www.sourcewell-mn.gov/cooperative-purchasing/how-it-works>

Sweepers - Schwarze

Sourcewell conducted an RFP for streetsweepers (see [Sourcewell RFP Sweepers.pdf](#)).

Reference to Schwarze in the Sourcewell proposal evaluation is found in the file [Sourcewell RFP Evaluation](#), in the 7th column as “DuCo, LLC (Schwarze Industries, Inc).” They hold the 2nd ranked proposal overall, with Elgin in the next column. We identified Torgerson as a local dealer utilizing Sourcewell. Initially, we sought conventional quotes and contacted Torgerson as a Schwarze dealer to provide a quote against Joe Johnston and Elgin, whom we have traditionally used.

In the Spreadsheet entitled “[Schwarze Sourcewell price list](#),” please refer to tab M6SE, which lists the initial price for the vacuum attachment only; additional costs for other options, including the truck, must be added. When you total these costs, you will observe significant savings. The Elgin pricing spreadsheet is also available for reference Entitled “[Elgin BROOM BEAR Sourcewell](#)”.

Reference the discount mentioned above, in this case, as indicated in the file [Sourcewell Schwarze Discount Pricing.pdf](#), the particular sweeper that the City is purchasing comes with a built-in 3-5% discount off list price, and in addition to the discount off MSRP, Sourcewell participating entities can also qualify for a volume discount of up to 2% applicable to order size.

Torgerson

Torgerson is contracted with Sourcewell and must provide the initial discount received from Schwarze. The discount reference above is applied when they initially purchase the equipment. In this instance, they have already bought the vehicle through Sourcewell, and although they can sell it at any price to non-Sourcewell users, they are contractually obligated to pass the savings on to us. Sweepers do not have widely varying options, and regional sales companies generally understand common local preferences. The unit preordered by Torgerson included all the options I would have added, except for a remote grease option, which they added shortly after I expressed interest.

Torgerson, as a dealer, references the specific Sourcewell contract number to indicate that they are providing equipment and pricing in accordance with the Sourcewell RFP and terms. This documentation ensures that pricing and specifications meet Sourcewell's competitive standards.

Attachment Listing:

[Sourcewell RFP Sweepers.pdf](#)
[Sourcewell RFP Evaluation.pdf](#)
[Sourcewell Schwarze Discount Pricing.pdf](#)
[Proposal - Elgin Broom Bear.pdf](#)
[Proposal - Schwarze.pdf](#)
[Schwarze Info - M6 Avalanche brochure.pdf](#)



Alignment to Strategic Doing (SD) and/or Other Plans

SD25 Outcome

SD25 Strategy

SD25 KPI

2014 Master Plan

2015 Downtown Master Plan

Budget/Fiscal Impact

Fund/Department

47-5470-6548

Project/Line Item(s)

Sweep: Streets and Alleys

Budgeted Amount

\$340,000.⁰⁰

Anticipated Amount

\$330,000.⁰⁰

Action Requested/Recommended Motion

Recommend authorizing the purchase of the sweeper through Torgersons Equipment in the amount of \$330,000.⁰⁰ and furthermore, authorize the City Manager to sign all associated documents.

Reviewed/Approved

Community Development

Law Enforcement

City Manager

Public Works

Legal

Finance

HR

City Clerk