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**MEMORANDUM**

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**TO:** SECRETARY PAUL J. WIEDEFELD

**FROM:** CHIEF PROCURMENT OFFICER, MAA, KAREEN DAVIS *KD*

**SUBJECT:** REQUEST FOR APPROVAL TO UTILIZE AN INTERGOVERNMENTAL COOPERATIVE AGREEMENT CONTRACT NO. 111522-AEB, SOURCEWELL AND M-B COMPANIES, INC. MR6045736

**DATE:** January 17, 2025

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**PURPOSE OF MEMORANDUM**

The Maryland Aviation Administration (MAA) requests permission to utilize an Intergovernmental Cooperative Purchasing Agreement (ICPA) between Sourcewell and M-B Companies, Inc., to procure seven (7) MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicles and three (3) Front-Mount Brooms for Baltimore/Washington International Thurgood Marshall Airport.

**SUMMARY**

The purchase of the seven (7) MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicles and three (3) Front-Mount Brooms will replace vehicles that have surpassed its 12-15 year expected service life. This snow removal equipment is a major part of the snow removal program responding to airport/aircraft emergencies during snow removal and non-snow removal operations. Sourcewell and ASH North America, Inc., dba Aebi Schmidt North America is offering a discounted price of \$972,813.96 for each MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicle and a discounted price of \$751,557.44 for each MB3 Front-Mount Broom Snow Removal Vehicle.

**RECOMMENDATION**

MAA respectfully requests your approval to utilize the ICPA Contract for the above purchase.

Approved and attached letter signed.

Staff briefing requested.

Denied.

cc: Mr. Ricky D. Smith, Sr., Executive Director/CEO, MAA  
Ms. Valerie Radomsky, Chief Procurement Officer, MDOT  
Ms. Joy Abrams, Director of Procurement, MDOT



Wes Moore  
Governor  
Aruna Miller  
Lieutenant Governor  
Paul J. Wiedefeld  
Secretary  
Ricky D. Smith, Sr.  
Executive Director/CEO

January 9, 2025

Mr. Paul J. Wiedefeld  
Secretary  
Maryland Department of Transportation  
7201 Corporate Center Drive  
P.O. Box 548  
Hanover, Maryland 21076

**SUBJECT:** Procurement of Seven (7) MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicles and Three (3) MB3 Front-Mount Brooms for Baltimore/Washington International Thurgood Marshall Airport

Dear Mr. Wiedefeld:

The Maryland Aviation Administration (MAA) is requesting to purchase seven MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicles and three Front-Mount Brooms for the total price of \$9,064,370.06 utilizing an intergovernmental agreement between Sourcewell and ASH North America, Inc., dba Aebi Schmidt North America (Aebi Schmidt), Contract No. 111522-AEB.

This snow removal equipment is a major part of the snow removal program responding to airport/aircraft emergencies during snow removal and non-snow removal operations. The vehicles have surpassed its 12 to 15 year expected service life and exceeds the vehicle replacement criteria in Department of Budget and Management policy for age of equipment. Every year the units become more unreliable to send on the Runways and Taxiway at Baltimore/Washington International Thurgood Marshall Airport (BWI Thurgood Marshall), thus increasing MAA's time to meet FAA snow clearance time guidelines.

Additionally, the units hinder MAA's ability to make a single snow removal pass down the runway to help minimize operational impacts during snow events. Failure to replace these vehicles will cause severe inefficiencies in assigning and performing work by the Office of Grounds Maintenance Staff.

The purchase of these seven MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicles will replace seven Oshkosh H-Series Plow Trucks and MB Trailers vehicles that are between 18 to 23 years old. The MB5 model now integrates snow broom and air blast functions within a single vehicle chassis, eliminating the need for a trailer.

The purchase of these three MB3 Front-Mount Broom Snow Removal Vehicles will replace three Oshkosh Runway Front-Mount Trucks that are 22 to 23 years old.

The proposed contract pricing meets the requirements of the ICPA under COMAR 21.05.09.01B(2)(a). The process to directly solicit such a contract would take a significantly longer period of time than participating in the completed ICPA, particularly since a competitive proposal process has already been completed by Sourcewell. Additionally, the amount of time in the award process is reduced, and this method promotes administrative efficiencies and provides cost benefits to the State as it relates to COMAR 21.01.01.03.

Sourcewell, a State of Minnesota local government unit and service cooperative, issued a Request for Proposal #111522, for Airport Runway Equipment with Related Supplies and Services, on September 27, 2022, with a due date of November 15, 2022. This competitively solicited procurement resulted in twenty-one proposals received, all of which met the minimum requirements. Twelve companies were selected for contract award. Aebi Schmidt fully met and complied with all specification and requirements of the solicitation, in accordance with the evaluation criteria of the RFP and offers the make and model of vehicles that MAA requires. M-B Companies Inc. is a subsidiary of Aebi Schmidt North America. Aebi Schmidt is the only company under the contract that provides for the MB vehicles. Contract No. 111522-AEB between Sourcewell and Aebi Schmidt, is effective February 6, 2023, through February 3, 2027.

The contract provides MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicle at a base price of \$915,449.36 and freight cost of \$25,752.00, in addition to the vehicle options listed below, totaling \$50,940.40:

- Battery trickle charger, 1.5 amp; \$609.56
- Remote battery jump start lugs; \$376.32
- Coolant filter; \$229.32
- Rear bumper chevron striping; \$377.30
- Numbers and lettering on unit; \$660.52
- Rustproofing: under floor, fenders, and battery box; \$906.50
- Spare chassis tire and wheel; \$2,628.36
- Air Conditioning; \$3,961.16
- Deluge System (requires side door wipers); \$2,252.04
- Side door window wipers; \$904.54
- Heated option for side door window wipers; \$399.84
- Heated option for windshield wipers; \$585.06
- Radio, AM/FM with weather band and CD player; \$683.06
- Rear view camera system, color (includes rear facing LED flood light); \$2,193.24
- LED lights on cab light bar, flood (2); \$1,133.86
- LED lights on cab light bar, trapezoid (2); \$1,063.30
- LED lights on cab light bar, spot (2); \$1,071.14
- Rear facing LED flood lights (2); \$402.78
- Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket; \$282.24
- Flared moldboard blade in place of straight moldboard blade; \$2,884.14
- 24-foot plow in place of 20-foot plow; \$4,008.14
- Hands free hitch; \$1,575.84
- Kueper cutting edge in place of steel cutting edge 24 foot; \$5,336.10

MB5 Vehicle options cont'd:

- Caster tire, wheel hub, bearings, axle and nuts; \$1,245.58
- 22-foot broom head in place of 18 foot; \$9,318.82
- Coolant filter; \$448.84
- Broom speed tachometer; \$909.44
- Ground speed control; \$596.82
- Auto stripper bar adjustment system; \$3,396.68
- 8# poly. 10# wire, 50/50 wafers in place of all poly on 22-foot broom; \$499.80

The total configured price of one vehicle is \$972,813.96 which includes a 2% Sourcewell member discount of \$19,327.80, and the extended price of all seven vehicles is \$6,809,697.75.

The lead time of this equipment is 450 days after receipt of order.

The contract provides MB3 Front-Mount Broom Snow Removal Vehicle at a base price of \$679,226.24 and freight cost of \$12,654.00, in addition to the vehicle options listed below, totaling \$78,623.44:

- Four-wheel steering with 27,000 pound read drive/steer axle; \$21,562.94
- Engine block heater, immersion type; \$526.26
- Battery trickle charger, 1.5 amp; \$609.56
- Remote battery jump start lugs; \$376.32
- Coolant filter; \$229.32
- Eight-inch reflective stripe; \$899.64
- Rear mounted pintle hook; \$250.88
- Spare Chassis tire and wheel; \$2,628.36
- Air Conditioning; \$3,960.18
- Deluxe System (requires side door wipers); \$2,252.04
- Side door window wipers; \$904.54
- LED lights on cab light bar, trapezoid (2); \$1,063.30
- LED lights on cab light bar, spot (2); \$1,071.14
- Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket; \$343.00
- 22-foot broom head in place of 16-foot; \$9,318.82
- 496 HP electronic turbocharged diesel engine; \$18,009.46
- Broom engine block heater, immersion type; \$520.38
- Coolant filter; \$453.74
- Broom head marker lights; \$913.36
- Broom speed tachometer; \$804.58
- Automatic brush pattern adjustment; \$893.76
- Ground speed control; \$596.82
- Snowshed hood for 22-foot broom head; \$3,740.66
- 8# poly 10# wire, 50/50 wafers in place of all poly on 22-foot broom; \$499.80pare set 22-foot cores; \$6,205.36

The total configured price is \$751,557.44 which includes a 2% Sourcewell member discount of \$18,946.24, and the extended price of all three vehicles is \$2,254,672.31.

Mr. Paul Wiedefeld

Page 4

The lead time of this equipment is 450 days after receipt of order.

MAA will receive fair and reasonable prices that were competitively procured through the Sourcewell contract. The proposed contract pricing meets the requirement of the ICPA under COMAR 21.05.09.01B (2)(a). Through market research MAA found a public bid from Milwaukee County, dated September 21, 2022. The Milwaukee County bid provided a MB5 Mid-Mount Broom and Plow for a base price of \$1,039,146.00 and for a MB3 Front-Mounted Broom, with a base price of \$729,475.00.

In an analysis of the pricing offered, the Sourcewell pricing for the MB5 vehicles was 6.38% less than the Milwaukee County contract pricing, representing a total base price savings of \$464,324.28, and the Sourcewell pricing for MB3 vehicles was 6.79% less than the Milwaukee County contract pricing representing a total base price savings of \$150,746.28. The total realized savings of utilizing the Sourcewell contract would be \$615,070.56, based on the price analysis the procurement officer found the pricing to be fair and reasonable.

Utilizing the Sourcewell Contract for the procurement of seven MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicles and three MB3 Front-Mount Broom will allow the MAA Office of Grounds Maintenance to purchase the required equipment in an expeditious manner.

Based upon this analysis, I have determined that it is in the best interest of the State to participate in this intergovernmental cooperative purchasing agreement and that doing so will provide cost benefits to the State, promote administrative efficiencies, or promote intergovernmental cooperation, and is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03.

COMAR 21.05.09.05 requires, "before awarding or participating in an intergovernmental cooperative purchasing agreement, the procurement officer shall obtain the approval of the primary procurement unit head or designee, and any other approvals required under this title." Therefore, in order to procure the necessary specialized equipment for BWI Thurgood Marshall, the MAA requests approval and authorization from MDOT to utilize the Intergovernmental Agreement Contract No. 1111522-AEB for the above-mentioned purchase.

If you have any questions or require additional information, please contact me at 410-859-7792.

Sincerely,

*Kareen Davis*

Kareen Davis, CPPB, CMPO, CM, ACE  
Director/Chief Procurement Officer  
Office of Procurement & Materials Management, MAA

Approved:  2/24/25  
Paul J. Wiedefeld Date  
Secretary, MDOT