
May 13, 2022

Ms. Joy Abrams, Director
Office of Procurement
Maryland Department of Transportation
7201 Corporate Center Drive
P.O. Box 548
Hanover, Maryland 21076

SUBJECT: Procurement of Runway Front Mount Broom for Martin State Airport –
Intergovernmental Cooperative Purchasing Agreement

Dear Ms. Abrams:

The Maryland Department of Transportation Maryland Aviation Administration (MDOT MAA) is requesting to purchase one Runway Front Mount Broom from M-B Companies, Inc. for the price of \$660,707.44 using an intergovernmental agreement between Sourcewell and M-B Companies, Inc. Contract No. 193051 is effective May 1, 2021, through April 30, 2022. MDOT MAA has received a letter from M-B Companies, Inc. extending the quote price until June 15, 2022, thereafter M-B Companies has confirmed the pricing of the quote will be held even though the Sourcewell contract will expire by the time the truck is delivered. The lead time of this equipment is 365 after receipt of order.

The purchase of this Front Mount Runway Broom will replace a 28-year-old 1993 Schmidt Front Mounted Runway Broom which is past its serviceable life. This equipment is used for a major part of the snow removal plan at Martin State Airport. The replacement of this equipment is essential for declared snow/ice removal emergency events at Martin State Airport and is a big component to the Summer Airfield Cleaning Program. Failure to clear the airfield and taxiways during emergency snow operations could have a severe impact on aircraft safety and operations. The replacement of the Front Mount Runway Broom will provide MDOT MAA with a safe, efficient operation, and improved fleet maintenance efficiency and operational equipment availability at Martin State Airport. Failure to replace this vehicle will cause severe inefficiencies in assigning and performing work by the Office of Maintenance Staff.

Contract No. 193051 between Sourcewell and M-B Companies, Inc. is a one-time purchase for FY 2022. The contract provides M-B Companies to build a Runway Front Mount Broom for Martin State Airport including the wafers replacement kit option of \$3,358.00 and three percent price discount of \$20,330.40, for a total configured price of \$660,707.44. This configuration meets the criteria of the trucks already regulated for the Airfield at Martin State (MTN) Airport.

Through market research MDOT MAA found an invitation for bids from the City of Santa Fe New Mexico Public Works Department Aviation Division. Bids were opened on April 16, 2018 and awarded the MB3 Runway Broom equipment to the responsible bidder submitting the lowest

responsive bid M-B Companies, Inc. Based on M-B Companies responsiveness, and good reputation, along with being well equipped to provide the requested services, the City of Santa Fe New Mexico Public Works Department Aviation Division moved forward with awarding the bid to M-B Companies, Inc. The total configured MB3 piece of equipment from the Minnesota contract has similar specifications and options to the MB3 piece of equipment purchased from the City of Santa Fe contract. The MB3 engine comparison from the Minnesota contract offers a 496 HP, electronic turbocharged diesel engine, T4F EPA / Stage 5 emission certified, 500 rpm broom with 4,828 ft-lbs. of available torque at the broom shaft at 5075 psi in place of the 375HP Stage 5 engine/hydraulics package. The City of Santa FE offers a 450HP six-cylinder turbocharged engine. The City of Santa FE MB3 was configured with a single reduction hypoid gear design with 29,000-pound GVW rating at the ground, while the Minnesota MB3 offers four-wheel steering with 27,000-pound rear drive/steer axle which are similar. The broom options for both MB3 machines are 22 feet long and both plow options feature the same ability to remove snow, ice, slush, sand, and other debris. The total configured price of the MB3 from the Santa Fe contract was found to be \$701,877.00 compared to the total configured price of \$660,707.44 from the Minnesota intergovernmental contract that MDOT MAA is requesting to utilize. The total intergovernmental price from M-B Companies, Inc. for the MB3 Front Mount Airport Broom when compared to the total price paid in the market research shows the MDOT MAA will receive a great savings by utilizing this contract. The Consumer Price Index has increased by an average 5% for all items since 2018, however this includes a 12% increase on new vehicles since 2021. The lead time of this equipment is 365 days after receipt of order.

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.”

In order to procure the necessary specialized equipment for Martin State Airport, the Procurement Officer requests approval and authorization from MDOT to use the Intergovernmental Agreement Contract No. 193051 to purchase the Runway Front Mount Broom. If you have any questions or require additional information, please contact me at 410-859-7097.

Sincerely,

Linda D. Dangerfield, CPPB
Director/Chief Procurement Officer
Office of Procurement & Materials Management, MDOT MAA

Concur: Joy Abrams
Joy Abrams
Director
Office of Procurement, MDOT