

Intergovernmental Cooperative Purchasing Agreement award approved at Board of Public Works on May 2, 2018, Item 1-E

The Maryland Department of Transportation Maryland Aviation Administration (MDOT MAA) is purchasing a MB4 Custom Chassis Snow Blower from M-B Companies, Inc., for the total price of \$700,981 using an intergovernmental agreement between National Joint Powers Alliance and M-B Companies, Inc., Contract No. 113012-MBC, effective October 23, 2014 through October 21, 2018.

The Contract provides the MB4 Custom Chassis Snow Blower Vehicle for the base price of \$655,269, with necessary options of \$48,077, less a 1% discount of \$6,940 and delivery of \$4,575 for a total configured price of \$700,981. The lead time of this equipment is 220 days after receipt of order. Pricing for this equipment will be honored if the order is placed before contract expiration.

The current 1995 Schmidt Runway Broom vehicle is 23 years old. Extensive use for snow removal and outside storage has led to major rust and metal fatigue of the cab mounts, engine, transmission mounts and the frame assemblies.

This replacement MB4 Custom Chassis Snow Blower would improve airfield snow plow operations and provide significantly increased efficiency for snow removal efforts on the ramp. Baltimore/Washington International Thurgood Marshall Airport (BWI Marshall) is not performing single-pass runway snow clearing which greatly reduces the amount of time to clear the primary runways which benefit the airlines and ultimately, the passengers that utilize BWI Marshall. These units would allow for simultaneous single pass snow removal operations on runways and taxiways.

Through market research MDOT MAA found the below:

- A public bid from the Metropolitan Washington Airports Authority, District of Columbia, awarded on December 27, 2017 for a MB4 Snow Blower vehicle with a base bid price of \$657,192;
- State of Minnesota Contract for the same vehicle and all options with a total price of \$701,596; and
- State of Ohio solicited a four-year term contract in September of 2014 to provide similar snow removal equipment from Oshkosh Corporation with a base bid price of \$765,000.

MDOT MAA base price for this vehicle is \$655,269 with a total price of \$700,981 which includes all options. MDOT MAA pricing is less in comparison, therefore, MDOT MAA considers the NJPA price for the MB4 Custom Chassis Snow Blower Vehicle fair and reasonable.

Participating with the NJPA Contract in the procurement of the MB4 Custom Chassis Snow Blower will allow MDOT MAA to purchase the required specialized equipment for MDOT MAA Field Maintenance in an expeditious manner.

As stated in COMAR 21.05.09.05:

“Before awarding or participating in an intergovernmental cooperative purchasing agreement, the procurement officer shall obtain the approval of the primary procurement unit head, and any other approvals required under this title.”

MDOT MAA received approval from MDOT before using the intergovernmental Cooperative Purchasing Agreement. MDOT MAA is awarding the intergovernmental procurement to M-B Companies, Inc. at a price of \$700,981. Contract No 113012-MBC – between National Joint Powers Alliance and M-B Companies, Inc., has been procured pursuant to COMAR 21.05.09, Intergovernmental Cooperative Purchasing. Utilizing the Intergovernmental Cooperative Purchasing Agreement is in the best interest of the State and will allow MDOT MAA to realize a savings of both time and money in obtaining the equipment, promote administrative efficiencies and intergovernmental cooperation. It is not intended as a means to evade the purpose set forth under COMAR 21.01.01.03 or State Finance and Procurement, § 13-110.

Linda D. Dangerfield, CPPB
Chief Procurement Officer
Office of Procurement, MDOT MAA