
April 22, 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 MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicle for Baltimore Washington International Thurgood Marshall (BWI Thurgood Marshall) Airport – Intergovernmental Cooperative Purchasing Agreement

Dear Ms. Abrams:

The Maryland Department of Transportation Maryland Aviation Administration (MDOT MAA) is requesting to purchase one MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicle from M-B Companies, Inc., for the price of \$825,481.95 using an intergovernmental agreement between State of Minnesota and M-B Companies, Inc., Contract No. 193051.

The purchase of this MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicle will replace a 22-year-old Oshkosh P-Series Plow Truck MDOT MAA #9998. Funding has been approved by MDOT MAA Capital Programs.

This plow truck is a major part of BWI Thurgood Marshall Airport Snow Removal Plan and responds to airport/aircraft emergencies during inclement weather. This vehicle is subject to above normal wear because of the requirement to operate in unimproved terrain and the Airport Operations Area (AOA) which needs to continually have the engine running in order to operate the beacon and radios that are required to maintain contact with the FAA Control Tower. This vehicle is used to assist in the airport's FAA Part 139 inspection to correct discrepancies.

This piece of equipment has charging and hydraulic issues which causes this vehicle to be unreliable. The replacement of this piece of equipment is essential to the safe and efficient operation of BWI Thurgood Marshall Airport. Failure to replace this vehicle will cause severe inefficiencies in assigning and performing work by the Office of Grounds Maintenance Staff. This piece of equipment doesn't give us the ability to clean any surface down to dry pavement without a Runway Broom and Air Blast attachment which increases the amount of time the runway will be closed. This piece of equipment is outdated and will be replaced with a Multi-Function Unit

(plow, broom and air blast) for clearing runways and taxiways at BWI Thurgood Marshall Airport thus increasing the time to meet FAA snow clearance time guidelines.

Failure to replace this equipment may subject the MDOT MAA to high maintenance and repair costs, as well as possibly impact routine and emergency operations performed by the Office of Grounds Maintenance Staff. The vehicle is at the age where parts are not available and need to be modified to keep in service. Due to the age of this runway plow truck, parts are harder to become available for this model. Additionally, this vehicle exceeds the vehicle replacement criteria in DBM's policy for age of equipment.

Contract No. 193051 between State of Minnesota and M-B Companies, Inc, is effective May 01, 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 contract provides MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicle at a base price of \$765,832.00 plus \$71,735.00 for the requested options as follows:

- Battery trickle charger, 1.5 amp \$578.00
- Remote battery jump start lugs \$357.00
- Coolant filter \$217.00
- Rear bumper chevron striping \$358.00
- Numbers and lettering on unit \$627.00
- Rustproofing: under floor, fenders and battery box \$2,580.00
- Spare chassis tire and wheel \$2,496.00
- Autolube \$13,100.00
- Air Conditioning \$3,762.00
- Deluge System (requires side door wipers) \$2,139.00
- Side door window wipers \$858.00
- Heated option for side door window wipers \$379.00
- Heated option for windshield wipers \$555.00
- Radio, AM/FM with weather band and CD player \$648.00
- LED lights on cab light bar, flood \$1,076.00
- LED lights on cab light bar, trapezoid \$1,009.00
- LED lights on cab light bar, spot \$1,017.00
- Rear facing LED flood lights \$381.00
- Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket \$267.00
- Flared moldboard blade in place of straight moldboard blade \$2,739.00
- 24-foot plow in place of 20-foot plow \$3,807.00
- Hands free hitch \$1,496.00
- Kueper cutting edge in place of steel cutting edge 24 foot \$5,088.00
- Caster tire, wheel hub, bearings, axle and nuts \$1,182.00
- 22-foot broom head in place of 18 foot \$8,852.00

- Coolant filter \$425.00
- Broom speed tachometer \$770.00
- Ground speed control \$566.00
- Broom hydrostatic pressure gauge \$496.00
- Auto stripper bar adjustment system \$3,226.00
- 8# poly. 13# wire, 50/50 wafers in place of all poly on 22-foot broom \$440.00
- Spare set 22-foot cores \$5,894.00
- Spare caster tire and wheel, nitrogen filled \$665.00
- Spare 4622 poly/wire refill kit \$3,685.00

The total configured price of the Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicle is \$837,567.00. The freight quoted from Chilton, WI is an additional \$13,445.32. M-B Companies, Inc. applies a 3% discount of \$25,530.37 for a total price of \$825,481.95

Through market research MDOT MAA found a purchase order No. 1386 from Grand Forks Regional Airport Authority, dated 09/02/21, this purchase order provides for a MB5 Mid-Mount Broom and Plow for the total configured price of \$817,695.00. This pricing does not include freight, or the following options requested by MDOT MAA totaling an additional \$23,877.00:

- Remote battery jump start lugs \$357.00
- Autolube \$13,100.00
- Heated option for side door window wipers \$379.00
- Heated option for windshield wipers \$555.00
- Radio, AM/FM with weather band and CD player \$648.00
- LED lights on cab light bar, flood \$1,076.00
- LED lights on cab light bar, trapezoid \$1,009.00
- LED lights on cab light bar, spot \$1,017.00
- Rear facing LED flood lights \$381.00
- Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket \$267.00
- Kueper cutting edge in place of steel cutting edge 24 foot \$5,088.00

The MDOT MAA will realize a great savings on its MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicle with requested options in comparison to the total configured price of \$825,481.95 from the State of Minnesota Contract No. 193051. Participating with State of Minnesota in the procurement of the MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicle will allow the MDOT MAA Office of Grounds Maintenance to purchase the required equipment 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.”

In order to procure the necessary specialized equipment for BWI Thurgood Marshall, the Procurement Officer requests approval and authorization from MDOT to use the Intergovernmental Agreement Contract No. 193051 to purchase the one MB5 Mid-Mount Broom and Plow Compact Multi-Tasking Snow Removal Vehicle.

If you have any questions or require additional information, please contact me at 410-859-7097.

Sincerely,

Linda Dangerfield

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

Concur: *Valerie M. Radomsky* Valerie M. Radomsky,
Joy Abrams, on Behalf of Joy Abrams 5/12/22
Director
Office of Procurement, MDOT