



## **Solicitation Number: RFP #032824**

### **CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Truckcorp, LLC, 3026 Saratoga Ave. SW, Canton, OH 44706 (Supplier).

Sourcewell is 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 offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

#### **1. TERM OF CONTRACT**

A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.

**EXPIRATION DATE AND EXTENSION.** This Contract expires July 9, 2028, unless it is cancelled sooner pursuant to Article 22. This Contract allows up to three additional one-year extensions upon the request of Sourcewell and written agreement by Supplier. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

B. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

#### **2. EQUIPMENT, PRODUCTS, OR SERVICES**

A. EQUIPMENT, PRODUCTS, OR SERVICES. Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. WARRANTY. Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

### 3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. SHIPPING AND SHIPPING COSTS. All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;

- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized

subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

**B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

**C. SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

**D. TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

**E. GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

## **7. CUSTOMER SERVICE**

A. PRIMARY ACCOUNT REPRESENTATIVE. Supplier will assign an Account Representative to Sourcwell for this Contract and must provide prompt notice to Sourcwell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcwell and Participating Entity inquiries; and
- Business reviews to Sourcwell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcwell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, supply issues, customer issues, and any other necessary information.

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcwell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcwell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcwell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcwell, the Supplier will pay an administrative fee to Sourcwell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted

price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

#### **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

#### **10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

### **11. INDEMNITY AND HOLD HARMLESS**

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

### **12. GOVERNMENT DATA PRACTICES**

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, maintained, or disseminated by the Supplier under this Contract.

### **13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT**

#### **A. INTELLECTUAL PROPERTY**

1. *Grant of License.* During the term of this Contract:

- a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.



b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.

2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. *Use; Quality Control.*

a. Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. *Termination.* Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

B. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. **ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

#### **15. FORCE MAJEURE**

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

#### **16. SEVERABILITY**

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

#### **17. PERFORMANCE, DEFAULT, AND REMEDIES**

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for products liability-completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Professional/Technical, Errors and Omissions, and/or Miscellaneous Professional Liability*. During the term of this Contract, Supplier will maintain coverage for all claims the Supplier may become legally obligated to pay resulting from any actual or alleged negligent act, error, or omission related to Supplier's professional services required under this Contract.

Minimum Limits:

\$2,000,000 per claim or event

\$2,000,000 – annual aggregate

6. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcwell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcwell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcwell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcwell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. **ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE.** Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION.** The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **19. COMPLIANCE**

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcwell if this certification changes at any time.

## **21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with

the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and



records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

**22. CANCELLATION**

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

Truckcorp, LLC

DocuSigned by:  
*Jeremy Schwartz*  
C0FD2A139D06489...  
By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 7/2/2024 | 2:45 PM CDT

DocuSigned by:  
*Will Ballas*  
2AFCC777064B455...  
By: \_\_\_\_\_  
Will Ballas  
Title: Vice President  
Date: 7/2/2024 | 2:41 PM CDT

# RFP 032824 - Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services

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## Vendor Details

Company Name: Truckcorp, LLC  
Address: 3026 SARATOGA AVE. SW  
Canton, Ohio 44706  
Contact: Will Ballas  
Email: govtsales@truckcorpplc.com  
Phone: 844-294-5862  
HST#: 852847130

## Submission Details

Created On: Thursday March 28, 2024 10:05:23  
Submitted On: Thursday March 28, 2024 13:29:54  
Submitted By: Will Ballas  
Email: govtsales@truckcorpplc.com  
Transaction #: eac2cd57-e7e3-4eb4-a092-f6abae52c587  
Submitter's IP Address: 47.207.67.93

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**Specifications****Table 1: Proposer Identity & Authorized Representatives**

**General Instructions** (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

| Line Item | Question                                                                                                                                                                                                                                                                               | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1         | Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")                                                                                                                                                                | Truckcorp, LLC                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 2         | Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.                                                                                                                                                                  | Truckcorp, LLC & Brandon Manufacturing's products are included in this proposal. Also not only are we a manufacturer and upfitter we are a dealer/reseller and will be providing products from our vendor/partners King's Ford of Ohio, DuraMag, Fisher Plows, First Fleet, Stetco, Skylift, and Brown Equipment Company, Hissong Group (Kenworth Trucks) & Peterbilt. These vendors/partners are not subsidiaries of Truckcorp, LLC, we are an authorized dealer/reseller for their products. |
| 3         | Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.                                                                                                                                                               | Our applicable assumed name is Truckcorp, LLC                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 4         | Provide your CAGE code or Unique Entity Identifier (SAM):                                                                                                                                                                                                                              | Truckcorp, LLC's Cage Code is 9HQ67 and Unique Entity Identifier (SAM) is P5JSPNNVJ4W4.                                                                                                                                                                                                                                                                                                                                                                                                        |
| 5         | Proposer Physical Address:                                                                                                                                                                                                                                                             | TruckCorp LLC.<br>3026 SARATOGA AVE. SW<br>CANTON, OH 44706                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 6         | Proposer website address (or addresses):                                                                                                                                                                                                                                               | <a href="https://www.truckcorppllc.com">https://www.truckcorppllc.com</a>                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 7         | Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract): | Truck Corp LLC.'s Authorized Representative:<br>Name: Will Ballas<br>Title: Vice President<br>Address:<br>Truck Corp LLC.<br>3026 SARATOGA AVE. SW<br>CANTON, OH 44706<br>E-mail address: wballas@truckcorppllc.com<br>Phone: 844-294-5862                                                                                                                                                                                                                                                     |
| 8         | Proposer's primary contact for this proposal (name, title, address, email address & phone):                                                                                                                                                                                            | Truck Corp LLC.'s Authorized Representative:<br>Name: Will Ballas<br>Title: Vice President<br>Address:<br>Truck Corp LLC.<br>3026 SARATOGA AVE. SW<br>CANTON, OH 44706<br>E-mail address: wballas@truckcorppllc.com<br>Phone: 844-294-5862                                                                                                                                                                                                                                                     |
| 9         | Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):                                                                                                                                                                                     | "Truck Corp LLC.'s Authorized Representative:<br>Name: Nick Ballas<br>Title: President<br>Address:<br>Truck Corp LLC.<br>3026 SARATOGA AVE. SW<br>CANTON, OH 44706<br>E-mail address: nballas@truckcorppllc.com<br>Phone: 844-294-5862"                                                                                                                                                                                                                                                        |

**Table 2: Company Information and Financial Strength**

| Line Item | Question | Response * |
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| 10 | Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services. | <p>"Truck Corp LLC's Brief History:</p> <p>Founded in 1971 by Emil J. Hank the original American Road Machinery, Inc. was rooted as an outgrowth of Good Roads Machinery Corporation, tracing its origins to 1878. The company produced snow plows, truck spreaders, truck vacuums, and other road construction and maintenance equipment in Minerva, Ohio, through at least the late 1960s. Through research and development, American Road Machinery, Inc. made significant advances in new designs for public works equipment in such areas as snow plow design, hydraulic power reversing plows, snow plow truck hitches, salt spreaders, central hydraulic systems and the first to offer a three stage leaf mulching machine.</p> <p>Upon Emil's retirement, control of the company passed to his children who enjoyed continued success in the municipal equipment arena. As the owners' aged and new direction was needed Nick Ballas was hired in 2006 to assist in running the business and purchased the company in December 2010. In late 2011 the company decided to enter the oil and gas industry to take advantage of its location in the heart of the Utica and Marcellus shale drilling activity. A complete in house design of vacuum tanker and winch trucks was undertaken with the first vacuum truck being built in early 2012. Heavy dump truck builds were also added and a new direction was set. With the manufacturing of vacuum tankers, winch trucks and dumps, the company took a major growth step into the truck up fit market.</p> <p>As the company grew, additional human and financial capital was needed to continue the pace and on January 1, 2014 The American Road Machinery Company was purchased by A.R.M OPCO, Inc. a holding company comprised of various investors.</p> <p>This group immediately laid out the vision of the company using the solid base in the heavy truck markets, snow and ice control and oil field truck equipment segments, from which to grow into a major national competitor.</p> <p>The company moved from its original Minerva site in late 2014, relocating its headquarters and manufacturing operations to 3026 Saratoga Ave. Canton, Ohio more than quadrupling its size to accommodate the company's growth and increasing the ability to attract key talent from across the region.</p> <p>In November 2020, TruckCorp, LLC, purchased The American Road Machinery Company in an asset transaction from ARM OPCO, Inc. The American Road Machinery name will be retired, and the company will continue to do business as ARM – A TruckCorp LLC Company. TruckCorp LLC is a holding company comprised of shareholders made up of SBR Sales Canada Inc., NBWB Investments LLC and Jeffrey Scanelli- individual investor.</p> <p>With the completion of the sale a renewed direction and energy is now in place. Never forgetting its roots, the company has developed a solid reputation as an innovator based on customer requirements. Its strength lies in understanding what problems a customer has and developing a solution for them in a timely manner and at a fair price.</p> <p>Our state-of-the-art manufacturing and up fit facility covers 100,000 sq. ft. on 10 acres of land. With the latest in CNC burning and for and forming capabilities, assembly bays, finishing and painting systems all coupled with 3D computer aided design ARM can design and build the very best in heavy equipment.</p> <p>The company focus is on the manufacture and upfitting of heavy dump trucks, municipal snow and ice control trucks and vacuum leaf and debris collectors. Units are sold via a nationwide dealer network and direct to end user customers.</p> <p>Truck Corp LLC's Core Values:</p> <ol style="list-style-type: none"> <li>1) Purposeful Innovation - Provide technologically advance products &amp; services that delivery outstanding performance and value.</li> <li>2) Integrity - We shall act in a real, honest, ethical manner, and we will do what we say we are going to do.</li> <li>3) Customer Solutions - We will stay focused on our customers and users and provide products and services that meet or exceed their expectations and support the customer with after-sales programs tailored to them.</li> <li>4) Quality Focus - Manufacture the industry's most durable and reliable trucks &amp; equipment to the highest quality standards by company trained and empowered employees.</li> <li>5) Pride and Commitment - Our team members shall be empowered to contribute and improve the company, their teams, and themselves. This flows into the product maintaining a passion for unrivaled performance of products forged from the hard working men and women we employ inspiring a premium customer experience.</li> </ol> <p>Truck Corp LLC's Business Philosophy:</p> <p>Truck Corp LLC's Mission Statement, "We Know Tough Jobs Require Tough Equipment" - "Truck Corp LLC is a leading OEM of truck chassis with mounted bodies, offering turnkey solutions to all our customers with a focus on the Dump Truck &amp; Snow/Ice industries in North America and Canada. Our products are of the highest quality, most durable, reliable trucks on the market that provide our owners with years of dependable and efficient service and therefore the best return on investment.</p> <p>Truck Corp LLC's Vision - "Truck Corp is the trusted innovative leader of truck chassis transportation products &amp; integrations globally."</p> <p>"Truck Corp LLC" Beliefs -</p> <ul style="list-style-type: none"> <li>Respect for all</li> <li>Open communication</li> <li>Mistakes are dealt with honestly and fairly</li> <li>Sense of ownership</li> <li>Sense of empowerment</li> <li>Strong teamwork</li> <li>Continuous improvement and learning</li> <li>Opportunities for growth and enhancement</li> </ul> <p>Truck Corps LLC's Longevity with Class 4 - 8 Chassis with Related Equipment, Accessories, and Services in the Industry:</p> <p>"Truck Corps LLC's Longevity with Class 4 - 8 Chassis with Related Equipment, Accessories, and Services in the Industry:</p> <p>TruckCorp LLC has been serving the industry dating back to 1878 and is still providing the same service but with more products and a further reach..</p> <p>Today's trucks can be complex. We take the necessary steps to ensure a complete build-up will have years of fault free service. This is something that TruckCorp great pride in when manufacturing or reselling our equipment/products. A simple thing like adding too many lights to a truck will create too high of an amp draw and can cause issues. TruckCorp understands this and employs engineers and technicians who have 20 years of shop experience as well as a hand picked specialized group of subject matter experts on our team.</p> <p>The hands on experience of our legacy along with our OEM relationships with all our manufacturers results in a quality product that is the right fit for the mission it is intended.</p> <p>TruckCorp, our vendor/partners and our government SME partner Aria CSS have been involved as a consultants on large programs with the US Government various types of transportation products. We have also consulted with Peterbilt, Kenworth &amp; Mack Trucks for TEM interfaces on the truck side.</p> <p>All of our senior employees and principle owners as well as our vendors/partners senior employees and principle partners have over 20 years experience in the truck and trailer industry."</p> |
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| <p>11</p> | <p>What are your company's expectations in the event of an award?</p>                                                                                                                                                                                                                                                       | <p>"In the event of an award we would market the Sourcewell Program on our website both internally and externally. We will take every opportunity to advertise our contract with Sourcewell through: trade shows, conventions, our vendors, dealer events and training events, social media, etc.</p> <p>Our dedicated team will hold Webinars and provide valuable marketing and training materials to our staff, our vendors and our dealers.</p> <p>TruckCorp holds high expectations to result from what will then become a collaborative relationship between Sourcewell and TruckCorp. If awarded, TruckCorp anticipates the immense opportunity that will accompany our selection as a trusted vendor by one of the most highly esteemed Public Procurement Cooperative Purchasing Units in the market: Sourcewell. TruckCorp along with our Vendor/Partner's hope to collaborate with the current list of 75,000 plus sourcewell members and help non-members to be educated on Sourcewell along with the procurement process.</p> <p>Through the TruckCorp-Sourcewell contract, if awarded, TruckCorp will provide quick, simple, and valuable solutions to our customers and to Sourcewell participating entities through use of the Sourcewell contract in making our solutions available. TruckCorp is eager to market our products to current Sourcewell participating entities through valuable resources such as GovWin IQ and Aria CSS (See attachment TruckCorp, LLC_Marketing_&amp; Strategic_Sales – Aria CSS &amp; GovWin IQ)</p> <p>TruckCorp is further inspired to encourage our Sourcewell eligible customers, that are not currently Sourcewell participating entities, to pursue becoming a Sourcewell participating entity and unlock the infinite value that Sourcewell makes available to its participating entities. The value of becoming a Sourcewell participating entity is so vastly immeasurable due to the extensive depth and breadth of Sourcewell's knowledge of the current market in all facets and aspects. Knowledge of market deficits and needs that are unique to different economic markets, which pricing structures and financing options are conducive to the needs of individual market sectors, the communal philosophy and supportive intent that sparked the creation of Sourcewell's Collaborative Purchasing Program, and Sourcewell's willingness to educate others by making its extensive resources available to participating entities."</p> |
| <p>12</p> | <p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.</p> | <p>"Throughout TruckCorps years in operation, our focus financially has held steadfast on maximizing the value of our internal resources. While maintaining the same ownership and keeping the majority of our staff members with an almost negligible turn-over rate, TruckCorp has continuously financed our growth internally and with our sister company Group Fabor of Canada that encompasses (Brandon Manufacturing Montreal, Quebec, ARM- A TruckCorp LLC Company, Canton, OH, and Fabkor Industries, Canada) we have access to a magnitude of resources.</p> <p>With TruckCorp revenues exceeding 15M in 2023 we exercise conservative, responsible financial practices, including the re-investment of equity, that have allowed for our steady growth and simultaneous development of strong financial relationships with our financial partners, our vendors and our customers.</p> <p>TruckCorp's strong financial relationships are characterized by \$12M in lines of credit with highly rated national banking and financial institutions, PACAR, Hissong Kenworth, BMO, Bank of Montreal.</p> <p>Over the past 10 years, TruckCorp has produced an average growth in Revenue of 5+% while also maintaining positive long-term growth in our Net Income.</p> <p>TruckCorp's financial statements are independently reviewed to be in conformance with standard accounting practices. TruckCorp successfully maintains strong financial ratios in all key measurements of financial strength and solvency. TruckCorp values our relationships with our supplier partners in which we have negotiated terms consisting of (Net 30/60) depending on the OEM and type of equipment purchased and we are consistently rated above 90% by major credit rating agencies.</p> <p>The results of TruckCorp's focus and dedication to growing from within are evident by our strong credit scores, long standing positive relationships with our financial partners, and supported by third-party evaluations of our financial stability.</p> <p>We have credit lines with each of our vendor partners listed in this proposal with 30/60/90 day terms depending on the type of equipment purchased. We also have a floor plan with PACAR.</p> <p>See the attachment on the "Downloads" page for this submission, under item (1) Financial Strength and Stability, titled "Financial Strength," for a comprehensive understanding of TruckCorp's strong financial position."</p>                    |
| <p>13</p> | <p>What is your US market share for the solutions that you are proposing?</p>                                                                                                                                                                                                                                               | <p>"Truckcorp's United States market share overall for the solutions that we are proposing is for:<br/>         Truck Chassis with Related Equipment &amp; Accessories is approximately 3% when calculated as an average spread across all of our products and partners products in each of the fifty United States. Examples of our market share in a few of these states include a 5% market share in the state of Ohio, 5% in the boarding states surrounding Ohio, 2% in New York &amp; New Jersey. We have a modest average of 7% market share in states east of the Mississippi &amp; 5% west of the Mississippi. However, we have recently added dealers in Idaho, Texas, Nevada &amp; Utah to further our product sales &amp; reach.</p> <p>If we were to segment out our government market share these percentages would significantly increase due to our reputation, contracts and government sales team. The initial figures are modest because we have and are still experiencing rapid growth in the last year to 1.5 years due to our some newly establishment partnerships &amp; mergers. We have also extended our sales force with the implementation of a new ERP system allowing more sales staff to operate remotely allowing Truckcorp to hire and manage sales staff outside of the office. In addition to our manufacturing capabilities and product lines, our VP of Sales have leveraged past, current &amp; new relationships with other OEM's which allow us to react faster &amp; service more customers nationwide.</p> <p>Each of our offered vendors that manufacturer and sell nationally are slightly above average in their respective categories of products offered.</p> <p>Skylift - 10% market share nationally on bucket lifts &amp; material handling equipment.<br/>         Brandon Manufacturing - 35% market share nationally on truck bodies &amp; truck mounted dump bodies.<br/>         Stetco - 20% market share.<br/>         FirstFleet - 5% market share on Grapple Trucks &amp; Rolloff Trucks.<br/>         DuraMag - 5% market share on Service Body Trucks, Small Dump Body Trucks, &amp; Flatbed Trucks.<br/>         Fisher - 2% market share on Truck Plow Turnkey Solutions &amp; Accessories<br/>         HydroSpade - 10% market share on hydro excavating trucks &amp; equipment.<br/>         Peterbilt - Average of 22% marketshare for Class 6/7/8<br/>         Kenworth - Average of 15% marketshare"</p>                             |

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| 14 | <p>What is your Canadian market share for the solutions that you are proposing?</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | <p>"Truckcorp combined with their sister company Brandon Manufacturing's market share in Canada is 20%.</p> <p>All of our Canadian transactions go through our Canadian sister company Group Fabcor &amp; Brandon Manufacturing with sales &amp; manufacturing capabilities located in Canada we are able to sell and service all our products throughout Canada. We have dealers and sales staff throughout Canada. We consistently pursue the Canadian government and reply to RFP's/RFQ's and solicitations posted for all governmental agencies in Canada. Truckcorp is subscribed to a U.S. &amp; Canada government bid sites that list bid postings for review and response. This same site also provides us access to the buying agencies names and contact information for those U.S. &amp; Canada entities that are also subscribers to these platforms. Truckcorp will use this list of buying agencies to leverage our market share in the U.S. and in Canada through marketing campaigns and sales calls, if a Sourcewell Contract is awarded.</p> <p>As part of our growth plan a Sourcewell award would allow us to be more aggressive in the Canadian market and provide our sales team an excellent tool when discussing potential opportunities with past, current or future Canadian Governmental Agency prospects making their buying experience easier while saving procurement costs in the long run. Additionally, our VP of Sales is in discussions/negotiations with other Dealers to expand our sales, service and warranty network and we are actively seeking Sales Representatives to more efficiently target areas we have identified as areas of importance for our types of products as well as our suppliers/partners. We are looking to also become a part of Canoe if awarded a Sourcewell Contract.</p> <p>Our current Canadian Market includes manufacturing locations and sales staff in Quebec and Ontario. Currently we have dealers in the following areas:<br/>                 - British Columbia - 2<br/>                 - Alberta - 1<br/>                 - Ontario - 7<br/>                 - Quebec - 13<br/>                 - Newfoundland - 1</p> <p>(See TruckCorp_Participating_Dealers_&amp;_Vendors_List for a complete list of dealers &amp; vendors)"</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 15 | <p>Has your business ever petitioned for bankruptcy protection? If so, explain in detail.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <p>No, Truck Corp LLC has never petitioned for bankruptcy protection.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 16 | <p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p> | <p>* TruckCorp is best described as a B) manufacturer although we now have a large distributor/dealer/reseller portfolio we could certainly fit under both categories.</p> <p>This makes up nearly 15 Million in annual sales with an estimate of 18M in 2024.</p> <ul style="list-style-type: none"> <li>TruckCorp has three (3) total major manufacturing locations one (1) in Canton, OH and Two (2) in Canada.</li> <li>TruckCorp has three (3) company owned company owned services facilities and 50 plus of additional authorized service/warranty centers throughout the U.S. via • • TruckCorp provides mobile service in Ohio and surrounding States.</li> <li>TruckCorp has twelve (38) US dealers</li> <li>TruckCorp has twenty four (24) Canadian dealers</li> <li>TruckCorp has nine (9) vendor partnering OEM's who have 90+ participating dealers.</li> </ul> <p>Our sales for including our dealers sales force is 250+ sales persons across the U.S. &amp; Canada. Dealer sales personnel are required to stay up to date on the latest product updates, industry technologies, emissions, etc through in-person &amp; on-line training throughout each calendar year. All Peterbilt dealer salespersons are licensed to sell in the States they are assigned.</p> <p>In addition to the dealer network sales force, TruckCorp, Brandon Manufacturing &amp; Fabkor also employ a factory- sales-management staff of approximately 30; 8 of which are focused on Vocational Trucks, including government/municipal accounts. We also employ and work with Aria CSS (specializes in government contracting) who are dedicated to government contracts and the Sourcewell contract. Our factory sales managers are required to complete truck product, and all other industry related training throughout the year. All factory sales managers are licensed to sell in the States they are assigned.</p> <p>Our dealer AND factory sales forces work collaboratively with fleets to ensure the customer experience is optimized in regards to truck specifications, performance, etc.</p> <p>Truck Corp is a dealer and reseller of products outside of our manufacturing portfolio.</p> <ul style="list-style-type: none"> <li>We have current agreements &amp; relationships with the following OEM's that include but are not limited to:</li> </ul> <p>Skylift - Bucket lifts &amp; material handling equipment<br/>                 Brandon Manufacturing - truck bodies &amp; truck mounted dump bodies.<br/>                 Stetco - Non-Vaccum Catch Basin Trucks.<br/>                 FirstFleet - Grapple Trucks &amp; Rolloff Trucks.<br/>                 DuraMag - Service Body Trucks, Small Dump Body Trucks, &amp; Flatbed Trucks.<br/>                 Fisher - Truck Plow Turnkey Solutions &amp; Accessories<br/>                 BEC-HydroSpade - Hydro Excavating Trucks &amp; Equipment<br/>                 Kings Ford - Ford Trucks<br/>                 Hissong Kenworth - Kenworth Trucks<br/>                 Peterbilt Trucks</p> <p>Truckcorp along with our dealers offer on-site comprehensive fluid analysis, DOT inspections and RapidCheck Express Service (provide diagnostics and an estimate of repairs in two hours or less). Dealers offer drop off service as well as pick-up and delivery.</p> <p>TruckCorp, our vendor partners &amp; Dealers also provide Mobile Service truck for repairs at your locations. 24/7 roadside assistance as well as a 24/7 repair hotlines that can be found on our website &amp; our partners websites.</p> <p>Factory service support management teams within TruckCorp and our vendor partners are available across the U.S. &amp; Canada that work collaboratively with our dealers service managers and technicians to take care of our customers &amp; their trucks, from in-depth troubleshooting to warranty &amp; policy support."</p> |

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| 17 | If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP. | <p>"Truck Corp holds the following licenses and certifications including those that we are required to hold, and those that we hold in addition to what is required:</p> <p>Our Manufacturing facilities practice ISO 9001:2008</p> <p>We have an Environmental Management System (EMS) to improve its environmental programs and to reduce the environmental impacts of its operations and activities.</p> <p>TruckCorp &amp; our partners conform to all applicable Federal Motor Vehicle Safety Standards (FMVSS) and the Canadian CTEA Standards.</p> <p>Our products are equipped with emission control equipment to comply with all applicable US Environmental Protection Agency (EPA) regulations governing control of air pollution from new motor vehicles and new motor vehicle engines, which are in effect on the date of manufacture. In addition, all vehicles conform to the State of California Vehicle Code air quality standards (CARB) for new motor vehicles and new motor vehicle engines in effect on the date of vehicle manufacture.</p> <p>The exterior sound level of our vehicles conforms to the noise legislation of the US Department of Transportation and the EPA.</p> <p>The interior sound level of our vehicles, when measured in accordance with the test procedure of SAE J336 do not exceed the decibels per hour dictated in the test procedure.</p> <p>Our brake systems meet all NHSTA FMVSS regulations.</p> <p>Our trucks are equipped with a lighting system that conforms to the requirements of FMVSS 108.</p> <p>Our standard seat belt assembly (shoulder and lap), restraint system hardware, mounting, and performance conform to FMVSS Nos. 208, 209, 210.</p> <p>All instruments, indicators, and panel controls are located, identified and illuminated to conform to 49 CFR, Part 571, FMVSS No. 101.</p> <p>Our dealers are authorized/certified/licensed to sell Class 4-8 commercial trucks in the States &amp; Provinces in which they do business.</p> <p>See the attachment on the "Downloads" page for this submission, under item (3) Related Certificates for a comprehensive understanding of the licenses and certifications that are currently held by Truckcorp."</p> |
| 18 | Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.                                                                                                                                                                | No "Suspension or Debarment" information has applied to our organization, Truck Corp LLC, during the past ten years.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

**Table 3: Industry Recognition & Marketplace Success**

| Line Item | Question                                                                                                                                                                              | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 19        | Describe any relevant industry awards or recognition that your company has received in the past five years                                                                            | <p>"Defense Daily News: Truckcorp LLC, Canton, Ohio (SPE8EC-24-D-0033, \$248,000,000), has been added as an awardee to the multiple award contract for trucks and trailers, issued against solicitation SPE8EC-21-R-0007 and awarded March 18, 2022.</p> <p>Defense Daily News: Truckcorp LLC, Canton, Ohio (SPE8EC-24-D-0029, \$139,000,000), has been added as an awardee to the multiple award contract for snow removal equipment, issued against solicitation SPE8EC-21-R-0008 and awarded Jan. 20, 2023.</p> <p>Our very own VP, Will Ballas, serves nationally for the work truck industry on the Generation Next Board of Governors for the National Truck Equipment Association. He states, "WTW21 is a shining example of how the work truck industry can rise above and continue forward."</p>                                                                                                                                   |
| 20        | What percentage of your sales are to the governmental sector in the past three years                                                                                                  | <p>"75% of Truck Corp LLC's sales are to the governmental sector in the past three years.</p> <p>Truck Corp LLC's sales percentages are:</p> <ul style="list-style-type: none"> <li>- 70% - State, Local, Municipalities, &amp; Education Sectors</li> <li>- 5% - Federal Government (Includes FMS (Foreign Military Sales)</li> <li>- 30% - Commercial"</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| 21        | What percentage of your sales are to the education sector in the past three years                                                                                                     | 5% of Truck Corp LLC's government sales are to education sector however with the additional of a Sourcewell contract we are hoping to increase that number.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 22        | List any state, provincial, or cooperative purchasing contracts that you hold.<br><br>What is the annual sales volume for each of these contracts over the past three years?          | <p>"- DLA Contract - SPE8EC-24-D-0033, Value \$248,000,000 multiple award contract for trucks and trailers, issued against solicitation SPE8EC-21-R-0007 and awarded March 18, 2022.</p> <p>- DLA Contract - SPE8EC-24-D-0029, \$139,000,000, has been added as an awardee to the multiple award contract for snow removal equipment, issued against solicitation SPE8EC-21-R-0008 and awarded Jan. 20, 2023.</p> <p>- Aria CSS (TruckCorp Partner) - TIPS Cooperative Purchasing Contract 221001 - Heavy Duty Equipment, TruckCorp is an authorized Reseller on Aria CSS's contract.</p> <p>- Aria CSS (TruckCorp Partner) - TIPS Cooperative Purchasing Contract 230802 - Heavy &amp; Medium Duty Trucks &amp; Trailers, TruckCorp is an authorized Reseller on Aria CSS's contract.</p> <p>-Aria CSS (TruckCorp Partner) - Statewide Contract for the State of Missouri, Contract #60524CO0377 Dump Truck &amp; Service Body Trucks"</p> |
| 23        | List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold.<br><br>What is the annual sales volume for each of these contracts over the past three years? | Truck Corp does not currently hold a GSA Contract but we are in the process of preparing a submission to GSA for our products & our vendor/partner products we sell.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |

**Table 4: References/Testimonials**

Line Item 24. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

| Entity Name *         | Contact Name * | Phone Number * |
|-----------------------|----------------|----------------|
| TOWN OF EAST HAMPTON  | STEVE LYNCH    | 516-903-4592   |
| TOWN OF SOUTH HAMPTON | MARK BRAEGER   | 631-728-3600   |
| TOWN OF RIVERHEAD     | MIKE ZALESKI   | 631-727-5670   |



**Table 5: Top Five Government or Education Customers**

**Line Item 25.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

| Entity Name          | Entity Type * | State / Province * | Scope of Work *                      | Size of Transactions * | Dollar Volume Past Three Years * |
|----------------------|---------------|--------------------|--------------------------------------|------------------------|----------------------------------|
| CITY OF PHILADELPHIA | Government    | Pennsylvania - PA  | Provided Truck Equipment with Bodies | 9                      | 435,185.54                       |
| INDIANA DOT          | Government    | Indiana - IN       | Provided Truck Equipment with Bodies | 82                     | 787,200.00                       |
| NYDOT                | Government    | New York - NY      | Provided Truck Equipment with Bodies | 6                      | 8,068,621.09                     |
| NYC PORT AUTHORITY   | Government    | New York - NY      | Provided Truck Equipment with Bodies | 170                    | 975,763.5                        |
| NYC SANITATION       | Government    | New York - NY      | Provided Truck Equipment with Bodies | 17                     | 7,177,965.89                     |

**Table 6: Ability to Sell and Deliver Service**

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable.

Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

| Line Item | Question                                      | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
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| 26        | Sales force.                                  | <p>"Our sales staff including our dealers sales force is 250+ sales persons across the U.S. &amp; Canada.</p> <p>In addition to the dealer network sales force, TruckCorp, Brandon Manufacturing &amp; Fabkor also employ a factory- sales-management staff of approximately 30; 8 of which are focused on Vocational Trucks, including government/municipal accounts. We also employ and work with Aria CSS (specializes in government contracting) who are dedicated to government contracts and the Sourcewell contract. Our factory sales managers are required to complete truck product, and all other industry related training throughout the year. All factory sales managers are licensed to sell in the States they are assigned.</p> <p>Our sales staff includes:</p> <ul style="list-style-type: none"> <li>- Seven (7) located at our facilities in OH. Three (3) are inside sales while the other Four (4) cover territories throughout the US.</li> <li>- Four (4) located in FL (Two (2) dedicated to government sales nationwide)</li> <li>- Two (2) located in NV &amp; UT.</li> <li>- Three (3) Outside Sales Representatives covering territories in Canada.</li> <li>- Three (3) located in NY</li> </ul> <p>For reference our locations, dealers and vendors/partners consist of:</p> <ul style="list-style-type: none"> <li>• TruckCorp has three (3) total major manufacturing locations one (1) in Canton, OH and Two (2) in Canada.</li> <li>• TruckCorp has three (3) company owned company owned services facilities and 50 plus of additional authorized service/warranty centers throughout the U.S. via • • TruckCorp provides mobile service in Ohio and surrounding States.</li> <li>• TruckCorp has twelve (38) US dealers</li> <li>• TruckCorp has twenty four (24) Canadian dealers</li> <li>• TruckCorp has nince (9) vendor partnering OEM's who have 90+ participating dealers.</li> </ul> <p>All Sales personnel mentioned above collaborate with one anothers Dealer Networks and Sales teams which consists of 250 plus individuals throughout the US &amp; Canada, including Sales VPs, Directors, Managers, Sales Personnel, and Sales Administrators.</p> <p>TruckCorp along with our vendor/partners share in the responsibility of Dealer Sales Councils comprised of Sales Managers and Representatives from all over the US &amp; Canada. The Councils are: National-Accounts Sales Council, Vocational/Government Sales Council, and Medium-Duty Sales Council."</p> |
| 27        | Dealer network or other distribution methods. | <p>"TruckCorp's &amp; our Sister Company Brandon Manufacturing's dealer network is independently owned &amp; operated. Our dealer network consists of 63 locations across the US &amp; Canada with plans to be at 85 by the end of CY2025. In addition to the dealer network, TruckCorp is supported by 9 vendor/partners strategically located across the US for distribution, parts support and service support.</p> <p>Collectively TruckCorp and our vendor partners have 220 dealers in the U.S. and Canada</p> <p>TruckCorp, our dealers and our vendor/partners maintain strong relationships with several other Body-Manufacturers and service/repair facilities across the U.S. &amp; Canada. Most of these facilities stock vehicles, parts and provide service in areas where we do not have boots on the ground.</p> <p>We have manufacturing facilities in OH &amp; Canada to stock, ship, store, service &amp; repair equipment as needed.</p> <p>United States - Our dealer network consists of thirty (38) total dealers in the United States located in the states of, OH, IN, KY, NY, NJ, MI, IL, UT, NV, TX, FL, PA, WI, WV, MD. Each dealer has full sales, service &amp; warranty capabilities.</p> <p>Canada - Our dealer network consists of twenty (25) total dealers in Canada located in the provinces of - British Columbia, Alberta, Ontario, Quebec and Newfoundland.</p> <p>Our representative vendor/partners have unilateral agreements with TruckCorp in which the companies can leverage or utilize one another's resources as well as dealers for the sale, resale, service, warranty, repair or store inventory at the locations.</p> <p>Our partners dealer networks are as follows:</p> <ul style="list-style-type: none"> <li>Skylift - Fourteen (14) Dealers/Distributors</li> <li>Brandon Manufacturing - Sixty Three (63) Dealers</li> <li>Stetco - Sixety Three (63) Dealers</li> <li>FirstFleet - One (1) Location, FL</li> <li>DuraMag - Seventy One (71) Dealers</li> <li>Fisher - Sixteen (16) Dealers</li> <li>BEC - Six (6) Locations</li> <li>Kings Ford - One (1) Location, OH</li> <li>Hissong Kenworth - Eight (8) Locations</li> <li>Peterbilt Trucks - Four Hundred Five (405) Dealers</li> </ul> <p>(See attachment TruckCorp_Participating_Dealers_&amp;_Vendors_List)"</p>                                                                                                                                                                                    |

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| 28 | Service force.                                                                                                                                                                                                                                               | <p>"Truckcorp along with Group Fabkor has three (3) company owned services facilities in the U.S. &amp; Canada and hundreds of additional authorized service/warranty centers throughout the U.S. and Canada via our nationwide service/warranty network. Our company owned service facilities include:</p> <ul style="list-style-type: none"> <li>- One (1) Located in OH</li> <li>- Two (2) Located in Quebec, Canada</li> <li>- Truckcorp also has Sixty Three 63 dealers that are Authorized to service all our products sold.</li> </ul> <p>In addition, all our OEM/Supplier partners have dealer representation nationwide. It is because of these relationships that our products as well as our OEM products can be serviced at nearly any of these locations.</p> <p>Skylift - Fourteen (14) Dealers/Distributors<br/> Brandon Manufacturing - Sixty Three (63) Dealers<br/> Stetco - Sixty Three (63) Dealers<br/> FirstFleet - One (1) Location, FL<br/> DuraMag - Seventy One (71) Dealers<br/> Fisher - Sixteen (16) Dealers<br/> BEC - Six (6) Locations<br/> Kings Ford - One (1) Location, OH<br/> Hissong Kenworth - Eight (8) Locations<br/> Peterbilt Trucks - Four Hundred Five (405) Dealers<br/> Western Truck &amp; Trailer of Salt Lake City, UT provides service &amp; repair for all product types in UT &amp; Nevada where they have service/repair centers</p> <p>Truckcorp is also a dealer/distributor of Kenworth and Peterbilt. Due to the strong nature of our relationship, we have at our disposal their dealerships and service centers nationwide which also perform work on all types of trucks &amp; trailers.</p> <p>If one of our products are to be brought to any one of our OEM's dealerships/service centers. The customer will contact Truckcorp first and we will arrange for the customer to bring the vehicle in with a pre-negotiated rate and scope of work to be performed.</p> <p>Finally, Truckcorp keeps an ongoing list of warranty/repair/service centers in each location our products are sold that are authorized to do work on our equipment. These service centers are vetted and authorized by our company. We are currently working on a warranty/repair/service center landing page on our website which will enable the customer or anyone to do a quick search of "near me" and pull up a location to bring the equipment (truck or trailer)."</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 29 | Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.                                                                                                        | <p>* Truckcorp Proposed Order Process:</p> <ol style="list-style-type: none"> <li>1. Truckcorp recognizes the direct impact that effective management of sales inquiries has on the number of resulting purchase orders. All sales inquiries made to Truckcorp are welcomed by a friendly, customer focused, highly trained representative, with extensive product knowledge and outstanding customer service skills.</li> <li>2. All Sourcewell specific sales inquiries made to Truckcorp will immediately be handled by Truckcorp's Sourcewell Representative and vetted.</li> <li>3. Sourcewell specific sales inquiries made to dealers within Truckcorp's dealer network will quickly be routed through territory managers, directly to Truckcorp's Sourcewell Representative.</li> <li>4. Truckcorp's designated Sourcewell Representative will listen to the customers questions and comments with the intent of fully understanding the customer's needs. The Representative will also quickly identify whether the customer is a Sourcewell or Sourcewell-eligible Member. The Representative will provide the customer with accurate, complete information in response to the customers questions and comments and assist the customer in defining specific product options and various configurations that will comprehensively satisfy the customer's needs.</li> <li>5. For customers that are identified Sourcewell Members, the Representative will then provide the customer with an appropriate quote, factoring in the customers product specifications and options, that is based on the most current Sourcewell contract price list.</li> <li>6. Inquiring customers that are identified non-Sourcewell Members will be made aware of the benefits in becoming a Sourcewell Member and in using the Sourcewell Contract. The Representative will outline how the customer can become a Sourcewell Member, concisely explain using the Sourcewell contract, and educate the customer of proper procedures to follow when placing a Sourcewell order.</li> <li>7. Upon receipt of a signed contract or valid purchase order, the Representative will review and compare the contract or purchase order with the original quote. If there are discrepancies between the contract or purchase order received and the original quote, the Representative will contact the customer.</li> <li>8. The contract or purchase order becomes subject to Truckcorp's quality control protocols upon confirmation that all terms and conditions in the contract or purchase order and in the original quote match. The contract or purchase order will be processed in compliance with Truckcorp's procedure for processing orders, following the precise sequence of steps as enumerated in our procedure.</li> <li>9. Truckcorp's then processes the order and encodes it with the appropriate unique identifier assigned to the type of classification of the respective contract. Truckcorp organizes all contracts by type classification and differentiates between type classifications using the unique identifier that Truckcorp has assigned to each type of classification. Truckcorp contract type classifications include Commercial Contracts; State and Local Government Contracts; Sourcewell Contracts; etc.</li> <li>10. The Sales Administrator creates a file for the individual contract and folder in the contract file where all documents pertaining to the individual contract will be stored.</li> <li>11. The Sales Administrator uses Truckcorp's ERP system and Contract Document Checklist to verify whether all necessary contract documents are on file.</li> <li>12. The contract file is monitored by the Sales Administrator until all necessary contract documents are on file and verified through completion of the Contract Document Checklist.</li> <li>13. The newly opened order is tracked in the ERP system and populates the data including budgets, due dates, customer information and will run quarterly reports for review to pay the Sourcewell Administration Fee on each order to be paid per quarter and reported."</li> </ol> |
| 30 | Describe in detail the process and procedure of your customer service program, if applicable.<br><br>Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises. | <p>"Truckcorp provides a wide variety of services to its customers. Our customer service procedure applies to all service and warranty processes at Truckcorp. These services cover all processes that begin after the title transfer or customer acceptance of the product and continue to the end of the life cycle of the product. Products are Truckcorp manufactured and may also include other OEM manufactured products.</p> <p>Our response time capabilities vary due to the severity of the problem and some services may take longer than others. Truckcorp's customer service program guarantees Truckcorp to respond to every customer within 24 hours from the customers' initial contact. Within two (2) business days following Truckcorp's first response to a customer's initial contact, Truckcorp will contact the customer to communicate a proposed solution plan that resolves all of the customer's needs in the most timely and cost-efficient manner for the customer.</p> <p>Truckcorp &amp; our OEM/Suppliers are committed to provide timely, accurate and outstanding customer service."</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

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| 31 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.                                                                                                                                                                                                                    | <p>"TruckCorp's full product line along with our vendors/partners product lines and support services are available to ALL Sourcewell participating entities in the United States.</p> <p>As mentioned above in previous answers we have positioned ourselves strategically in order to accomplish our willingness to provide our products and services to Sourcewell participating entities and also to market to non-sourcewell participating agencies so that they can become members."</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 32 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.                                                                                                                                                                                                                               | <p>"Truckcorp is able and willing to provide our products and services to Sourcewell participating entities anywhere in Canada.</p> <p>TruckCorp's full product line along with our vendors/partners product lines and support services are available to ALL Sourcewell participating entities in Canada.</p> <p>Also once again we have positioned ourselves strategically in order to accomplish our willingness to provide our products and services to Sourcewell participating entities and also to market to non-sourcewell participating agencies so that they can become members in Canada.</p> <p>All of our Canadian transactions currently are completed by direct sales between Truckcorp, our affiliate partners, one of our OEM partners or one of the OEMs respective dealers and the purchasing Governmental Entity end user. We have sales representatives that live and work in Canada or one of our Canadian based manufacturing plants in which they pursue the Canadian government and replies to RFP's/RFQ's and solicitations posted for Canada. Truckcorp is subscribed to a U.S. &amp; Canada government bid sites that list bid postings for Canada that we submit bid proposal responses. This same site also provides us access to the buying agencies names and contact information for those U.S. &amp; Canada entities that are also subscribers to the website. Truckcorp will use this list of buying agencies to leverage our market share in the U.S. and in Canada, if a Contract is awarded. Part of our growth plan is to become more active in the Canadian market. Our Canadian market plan though long term is currently in progress. What we have accomplished to date is as follows:</p> <ol style="list-style-type: none"> <li>1. Truckcorp will actively seek to work with Canoe if a Sourcewell contract is awarded.</li> <li>2. Truckcorp has a manufacturing facility, service/repair locations, &amp; multiple dealer presences in Canada.</li> <li>3. Truckcorp as well as our dealers have sales staff both inhouse and on the road to call on all the Canadian provinces and their agencies.</li> </ol> <p>We actively seeking additional opportunities that will expand our network and increase our presence in the Canadian market. Additionally, our Director of Marketing &amp; Dealer Sales is in discussions/negotiations with additional Dealers to expand our presence in Canada.</p> <p>Become a member of <a href="https://canoeprocurement.ca">https://canoeprocurement.ca</a>"</p> |
| 33 | Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.                                                                                                                                                                                                                            | Truckcorp is able and willing to fully serve all geographic areas of the United States and Canada through this proposed Contract, if awarded.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 34 | Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract.<br><br>Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract? | Truckcorp is able and willing to fully serve all Sourcewell participating entity sectors anywhere in the United States and Canada through this proposed Contract, if awarded.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 35 | Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.                                                                                                                                                                                                      | TruckCorp does not have any specific contract requirements or restrictions that would apply to Sourcewell participating entities in Hawaii, Alaska, or in US Territories.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |

Table 7: Marketing Plan

| Line Item | Question | Response * |
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| 36 | Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response. | <p>"Truckcorp's Marketing Strategy for promoting the Sourcewell contract opportunity if awarded:</p> <ul style="list-style-type: none"> <li>• Announcement will go out for the contract award via press release and social media outlets.</li> <li>• We will list our contract on Compare CoOPs &amp; Pavilion which government agencies use to search for cooperative contracts.</li> <li>• We will feature our contract on GovWin IQ (See attachment TruckCorp, LLC_Marketing_&amp; Strategic_Sales – Aria CSS &amp; GovWin IQ)</li> <li>• The Sourcewell contract will have a dedicated web page on our site, with each dealer and vendor/partner will having a mirrored page for the TruckCorp Sourcewell Contract.</li> <li>• A hyperlink to the contract shall be embedded on our government web page. When the user clicks on the hyperlink it will re-direct the user to our dedicated Sourcewell landing page for the Contract, <a href="https://truckcorpplc.com/sourcewell">https://truckcorpplc.com/sourcewell</a> (url sample only does not go anywhere unless contract is awarded). We have provided a mock web page that is attached (see Marketing_Sample_Webpage). Here, you will notice the robust information boasting the benefits of becoming a Sourcewell Member as a Vendor/Supplier and as a Buyer/Customer. Notice the photographs and clips of informative materials and embedded videos that are all about Sourcewell Membership and the advantages.</li> <li>• Truckcorp utilizes the following Sourcewell Marketing/Informative resources to accurately represent Sourcewell:       <ol style="list-style-type: none"> <li>1. A selection from Sourcewell's extensive video compilations is embedded in our Sourcewell Landing page in the most effective medium for the type of information covered in the video and the length of the video: videos are embedded as video medium or hyperlinks.</li> <li>2. Additionally, Sourcewell's robust collection of vendor resources found in the vendor section of their webpage is periodically reviewed and hyperlinks are updated to keep information current on our Sourcewell Landing page.</li> <li>3. Truckcorp uses our own outlets to promote Sourcewell and our contract with Sourcewell in the following ways:           <ol style="list-style-type: none"> <li>a. Truckcorp shall send an email blast to our customer base and dealer network with notice of our new contract while also making an announcement on social medial platforms.</li> <li>b. Truckcorp has several social media accounts on a variety of professional platforms that are continuously updated to remain current. These social media accounts are primarily used to post statements regarding current events including Sourcewell events and provide info.</li> <li>c. Truckcorp shall create a brochure listing all products offered through our new Sourcewell Contract (See Marketing Class 4 – 8 Chassis PL Brochure) Sample.</li> <li>d. Truckcorp shall also create detailed flyers with in-depth data for individual duct models offered. Flyers shall include a brief description of the product model, photos of that model, a list of standard model equipment specifications, and includes a few of the most popular options available for each. Truckcorp's contact information included on each brochure directs the recipient to our designated Sourcwell representative. Truckcorp will continue to distribute brochures and flyers at Trade Shows, provide them to current and potential customers when visiting both types of customers and use them as mailers or in email campaigns. We will also customize all this content for our vendor partners and dealer networks. See the documents titled "Marketing_Sample_PL_Brochure," "Marketing_Sample_Flyer," "Marketing_Sample_Mailer_Sourcewell," &amp; "Marketing_Sales_&amp; Trade-Show-Brochure" 4. s.</li> </ol> </li> <li>4. Truckcorp shall continue collecting governmental agency data daily via a paid services specifically using Aria CSS &amp; GovWin IQ (See TruckCorp, LLC Marketing &amp; Strategic Sales – Aria CSS &amp; GovWin IQ) for more information on this specific tool that allows us to build lead lists that target agency decision makers, gain market intelligence, budgets pre-rfq and more.</li> </ol> </li> </ul> <p>These are used as relationship building tools: Truckcorp contacts potential customers via email blasts and mass mailings and fosters personal communication with current customers and vendors through direct calls and site visits. Truckcorp's primary goal with Sourcewell is encouraging eligible entities to become Sourcewell participating entities. For the purpose of achieving this goal, we focus on personal means of relationship building. Truckcorp's secondary goal with Sourcewell is utilizing our contract to facilitate sales of our products to our current customers and to Sourcewell participating entities. This goal to increase sales with the value added from our Sourcewell contract will be pursued using all three methods of contact mentioned above.</p> <p>We have provided a lead list from GovWin IQ of over 100,000 entity budget reports for outlying years 2024 3rd quarter and beyond based on data obtained by GovWin IQ and Aria CSS. This list was a search run for Truck Chassis with Bodies of all classes. It contains contact information, the type of product included in the budget, budget amounts, etc. (See attached GovWin_Truck_Chassis_TurnKey_Solutions_&amp; Bodies_Budget_Lead_List)</p> <p>The goal would be to target these leads get ahead of the procurement lifecycle pre RFQ and inform the buyers of our Sourcewell contract prior to release of the RFQ then convert them to a Sourcewell Participating agency.</p> <p>The leads would be distributed to our sales team, dealers, and vendor/partners in the U.S. &amp; Canada.</p> |
| 37 | Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.                                                                            | <p>"Truckcorp's use of Technology &amp; Digital Marketing:</p> <p>While direct sales remain the primary marketing strategy for Truckcorp products, digital marketing strategies, AI and other intelligent systems are a significant avenue to reach new customers &amp; market segments in which we are on the forefront.</p> <ul style="list-style-type: none"> <li>- Internet Website - <a href="http://www.truckcorpplc.com">www.truckcorpplc.com</a> has been active for over a decade showing high traffic analytics and is currently in its sixth major edition. The site is designed for ease of use by both existing &amp; potential customers. It is intended to show the variety of equipment available. We also have intelligence software in place that tracks customer trends on our content, website, brochures and web traffic analytics.</li> <li>- SEO capabilities - the registered domain name <a href="http://www.truckcorpplc.com">www.truckcorpplc.com</a> is designed for SEO optimization including logical page naming, key word metadata, and narrative metadata. Search engine rankings are regularly evaluated for improved search engine results on company products &amp; services.</li> <li>- Social Media - the company maintains an active presence in Facebook, Linked-In, U-Tube, Instagram &amp; Twitter on company products &amp; services as well as special announcements and marketing campaigns.</li> <li>- Digital Catalogs &amp; Gallery - Digital catalogs &amp; product grids are available for after-market replacement parts, product models, and available new/used equipment.</li> <li>- Industry Specific Links - Convenient links to government &amp; industry websites are available for visitors to Truckcorp &amp; related sites. Direct links to industry landing pages such as the provided in the example Marketing_Sample_Webpage</li> <li>- Usage &amp; Tracking - Total and unique visits by page is used to evaluate &amp; improve digital marketing strategies/campaigns. We can also track email opens, clicks, etc.</li> <li>- GovWin IQ - As previously mentioned we use GovWin IQ to gather customer data, trends, market intelligence. Have access to past award data, competitor markets and awards as well as being able to drill down to specific target markets.</li> <li>- While GovWin is the leader in the government intelligence space with our partner Aria CSS we also have access to BidNet Direct, GovSpend, Sam.gov, GovTenders, BidSync, Onvia/Demand Star and Aria CSS also signs up to each states bidding portals. All this information is shared with TruckCorp as one of their partners and filtered to our specific products.</li> <li>- LinkedIn Sales Navigator - Aria CSS also has a LinkedIn Sales Navigator account with TruckCorp as a partner we can utilize this to target procurement officials and run campaigns through linked in for our awarded contracts and products offered."</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |

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| 38 | <p>In your view, what is Sourcewell's role in promoting contracts arising out of this RFP?</p> <p>How will you integrate a Sourcewell-awarded contract into your sales process?</p>                     | <p>"Truckcorp's view as to Sourcewell's role in promoting contracts arising out of this RFP are as follows:</p> <ul style="list-style-type: none"> <li>- A notice/announcement of award sent out to all Sourcewell members.</li> <li>- Training and familiarization of newly awarded contracts to Sourcewell members and the Sourcewell team.</li> <li>- Sourcewell Landing web page with awarded contract company data and other vital information that Sourcewell members can use to purchase our products.</li> <li>- Truckcorp will integrate the awarded Sourcewell contract into our sales process through training documents, meetings, and videos. Truckcorp will have a full-time director of City, County, States.</li> <li>- Main Sourcewell POC in charge of all aspects of the Sourcewell contract and management of personnel involved.</li> <li>- Mr. Will Ballas - Contract Manager POC for Truckcorp Products and he will be assisted by the Truckcorp Contract Administrator &amp; Sales Team.</li> <li>- Mr. Ryan Utterback - Sourcewell Contract Administrator</li> <li>- Dealer &amp; Vendor/Partners also have appointed Sourcewell Contract Managers to ensure compliance and maintain the goals set for the Sourcewell contract in the company. All Sourcewell related leads &amp; sales will flow through the Sourcewell Manager &amp; Administrator then be distributed to the appropriate territory manager.</li> <li>- Inside sales team will be available to assist our territory managers as needed.</li> </ul> <p>We will integrate the Sourcewell contract by setting sales goals for its Sales Managers and dealers that involve key government/municipal target accounts in their territories with an emphasis on promoting our Sourcewell Contract.</p> <p>Dealers and vendor/partners are provided with presentation templates, marketing material, and filtered spreadsheets of all Sourcewell members in their specific areas of operation. Joint sales calls with factory personnel are held quarterly."</p> |
| 39 | <p>Are your products or services available through an e-procurement ordering process?</p> <p>If so, describe your e-procurement system and how governmental and educational customers have used it.</p> | <ul style="list-style-type: none"> <li>- Truckcorp's products are not available through an e-procurement ordering process. We are base model company with customization e-procurement is not available currently for our products.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |

**Table 8: Value-Added Attributes**

| Line Item | Question                                                                                                                                                                                                                                                           | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
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| 40        | <p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities.</p> <p>Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p> | <p>"Truckcorp provides training courses focused on the products offered by our company includes OSHA, Safety, Helper, Driver, Truck Operations, Maintenance, and Supervisor training. Covering front, rear, automated truck training. Truckcorp's certified employees conduct the training on Truckcorp products and on Truckcorp suppliers/OEM products. Trainers will be certified by the suppliers/OEM's products being offered/sold and/or accompanied by supplier/OEM representative to conduct training. Training is done on a case by case basis as each training session usually varies per customer scope requesting the training. Training rates are calculated per diem rates for travel expenses, meals, &amp; lodging then \$150.00 per hour per trainer.</p> <p>Truckcorp along with our vendors/partners also have parts &amp; service manuals accessible online but also provided with each products. Each one of our vendors/partners has detailed training videos on U-Tube and/or other media avenues that can be found on Truckcorp's webpage with links or the vendors web page. Truckcorp also offers on-site training for each one of our offered vendors.</p> <p>Online training is available to all Sourcewell members 100% FREE of charge. Members would need to simply coordinate with a factory rep, dealer or vendor partner by either calling or using a schedule training link on our sourcewell landing page. Any member can take any course and/or Fleet Managers can assign courses.</p> <p>The following are just some of the training on the that is available:</p> <ul style="list-style-type: none"> <li>Engine Service</li> <li>Low Power Visual Inspection</li> <li>Common Rail Troubleshooting</li> <li>Tandem Drive Axle Service</li> <li>Axle Kingpin Replacement</li> <li>Fuel System Flow and Components</li> <li>Common Rail Fuel System</li> <li>Engine Lubrication System</li> <li>Starting and Charging Systems</li> <li>Pending Active and Inactive Codes</li> <li>Clearing the MIL Light</li> <li>Smoke Analysis</li> <li>Low Power Diagnosis</li> <li>Manual Compression Testing</li> <li>EGR System Diagnosis</li> <li>Warning Lights</li> <li>DPF System Diagnosis</li> <li>DEF System Diagnosis</li> <li>Turbo System Diagnosis</li> <li>Diesel Emissions System</li> <li>Exhaust and Aftertreatment System Diagnosis</li> <li>NOx Sensor Diagnosis"</li> </ul>                                                                                                                                                                |
| 41        | <p>Describe any technological advances that your proposed products or services offer.</p>                                                                                                                                                                          | <p>"Truckcorp utilizes the electronic interfaces available from the chassis OEM to integrate the body buildup with the chassis to utilize the safety features directly available from the chassis manufacturer.</p> <p>Load shedding of electrical circuits to protect engine alternator output.<br/>Engine overrun protection in the presence of saturated hydrocarbon environment.</p> <p>FLEX-System<br/>Our patented, bolt-on FLEX-System allows your dump body to be modular, adaptable and flexible without compromising durability or weight. Featuring the first universal dump tailgate, the FLEX-System has three interchangeable gate configurations that can be switched at any time, without grinding, welding or painting. There are many bolt-on options that can be added or switched out at any time - even after the body is painted.</p> <p>SmartNav:<br/>A high-tech infotainment system, SmartNav delivers GPS navigation (truck maps), communications (integrates with cell phones) and vehicle monitoring (virtual gauges and other truck info) direct to an in-dash seven-inch color touch-screen. The SmartNav display enables intuitive interaction with an array of technologies, functions and apps, including truck camera systems. SmartNav features voice recognition and control, keeping hands on the wheel and eyes on the road. SmartNav integrates seamlessly with your phone via Bluetooth® connection and includes WiFi capability, making it easy to stay in touch no matter where you are. The integrated audio system plays through the truck speakers and can also accommodate satellite radio. The display is available in English, Spanish and French Canadian.</p> <p>SmartAir:<br/>Peterbilt's proprietary SmartAir system provides a factory installed, no-idle climate control solution that delivers maximum comfort while also reducing emissions and lowering fuel costs. The SmartAir system is powered by four, heavy-duty AGM batteries that are charged during normal driving conditions. When the engine is off, SmartAir provides quiet, efficient, high-power cooling capacity for up to 10 hours on a single charge. Peterbilt's SmartAir design features one of the smallest footprints in the industry. It also features on-board diagnostics, full automatic temperature control in A/C and heating modes and a digital LCD display that makes it easier to control the unit and provides battery monitoring. The system is fully integrated with Peterbilt's existing sleeper HVAC systems, resulting in increased</p> |

cooling performance,  
enhanced reliability, reduced maintenance and lower overall operating costs.

#### SmartLinq:

Peterbilt's SmartLINQ remote diagnostic system complements fleet management operations by providing real-time notifications should a vehicle's onboard diagnostics system generate a service event. This easy-to-use, web-based

#### Collision Mitigation:

We offer both the Bendix Wingman Collision Mitigation System as well as the Meritor OnGuard System. These systems utilize forward radar detection to provide driver alerts and active braking when objects are detected in the road or if closing on the vehicle ahead. Systems also offer lane-keeping technology as well as side object detection. Camera-integrated option provides enhanced object detection and can even read speed limit signs and alert drivers if over the limit. Systems can provide electronic stability control to prevent rollovers as well as adaptive cruise control which reduces throttle and/or applies the service brakes to maintain safe distance with vehicles ahead.

#### HID + LED headlights:

We offer both High-Intensity-Discharge headlights and LED headlights. HID's provide the best available forward visibility, while LEDs provide superior wide-range/close-range lighting.

#### Predictive Cruise:

Predictive Cruise is offered and provides (via forward radar sensor) for automated reduced throttle and/or service brake application to maintain safe distance with vehicles ahead.

#### Driver Performance Assistant:

When manual transmission is specified, Driver Performance Assistant provides a visual aid to drivers to encourage them to operate in the vehicle's RPM "sweet spot" as well as "shift now" notifications to optimize shift patterns for operational efficiency and improved fuel economy.

#### Driver Information Display:

The standard Driver Information Display, located in the center of the dash cluster, provides the operator with the following selections via a toggle switch: Standard view shows cruise status, park-brake status, and gear selected. Optional views show virtual gauges (i.e. voltmeter, transmission temperature gauge), engine RPM display, shut-down timer, trip information (fuel economy, miles operated, hours operated, idle time, etc.), truck information (VIN, engine make/model, transmission make/model, etc.), and diagnostics/warnings (fault codes with descriptions).

#### Stability Control with Automatic Traction Control:

Electronic Stability Control prevents roll-over situation by applying the anti-lock service brakes to individual wheels to maintain truck balance when taking turns. Combined with automatic traction control, the technology greatly enhances safety for drivers/fleets.

#### Zinc coated frame rails:

We offer a zinc coating for its frame rails and crossmembers that significantly reduces corrosion over the life of the truck.

We offer a bump-fin style cooling system for extreme dirt environments to reduce wear on the engine.

#### Allison FuelSense:

Allison FuelSense technology optimizes shift patterns depending on the fleet's desired operating characteristics (power/max-fuel-economy/blend).

RollTek Air-Bag-equipped seats for enhanced safety in rollover accidents.

Full line of NFPA requirements including Seat & Occupancy sensor & warning, NFPA seats, NFPA grab handles, etc.

Pre-wiring Provisions for fleet communication systems, camera systems, custom maintenance systems, etc.

Standard technology on trucks that provide value:

#### FRAME

Steel rails with gussets to maximize RBM. Huck bobtail fasteners provide a consistent and durable clamping force up to 600% greater than bolted frames. Tamper resistant round head and collar offers improved paint adhesion and corrosion resistance. Swage indicating features on collar allows for visual inspection of clamped joint. Rubber-lined clamps along frame rail to protect air & electric lines routed in frame. Chassis hose and wiring bundles conveniently routed through gussets provides protection for lines.

#### STEER AXLE

Zerk fittings on tie rod ends, king pins, and draglink ball joints for ease of maintenance and help extend service life of components. Greaseless spring pins reduce maintenance and improve ride quality. Cognis EMGARD® Synthetic Axle Lube reduces wear and extends maintenance intervals, resulting in increased uptime. Provides improved fluid flow to protect components in extreme cold conditions and withstand the stress from high temperatures, extending component life. Glidekote splines on steering shaft extend service life of components.

#### DRIVE AXLE

Laser factory axle alignment (accurate to .030 of an inch) to improve handling and reduce tire wear. Magnetic rear axle oil drain plug captures and holds any metal fragments in drive axle lube to extend service life.

#### ENGINES & RELATED SYSTEMS

Magnetic engine oil drain plug captures and holds any metal fragments in engine oil to extend service life. Silicone radiator and heater hoses enhance value, durability and reliability. ClimaTech extended life coolant extends maintenance intervals which reduces maintenance costs. Constant tension and torque band clamps reduce leaks. Stainless steel hard-line manifold reduces coolant hoses in the engine compartment to improve durability and appearance. Thermal fuse in the air conditioning compressor clutch allows the pulley to free spin in the event of a compressor failure, thus reducing belt wear and vehicle downtime.

"Weather pack silicone sealed electrical chassis connectors enhance value, durability and reliability. Maintenance free 12V batteries provide reliable power for starting and accessories. Stranded copper battery cables are double aught (00) or larger to reduce resistance. Stainless steel flex exhaust tubing & clamps provide durability. Optimized exhaust routing to simplify the truck order process and provide optimal performance.

#### AIR SYSTEM

Teflon-lined, stainless steel braided compressor discharge hose provides long service life in high operating temperatures.

#### FUEL TANKS

Aluminum fuel tanks with heavy-duty aluminum brackets and stainless steel straps. Wire braid fuel lines increase durability and reduce potential for leaks.

#### ELECTRICAL SYSTEM

Multiplex electrical design utilizing the industry standard J1939 data bus that sends multiple signals over a single wire instead of having an individual wire for each function. This allows each component (engine, transmission and instrumentation) to communicate to each other. This design improves reliability and offers increased functionality.

Peterbilt offers us a Proprietary Electronic Service Analyst (ESA) allows dealer to monitor the electrical system, isolate sensors and gauges, and keep a log of service history.

Braided chassis harness cover provides durability.

Convuluted tube covering on harnesses protects from chaffing. Wires numbered every 4 inches or less for ease of serviceability.

#### CAB / HOOD

All-aluminum cab is light weight and durable for long service life. Spring assisted, hood opening for serviceability.

Peterbilt Models have Proprietary anti-blow-down locking mechanism that keeps the hood open during servicing and prevents unintentional closing.

One piece roof reduces potential for leaks. Lap seam construction and aircraft fasteners has greater clamp load than rivets. Double wall stamped aluminum doors provide virtually water-tight, rattle-free performance. Full length, light weight hidden gravity-hinge system that provides low resistance and ease for closing doors providing durability. Interior Left and Right Side Grab Handles for easy access into the cab.

#### CAB INTERIOR

LH & RH door mounted map pockets with door mounted step lights Cast rubber flooring with integral sound barrier. Integrated "dead pedal" for driver comfort.

Four ergonomically positioned entry / egress grab handles Proprietary non-slip threshold plate accented with a chrome inset and Peterbilt Red Oval adds a touch of Peterbilt class to safety and convenience.

#### LIGHTS

Projector module pod headlights provide outstanding visibility. 'Headlight On Warning' when headlights are active with door open and ignition off. The high beam headlamp icon flashes and sounds an audible alarm. Headlights turn on automatically when windshield wiper blades are activated. Lighting system is protected by an impact resistant Lexan® lens and requires no special tools for lamp adjustment or bulb replacement.

#### DASH & INSTRUMENTATION

Driver Information Display that allows the driver to view diagnostic information and monitor truck system behavior. Information such as fuel economy, optimum engine speed and engine and transmission system management provides driver feedback and improves operating performance. Dash features an "in-mold" color process that imbeds the color into the material making the color permanent and eliminating peeling and fading. LED backlit gauges to prevent eye fatigue.

#### PAINT

Dupont Imron Elite two-stage non-metallic paint, one color cab / hood."

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| 42 | <p>Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.</p> | <p>"TruckCorp LLC Environmental Initiative</p> <p>TruckCorp LLC and our Canadian sister Company Brandon Manufacturing strives to continually reduce our impact on the environment. We continuously implement responsible projects and practices, including conservation of energy, natural resources, and reduction of waste steams to the environment. We strive to educate our team members, business partners, and our community on environmental responsibility. We commit to do our part in keeping the world environmentally healthy.</p> <p>Enviromental Projects</p> <ul style="list-style-type: none"> <li>•Overhead Lighting (Energy Savings) - Replaced each halogen overhead lighting in upfitting facility with 4000K LED lights. Energy reduction was reduced from 400 watts per fixture to 165 watts pe rfixture for a total yearly reduction of 63,248 KWH.</li> <li>•Overhead Lighting (Energy Savings) - Replaced each halogen overhead lighting in the Manufacturing facility with 4000K LED lights. Energy reduction was reduced from 400 watts per fixture to 165 watts per fixture for a total yearly reduction of 122,163 KWH.</li> <li>•Welders (Energy Savings) – Replaced each welder CP-250 TS 230 volt 34.5 AMP, 11.24 constant voltage inefficient generator type welding power supplies with full electronic XMT-304 multi process Inverter Auto-Line primary power management, with on demand fan, highly energy efficient welding power supplies. The XMT with its multi process capability allowed removal of one earlier generation power supply for every new power management multi process XMT-304 power supply we purchased.</li> <li>•Hazardous Materials (Waste Reduction) - Lean manufacturing event was held to analyzing each newand used hazardous material stored and collected. Reduced a significant amount and types offHazardous materials by using the "reduce, recycle and reuse" method throughout the companies.</li> <li>•Recycling (Waste Reduction) - Lean manufacturing event was held to reduce the amount of trashentering the land fill. Results we achieved were 100% recycling of cardboard, packaging materials,metals and all wood products.</li> <li>•Water Testing Methods (Water Conservation) - Lean manufacturing event was held to reduce waterconsumption at the manufacturing facilities. Previously, the final products and in the manufacturingprocess we washed and rinsed with water then discharged down the drain; today, the products aredry cleaned with reusable dry mops and rags requiring no water. Previously, the water wasdischarged to sewage drain as a onetime use; today, a reclaim holding tank is used for recycling thewater 100's of times. Any water used for testing for leaks, etc. is done in a recovery booth where atank and pumping system reclaims water through a floor drain, filter, recovery tank and filters.Approx. water reduction of 9,200 gallons annually.</li> <li>•Forklifts (Air Quality) – Replaced forklift fleet company wide not meeting current emissionstandards. Truck Corp's truck and forklift fleet exceed all Federal as well as Ohio and Canadian.</li> <li>•Metal Dust (Air Quality) - Being a Stainless Steel manufacturing facility we were concerned about our shop floor sweepings containing hexavalent particles created from our manufacturing processes. To eliminate this problem floor sweepings are now being separated through a sieve collection hopper where airborne practical size sweepings are collected and disposed by a Hazardous Waste Disposal Facility.</li> </ul> <p>See attached TruckCorp_Environmental_Sustainability for more information.</p> <p>Product Specific are:</p> <p>Models with CNG &amp; LNG engines.</p> <p>Full line of engines are approved for the use of Biodiesel up to B20.</p> <p>3 Battery-Electric-Vehicles on some models.</p> <p>"Our Vendor/Partners and/or OEM's are all vetted through an onboarding process with TruckCorp LLC and are Investing in Sustainable Operations:</p> <p>Our vendor/partners have all been operating for years. They practice or have achieved ISO14001 certifications.</p> <p>They all participate in facility projects that have improved energy efficiency, reduced emissions, reduced water consumption and waste.</p> <p>Peterbilt was the first truck in the industry to implement chassis robotic paint systems. This process has enhanced paint quality, reduced cost and decreased paint usage, waste and air emissions. Hazardous air emissions have been reduced by over 200 metric tonnes per year in paint and other processes.</p> <p>Reducing Greenhouse Gas Emissions</p> <p>Our truck chassis OEM's are consistently reducing greenhouse gas emissions at a very good rate on a per revenue basis.</p> <p>Our OEM's joined the CDP Reporter Services for reporting greenhouse gas emissions and to benchmark performance to continue reducing our greenhouse gas footprint.</p> <p>Reducing Waste, many of our vendor/partners manufacturing locations strive to achieve "zero waste to landfill" by recycling, employing reusable containers and composting food and paper waste.</p> <p>Conserving Resources, some of our vendor/partners reduce the use of water through internal recycling, reduces paint waste through robotic paint systems and conserves energy by using new technologies such regenerative dynamometers that capture electricity from vehicle testing.</p> <p>Products, many of the truck chassis strive to have near-zero emissions of NOx, a smog causing compound, and are compliant with all applicable standards including those by the California Air Resources Board (CARB), the US Environmental Protection Agency (EPA) and the European Commission.</p> <p>Our Peterbilt offered truck chassis uses Ecodesign, a software tool, to reduce environmental impacts through product design. Through this process, engineers increase recyclability of our trucks, reduce air emissions, use lighter materials to reduce fuel consumption and use fewer hazardous materials."</p> |
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| <p>43</p>  | <p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p> | <p>"TruckCorp, LLC Environmental Sustainability Policy</p> <p>VISION</p> <p>TruckCorp, LLC is committed to operate and provide products for a better environment.</p> <p>PRINCIPLES</p> <p>Our approach to business is guided by commitments to the following principles: Leadership, Inclusivity, Transparency, Integrity, Accountability, and Continuous Improvement.</p> <p>IMPORTANT ISSUES</p> <p>There are many important issues in our local and global environment. Due to their direct impact on us and related parties, we have prioritized the following issues: waste reduction, air quality, health and safety, and financial solvency.</p> <p>OUR COMMITMENT AND SCOPE</p> <p>This policy will apply to all TruckCorp facilities, products and team members. Our attention to environmental, social and economic responsibility includes working within the law and voluntarily exceeding legal requirements in order to be innovative and demonstrate leadership on the issues important to us and our team members. As we design products and processes we are able to choose how our actions and words will build a better quality of life for our team members and related parties.</p> <p>OBJECTIVES</p> <p>We commit to:</p> <ul style="list-style-type: none"> <li>•Minimize environmental impacts in the areas of waste, water, energy and air quality.</li> <li>•Ensure our supply chain has responsible social and environmental practices.</li> <li>•Create innovative approaches to minimize negative environmental impacts, improve economic bottom lines.</li> </ul> <p>REPORTING</p> <ul style="list-style-type: none"> <li>• We will review and report on our progress annually.</li> <li>• Internal reviews will be held periodically, at least once per year.</li> <li>• Management reviews will be conducted quarterly.</li> </ul> <p>Truckcorp's Environmental Sustainability Checklist</p> <p>WASTE PREVENTION ACTIVITIES</p> <p>Reduce paper and supplies<br/>Storm Water<br/>Fluids &amp; Chemicals<br/>Hand Tools</p> <p>RECYCLING ACTIVITIES</p> <p>Paper &amp; Packaging Metals<br/>Universal Waste</p> <p>WATER CONSERVATION ACTIVITIES</p> <p>Water Usage<br/>Shop Water Usage Landscaping</p> <p>ENERGY CONSERVATION ACTIVITIES</p> <p>Monitoring of Electricity Usage Lighting<br/>Shop Machinery</p> <p>TRANSPORTATION / CARBON</p> <p>Employees<br/>Customer Equipment Company Vehicles</p> <p>TEAM PARTICIPATION ACTIVITIES</p> <p>Team Member Training Supplier Involvement</p> <p>Location:<br/>Inspection Date:<br/>Inspected by:<br/>Reviewed by:</p> <p>"Peterbilt's full engine offerings all meet or exceed all Environmental Protection Agency (EPA) and California Air Resources Board (CARB) emissions requirements.<br/>All plants that manufacture Peterbilt products are ISO 14001:2004 and/or ISO 14001:2015 Certified.<br/>Peterbilt offers EPA-Certified Green-House-Gas Emissions tires on all of its products."</p> |               |                 |                 |               |                 |        |                             |  |        |  |        |                                                  |  |        |  |
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| <p>44</p>  | <p>Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or HUB partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.</p>    | <p>"• Truckcorp is SBE Self-Certified and listed in SAM (System for Award Management) under the following NAICS Codes:</p> <table border="1"> <thead> <tr> <th>NAICS Code</th> <th>Name</th> <th>NAICS Exception</th> <th>Size Standard</th> <th>Small Business?</th> </tr> </thead> <tbody> <tr> <td>336212</td> <td>Truck Trailer Manufacturing</td> <td></td> <td>1000 Y</td> <td></td> </tr> <tr> <td>336999</td> <td>All Other Transportation Equipment Manufacturing</td> <td></td> <td>1000 Y</td> <td></td> </tr> </tbody> </table> <p>TruckCorp – Representations.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | NAICS Code    | Name            | NAICS Exception | Size Standard | Small Business? | 336212 | Truck Trailer Manufacturing |  | 1000 Y |  | 336999 | All Other Transportation Equipment Manufacturing |  | 1000 Y |  |
| NAICS Code | Name                                                                                                                                                                                                                                                                                           | NAICS Exception                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Size Standard | Small Business? |                 |               |                 |        |                             |  |        |  |        |                                                  |  |        |  |
| 336212     | Truck Trailer Manufacturing                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1000 Y        |                 |                 |               |                 |        |                             |  |        |  |        |                                                  |  |        |  |
| 336999     | All Other Transportation Equipment Manufacturing                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1000 Y        |                 |                 |               |                 |        |                             |  |        |  |        |                                                  |  |        |  |

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| 45 | <p>What unique attributes does your company, your products, or your services offer to Sourcwell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcwell participating entities?</p> | <p>"TruckCorp has formed alliances with our vendor/partners that give us a strong presence and ability to service many different customer types, applications and needs. We have subject matter experts for each of the products offer and a well equipped government contracting partnership.</p> <p>We are able to customize the products and services tailored to our customer. We also can react quickly and turn quotes around in 24 hours or less.</p> <p>Our products are designed to operate in some of the harshest climates around the world and in extreme weather conditions (-50 degrees to 120 degrees).</p> <p>Truckcorp's experience along with shared information from our customers usage has helped our Truckcorp Continuous Improvement Program.</p> <p>Truckcorp has delivered numerous equipment to all regions of the U.S. &amp; Canada in extreme very harsh conditions. These products have been used to support emergency during times of need and are performing excellent in the extreme conditions.</p> <ul style="list-style-type: none"> <li>- We have state of the art equipment, training, programs, and engineering that gives us the ability to have:</li> <li>- Precise machining and tooling.</li> <li>- Some of the best welding and welds in the industry</li> <li>- Engineering ability to design products even prior to awards to give the customer the comfortability and satisfaction they are getting exactly what they need.</li> <li>- State of the art computer aided software for FEA &amp; 3D modeling so we can test and run analysis on real life situations to ensure the design meets the requirements.</li> <li>- Also, we have relationships with test centers for testing our equipment in real time situations and with outside engineering firms who have several Physical Engineers on staff to validate and simulate of our models we provide on any design for terrain to see how the trailer will react." </li></ul> |
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**Table 9A: Warranty**

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure.

You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

| Line Item | Question                                                                                                                                                                                                                                                                           | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 46        | Do your warranties cover all products, parts, and labor?                                                                                                                                                                                                                           | Yes, Truckcorp's warranty covers all products and parts manufactured by Truckcorp and all labor performed by Truckcorp. All parts not manufactured by Truckcorp will follow the warranty coverage of that manufacturer as a pass through. Truckcorp will however assist the customer with handling of any warranty replacement parts or repairs from those manufacturers. Please see the attachment uploaded to the Warranty Information section for full warranty details. (See attached TruckCorp_&_Supplier_Warranties_Combined) providing in depth details of coverage. |
| 47        | Do your warranties impose usage restrictions or other limitations that adversely affect coverage?                                                                                                                                                                                  | No, Truckcorp's warranty does not impose usage restrictions or other limitations that adversely affect coverage when the product is used as intended.                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 48        | Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?                                                                                                                                                                          | Yes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| 49        | <p>Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs?</p> <p>How will Sourcwell participating entities in these regions be provided service for warranty repair?</p> | No                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| 50        | Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?                                                                                   | Truckcorp will pass on to the original equipment manufacturer those warranty issues for items made by other manufacturers that are part of Truckcorp's proposal. We will however, assist in the warranty process to ensure the customer is taken care of and proper warranty claims are filed with the OEM. A TruckCorp warranty representative will follow through with the claim to it's completion with both the customer and OEM.                                                                                                                                       |
| 51        | What are your proposed exchange and return programs and policies?                                                                                                                                                                                                                  | Exchange & return policies for trucks are at the discretion of the individual dealer providing the vehicle. If an exchange is requested an investigation as to why will occur and be evaluated on a case by case basis.                                                                                                                                                                                                                                                                                                                                                     |
| 52        | Describe any service contract options for the items included in your proposal.                                                                                                                                                                                                     | <p>Truckcorp may offer service contract options, upon receipt of customer request, for specific products or pieces of equipment that require special servicing that must only be performed by such certified technicians</p> <p>Customers are permitted to request service contracts for these specific products or pieces of equipment.at the time of purchase.</p>                                                                                                                                                                                                        |

Table 10: Payment Terms and Financing Options

| Line Item | Question                                                                                                                                                                                                                                                                 | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
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| 53        | Describe your payment terms and accepted payment methods.                                                                                                                                                                                                                | <p>"Truckcorp's payment terms are net 30 days for government agencies If sold through dealer payment terms are at the discretion of the dealer selling the product.</p> <p>Payment terms can always be negotiated at the time of sale."</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| 54        | Describe any leasing or financing options available for use by educational or governmental entities.                                                                                                                                                                     | <p>"Yes, Truckcorp provides leasing and financing options, including those options that schools and governmental entities may need to use in certain acquisitions.</p> <p>Truckcorp provides leasing and financing options through our Truck Chassis OEM's or through select third-party agencies that have established solid relationships with our customers. Third-party agencies in Truckcorp's network must make customer satisfaction their first priority. Criteria to become a Truckcorp selected financial agency include a foundation built on trust and stewardship, centralized focus on customers as individuals, the core value of relationship building, establishing a solid, comprehensive understanding of each customer's current needs, special circumstances, and future financial goals, creating custom product solutions that satisfy the customer's current needs in each special circumstance while facilitating growth and implementing financial strategies in alignment with the customer's future goals.</p> <p>One of our main sources for financing or leasing is NCL Government Capital. NCL has a sourcewell awarded contract so this works out great for our customers. NCL's Sourcewell Contract # 011620-NCL. Our vendor/partners and dealers have access to us NCL as well if financing or leasing is requested.</p> <p>See attached Truckcorp_Financing_NCL"</p> |
| 55        | Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response. | <ol style="list-style-type: none"> <li>1. Sourcewell quote form identifier notating that the quote is off a sourcewell awarded contract.</li> <li>2. Purchase order or order document from customer placing the order referencing the quote &amp; sourcewell contract.</li> <li>3. Order is generated from the quote and PO from the customer this travels with the product through payment.</li> <li>4. Vendor Purchase Order is generated when the product is not manufactured by Truckcorp. This initiates the order to the vendor for the product quoted.</li> <li>5. Thank-you Letter Acknowledgment to customers."</li> </ol>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 56        | Do you accept the P-card procurement and payment process?<br><br>If so, is there any additional cost to Sourcewell participating entities for using this process?                                                                                                        | <p>"Yes, Truckcorp accepts the P-card procurement and payment process. Additionally, the majority of dealers in Truckcorp's dealer network also accept the P-card procurement and payment process for awards under \$50,000.00</p> <p>No, there is no additional cost to Sourcewell participating entities for using this process."</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcwell Price and Product Change Request Form.

| Line Item | Question                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
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| 57        | Describe your pricing model (e.g., line-item discounts or product-category discounts).<br><br>Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.                                | "TruckCorp will continue with pricing that provides 24% off MSRP/List price. Our pricing submission attachment TruckCorp_Sourcwell_Product_PL_2024 shows the list price with discount for Chassis offered, Turnkey Solutions, Body Solutions & Options.<br><br><ul style="list-style-type: none"> <li>Truckcorp is offering its most competitive price to Sourcwell on all of our products offered as part of this submission.</li> <li>Sourcwell customers will receive a line-item discount of 24% from the List Price for all models and options.</li> <li>An additional 1% volume discount will be given for quantity orders in excess of nine (9) units on a single order.</li> <li>Pricing includes all products offered and options being offered to Sourcwell of this RFP. Pricing is exclusive of FET (Federal Excise Tax), freight charges, and any other charges applicable at the time of quote which will be applied at individual quote level, so the ordering member/agency has a complete out-the-door price at the time they are ready to place the order. All products (Truckcorp &amp; Vendor/Partners) will be priced the same including any priced from our OEM partners or participating dealers utilizing the Truckcorp Sourcwell awarded contract.</li> <li>Commissions paid to OEMs or Dealers on sales utilizing a Truckcorp awarded contract will not be priced separately on in excess or the agreed upon/awarded pricing submitted to Sourcwell."</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 58        | Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.                                                                                                                                                                                                                                                       | <ul style="list-style-type: none"> <li>See attached (TruckCorp_Sourcwell_Product_PL_2024)</li> <li>Truckcorp's pricing is based of off line item discounts from List Price. Truckcorp is offering 24% off of list price for all items submitted on this RFP."</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 59        | Describe any quantity or volume discounts or rebate programs that you offer.                                                                                                                                                                                                                                                                                                                                                                                                         | <ul style="list-style-type: none"> <li>An additional 1% quantity discount will be given for orders in excess of nine (9) units on a single order. The additional 1% is applied after deducting Sourcwell's 24% standard discount.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| 60        | Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.                                                                                                                                                                                                 | <ul style="list-style-type: none"> <li>Truckcorp has the ability to offer sourced products or open market items (and/or related services) in addition to our regularly manufactured product line or items offered as part of this proposal. However, with the relationships we have currently and partners as part of this submission our variety of products offered is very extensive.</li> </ul> <p>The price of sourced products will be determined at Truckcorp's discretion or the dealer/vendor/partners discretion we will always offer the most competitive price possible. In order to be competitive, Truckcorp will offer such sourced products and list them individually on each proposal as "open market item"</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 61        | Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response.<br><br>This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer. | <ul style="list-style-type: none"> <li>When requested, Truckcorp will provide options for training programs on any product or piece of equipment that we offer through Sourcwell. If specific training is requested, Truckcorp will include a separate line item in our proposal where we will list pricing details for the specific product or equipment training being offered.</li> <li>Additional information about the specific training being offered will be detailed in the appropriate section of our proposal. This information will include the duration of the specific training being offered, a proposed training schedule, and an outline of the content areas we will cover in the training program.</li> <li>Truckcorp offers various levels of maintenance/instruction/parts manuals with each of our products.</li> <li>Operator training guides are also available as an option for each product model and for every piece of equipment offered by Truckcorp."</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| 62        | If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.                                                                                                                                                                                                                                                                                                              | <p>"It is our intent to only charge Sourcwell members "ACTUAL" shipping costs calculated at the time of quote</p> <p>Freight, delivery, or shipping cost is an additional cost to the Sourcwell participating entity. This additional cost will be included in the total price quoted at the time of offer. Truckcorp ships its products world-wide; shipping costs will vary by location. Sourcwell members shall benefit from Truckcorps pricing delivery in this manner in lieu of a firm fixed price for shipments nationwide.</p> <p>Our goal is to keep shipping at a low per mile rate under industry standards. We are successful in doing so using a list of companies that we have compiled for shipping our products. When a unit is ready to ship, we first put out a shipping broadcast to all our transportation companies in a competitive bid scenario to get the best shipping price. Next, we evaluate our history with the transportation company, based on positive customer feedback after previous delivery experiences. Then, we consider the delivery date and time proposed by each vendor, selecting only those that will perform delivery in accordance with the customer's expectation of arrival. Finally, Truckcorp selects the transportation company that proposes the lowest price and has a proven positive past performance with Truckcorp customers, that will meet the current customer's desired date and time to receive delivery.</p> <p>A Truckcorp shipping coordinator will be in contact with the customer at time of pick up, during transit, and at time of delivery. The shipping coordinator will work with the customer and will provide solutions whenever applicable. Examples of circumstances that could require additional assistance from Truckcorp's shipping coordinator include the instance that the equipment being delivered need to be unstacked, when there are special delivery requirements, and in circumstances where a special service is needed to set up or off load the equipment (i.e. a third-party crane service is necessary for off-loading). Any additional assistance that our shipping coordinator provides to the customer is at the courtesy of Truckcorp; customers will not be billed nor will additional costs incurred be made at the expense of the customer."</p> |
| 63        | Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.                                                                                                                                                                                                                                                                                                                                              | <ul style="list-style-type: none"> <li>The same competitive method of calculating travel and delivery charges as listed in number 14 above also apply for Alaska, Hawaii, Canada, or OConus. Truckcorp offers door-to-door delivery programs for shipping to those areas outside of the continental U.S. or any other location offshore. Each specific Sourcwell quotation shall include travel expense, delivery or shipping costs at the time of quotation, if applicable.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 64        | Describe any unique distribution and/or delivery methods or options offered in your proposal.                                                                                                                                                                                                                                                                                                                                                                                        | <ul style="list-style-type: none"> <li>Truckcorp has a list of companies that we use for shipping. When a unit is ready to ship, we put out a shipping broadcast to all our transportation companies in a competitive bid scenario to get the best shipping price. We also consider our history with the company based on positive delivery feedback when choosing a vendor. Lastly, we consider the time of arrival and delivery as well when choosing a vendor, so it is not always the lowest price.</li> <li>In order to be most cost effective for the customer, Truckcorp may deploy many different types of delivery methods. These include the use of power only trucks, flatbed trailers, stepdecks, cargo containers, ships (roll-on/roll-off, breakbulk), etc.</li> </ul> <p>We also have the ability to stack products to save Sourcwell on shipping costs when possible."</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |

**Table 12: Pricing Offered**

| Line Item | The Pricing Offered in this Proposal is: *                                                                                    | Comments |
|-----------|-------------------------------------------------------------------------------------------------------------------------------|----------|
| 65        | c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments. |          |

**Table 13: Audit and Administrative Fee**

| Line Item | Question                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 66        | Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell.<br><br>This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.<br><br>Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. | "Truckcorp's Self-audit Process in Compliance with this proposal made to Sourcewell:<br><br>Each offer will include a pricing sheet that Sourcewell may cross-reference against Truckcorp's option list to validate that we have held pricing for the offered item to the contract amount. Truckcorp regularly performs this audit for several contracts. To remain competitive and ensure our client's receive best value, this same sheet also includes a line item for discount since Truckcorp continually updates its pricing to stay current among market trends and cost of goods and services, etc.<br><br>Truckcorp shall maintain a logbook designated to orders received under this contract, if awarded, where all data and information above will be recorded and kept in compliance with Sourcewell's record-retention requirements. Truckcorp will refer to this logbook each quarter to compile a report of all sales acquired under this contract in the quarter, calculate the administrative fee using the proposed percentage of sales resulting from this contract, and complete a Quarterly Report for submission to Sourcewell with payment of the calculated administrative fee enclosed." |
| 67        | If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.                                                                                                                                                                                                                                                                                                                                                                                  | "1. We use a CRM/ERP System that all incoming leads are sent. This tracks where the lead comes, was it converted to a sale, where it came from, what contract, etc. We can run reports based on this data to review success of lead generations & how we are doing on each contract.<br>2. We have a central sharepoint in the that tracks company KPI's for success and to identify where we need improvements. This is the same for our contracts and sales/marketing success. They are reviewed quarterly.<br>3. An awarded contract number is tied to every quote that is based off the contract and then tied to the order processing documentation. This not only allows us to track admin fee payments but run reports for sales and others to see how we are doing on the contract."                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 68        | Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods.<br><br>(See the RFP and template Contract for additional details.)                                                                                                          | Truckcorp proposes to pay Sourcewell an administrative fee for facilitating, managing, and promoting the Sourcewell Contract in the event that we are awarded a Contract. Truckcorp's proposed administrative fee is the amount equal to 2% of Truckcorp's quarterly sales acquired through this Contract.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |

**Table 14A: Depth and Breadth of Offered Equipment Products and Services**

Proposers submitting a proposal in Category 1 as defined herein will be submitting in the broad category that includes all types of engines, fuel, and propulsion systems. For example, if a Proposer offers chassis and cabs with Internal Combustion Engines (ICE) as well as chassis and cabs with electric propulsion systems the Proposer should designate it is seeking an award in Category 1 **only**. Proposers seeking an award in Category 2, as defined herein, must include at least one solution offered within the scope of Category 2 for electric propulsion systems **only**.

| Line Item | Category Selection *                                                |
|-----------|---------------------------------------------------------------------|
| 69        | Category 1: All engines, fuel, and propulsion type chassis and cabs |

**Table 14B: Depth and Breadth of Offered Equipment Products and Services**

| Line Item | Question                                                                                                                                         | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 70        | Provide a detailed description of the equipment, products, and services that you are offering in your proposal.                                  | "Truckcorp is offering a full range of products that fall under Class 4 - 8 Chassis & Cabs with Related Equipment & Accessories.<br><br>Our full manufacturing line of products offered and eight (8) vendor/partner products of which we are a dealer and/or they are a dealer of our products. The products offered are as follows:<br><br>Chassis Class 4 - 8 Type Products - Total of Sixteen (16) Products<br>Turn Key Solutions Consisting of the following: Ninety Four (94) Turnkey Chassis & Body Solutions<br>Dump Trucks<br>Hydraulic Excavators<br>Service Trucks<br>Flatbed Trucks<br>Landscape Trucks<br>Grapple Trucks<br>Snow & Ice Trucks (Plow Trucks)<br>Digger Derrick Trucks & Arborists Trucks<br><br>Product Body Categories are below: Total Bodies Offered Exceed 250 different body options<br>1. Truck Chassis, Turnkey Solutions &/or Bodies for the Agriculture industry..<br>2. Truck Chassis, Turnkey Solutions &/or Bodies for the Arctic areas, this is very custom and highly specialized products.<br>3. Truck Chassis, Turnkey Solutions &/or Bodies for the Construction industry.<br>4. Truck Chassis, Turnkey Solutions &/or Bodies for the Emergency & Fire industry.<br>5. Truck Chassis, Turnkey Solutions &/or Bodies for the Food & Beverage industry.<br>6. Truck Chassis, Turnkey Solutions &/or Bodies for the Waste industry.<br>7. Truck Chassis, Turnkey Solutions &/or Bodies for the Fuel and Energy industry.<br>8. Truck Chassis, Turnkey Solutions &/or Bodies for light and heavy equipment of all industries.<br>9. Truck Chassis, Turnkey Solutions &/or Bodies for snow and ice removal.<br>10. Truck Chassis, Turnkey Solutions &/or Bodies for material handling<br>11. Truck Chassis, Turnkey Solutions &/or Bodies for government use in all segments of the government, state, local, municipal, education/school sector and federal governmental agencies.<br>12. Custom Trucks/Trunkey solutions can be engineered or customized to meet most customer needs.<br><br>Options offer are over 15,000 options.<br><br>Please see the downloads page of this bid, attachment titled, "Truckcorp_Sourcewell_Product_PL_2024" |
| 71        | Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.         | "Truckcorp lists all makes, models and components/options in the price list attached called Truckcorp_Sourcewell_Product_PL_2024 representing<br><br>A total of 16 Chassis products Covering all classes 4 - 8<br>A total of 94 TurnKey Solutions (Dump, Grapple, Lift, Flatbed, Service, Snow & Ice, Digger and more complete truck packages with mounted bodies)<br>A total of over 250 different body options<br>A total of over 15,000 options to meet near any customers needs."                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 72        | Describe any manufacturing processes or materials utilized that contribute to chassis strength, cab strength, overall durability, driver safety. | All TruckCorp products are manufactured at one of our facilities either in the US or Canada. We have a traveler that moves around the shop with the product so we know who, what, when and where each portion of the manufacturing process was completed using what tools or equipment. This is important to know the product was manufactured correctly using the proper materials, welds, bolts and torque values, etc. This process allows for superior monitoring of not only our quality but our suppliers quality. It is because of this that any manufacturing errors and insight into issues in                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |

the field can be traced back to a particular batch of parts or an individual that completed the task in the manufacturing process.

We use the highest quality materials that exceed most NHTSA, TMC, CTEA or SAE standards for the U.S. & Canada. One material in particular is that our dump bodies are made of hardened Brinell 400/450 or even Hardox 500 TUF providing a durable strong body that will last.

Brandon Dump Bodies utilize a breakthrough technology exclusive to Brandon Manufacturing call the Flex-System. This system is described as follows:

#### MODULAR, FLEXIBLE & DURABLE

The FLEX-SYSTEM is essentially a set of universal, robust parts that allows you to adapt your truck body so that it can be configured how you need it, when you need it and with little time and effort. This system is composed of three modules: the Flex-Gate, the Flex-Parts, and from fall 2021, the Flex Body.

THE FLEX-GATE CAN BE ADJUSTED QUICKLY AND EASILY, WITH NO WELDING NEEDED !

Manufactured in one piece, therefore without any welding, the Flex-Gate door offers great resistance to shock and vibrations, and is still 30% lighter than your current door. Since there is absolutely no welding, there's no risk of cracking over time. In addition, the Flex-Gate gives you three door configurations, ready in a few minutes

- single-action top opening ;
- raised opening ;
- barn door type opening ;
- double-action opening :

Our Peterbilt Chassis use FIVE 5/8" huck fasteners on each side of the crossmembers in the frame. This gives the absolute strongest frame in the industry - up to 600% stronger.

Most of Peterbilt's conventional cabs (325/330/337/348/365/367/389) are constructed of aluminum and are fastened together with adjoining aluminum sheets overlapped (lap- seam construction) and fastened with aircraft quality huck fasteners. Peterbilt's other conventional cabs (567579) use the same lap-seam process but use robotically punched henrob fasteners along with 2 adhesives (structural & acoustic) to fasten the cab together.

This superior frame and cab construction contributes to Peterbilt having 94% of it's trucks in-serviced in 1999 STILL being in-serviced in 2019! - Class leading durability.

Safety features include:

Bendix ESP Stability Control System  
Bendix Wingman collision mitigation Meritor OnGuard  
Smart Traction Control Battery disconnect switches  
Auto Neutral activates with parking brake Brake lock PTO control  
Seat belt and occupancy sensor Remote keyless entry  
Optional Severe Service Cab Orange/Red seat belts  
RollTek Air-bag equipped seats

Other Peterbilt features & benefits/advantages:

#### FRAME

- Steel rails with gussets to maximize RBM.
- Huck bobtail fasteners provide a consistent and durable clamping force up to 600% greater than bolted frames.
- Tamper resistant round head and collar offers improved paint adhesion and corrosion resistance. Swage indicating features on collar allows for visual inspection of clamped joint.
- 3-piece C-Channel crossmember with cast gussets for the strongest crossmembers in the industry.
- Each crossmember is attached with FIVE 5/8" huck fasteners making for the strongest frames in the industry.
- Rubber-lined clamps along frame rail to protect air & electric lines routed in frame.
- Chassis hose and wiring bundles conveniently routed through gussets provides protection for lines.
- Stanard front wheel mudflaps reduce road spray, help maintain a cleaner truck and better visibility.
- Two frame mounted tow pins standard. STEER AXLE
- Available with set forward front axle configuration for a smoother ride or set back front axle configuration for increased maneuverability and optimized weight distribution.
- Factory front axle alignment to improve handling and reduce tire wear.
- Zerk fittings on tie rod ends, king pins, and draglink ball joints for ease of maintenance and help extend service life of components.
- Greaseless spring pins reduce maintenance and improve ride quality.
- Standard oil seals for long lasting leak protection.
- Cognis EMGARD® Synthetic Axle Lube reduces wear and extends maintenance intervals, resulting in increased uptime. Provides improved fluid flow to protect components in extreme cold conditions and withstand the stress from high temperatures, extending component life.
- Glidekote splines on steering shaft extend service life of components. DRIVE AXLE
- Laser factory axle alignment (accurate to .030 of an inch) to improve handling and reduce tire wear.
- Magnetic rear axle oil drain plug captures and holds any metal fragments in drive axle lube to extend service life.
- Parking brakes on ALL drive axles for optimal performance.
- Cognis EMGARD® Synthetic Axle Lube for all Rear Axles. ENGINES & RELATED SYSTEMS
- Magnetic engine oil drain plug captures and holds any metal fragments in engine oil to extend service life.
- Silicone radiator and heater hoses enhance value, durability and reliability.
- ClimaTech extended life coolant extends maintenance intervals which reduces maintenance costs.
- Low coolant level sensor warns of low coolant condition to prevent engine damage.
- Constant tension and torque band clamps reduce leaks.
- Stainless steel hard-line manifold reduces coolant hoses in the engine compartment to improve durability and appearance.
- Thermal fuse in the air conditioning compressor clutch allows the pulley to free spin in the event of a compressor failure, thus reducing belt wear and vehicle downtime.
- Weather pack silicone sealed electrical chassis connectors enhance value, durability and reliability.
- 12 Volt System with circuit protection for reliable easy maintenance and service.
- Composite fan is light-weight but strong and corrosion resistant.
- Full fan shroud, ring and rubber boot improves under hood airflow and provides a robust fan-to-radiator shroud interface for greater cooling capacity.
- Maintenance free 12V batteries provide reliable power for starting and accessories.
- Stranded copper battery cables are double aught (00) or larger to reduce resistance.
- Stainless steel air cleaner straps, brackets and fasteners provide a durable bright finish.
- Molded rubber air intake connections with lined stainless steel clamps seal to prevent contaminants in air intake.
- Washer bottle with 1.3 gallon capacity extends maintenance intervals to refill.
- Polished stainless steel grille with a distinctive punched oval grille pattern provides a durable bright finish.
- Stainless steel flex exhaust tubing & clamps provide durability.
- Optimized exhaust routing to simplify the truck order process and provide optimal performance.
- 5" diameter chrome plated steel standpipe cools exhaust for safety. TRANSMISSION & RELATED SYSTEMS
- Synthetic lubricant to reduce friction, improve efficiency and extend component life.
- Magnetic transmission oil drain plug captures and holds any metal fragments in transmission oil to extend service life.
- Coated driveshaft splines extend service life.
- Configured Clutch to simplify the truck order process and provide optimal performance.
- Torque limiting clutch brake AIR SYSTEM
- Engine mounted air compressor with remote mounted air system filter dryer to

reduce moisture in air system components.

- Teflon-lined, stainless steel braided compressor discharge hose provides long service life in high operating temperatures.
- Schrader valve for charging of air system from external source. FUEL TANKS
- Aluminum fuel tanks with heavy-duty aluminum brackets and stainless steel straps.
- Under cab fuel tanks include steps for cab access.
- Single fuel tank will receive a single draw / single return fuel system.
- Dual fuel tanks will receive dual draw / dual return fuel system equalizes fuel load.
- Top draw fuel plumbing reduces chance of introducing air into the fuel system during low fuel level conditions due to the central placement of the fuel pickup tube.
- Optimized filler neck location on under cab fuel tanks optimizes access and safety.
- Paddle handle filler cap with threadless filler neck to avoid stripping
- Wire braid fuel lines increase durability and reduce potential for leaks.

#### ELECTRICAL SYSTEM

- Multiplex electrical design utilizing the industry standard J1939 data bus that sends multiple signals over a single wire instead of having an individual wire for each function. This allows each component (engine, transmission and instrumentation) to communicate to each other. This design improves reliability and offers increased functionality.
- Proprietary Electronic Service Analyst (ESA) allows dealer to monitor the electrical system, isolate sensors and gauges, and keep a log of service history.
- Automatically resetting circuit breakers in selected circuits
- Braided chassis harness cover provides durability.
- Convoluted tube covering on harnesses protects from chaffing.
- Wires numbered every 4 inches or less for ease of serviceability.
- Power distribution center in cab is centrally located in a protected environment for easy access.

#### CAB / HOOD

- Proprietary all-aluminum cab is light weight and durable for long service life.
- Light-weight, gently sloped, hood with and one-piece grille crown improves air flow and increases visibility.
- Spring assisted 90 degree hood opening for serviceability.
- Proprietary anti-blow-down locking mechanism that keeps the hood open during servicing and prevents unintentional closing.
- Hood latch on each side secures the hood to the cowl.
- Three point rubber cab mounting
- One piece roof reduces potential for leaks.
- Lap seam construction and aircraft fasteners has greater clamp load than rivets.
- Bulkhead style doors provide virtually water-tight, rattle-free performance.
- Extruded aluminum door frames for strength and durability.
- Full length, heavy-duty piano-type stainless steel door hinges and pins provide durability.
- View window in RH door for safety.
- Electric windshield wipers and washers with intermittent wiper function
- Grab handles mounted on cab LH & RH for cab access.
- Convex mirror over RH door and below each rear view mirror for improved visibility and safety

#### CAB INTERIOR

- Upper and lower dash panels in a dark charcoal color that is not only easier to clean and shows less scratches and scuffs, but also improves driver visibility due to less glare.
- Contoured door pads featuring integrated ergonomic armrests for driver comfort
- LH & RH door mounted map pockets with built-in courtesy lights
- Power lift passenger window controls integrated into the door panel are within easy reach of the driver for safe and convenient operation.
- Padded vinyl headliner is easy to clean.
- Two inside sunvisors with map straps provide driver and passenger comfort and convenience.
- Two coat hooks for driver and passenger convenience.
- Integrated cup holder in dash
- Cast rubber flooring with integral sound barrier.
- Heater / air conditioner with dedicated side window defroster
- Adjustable steering column
- Key start ignition for an automotive feel.
- Ignition and doors keyed alike for driver convenience.
- Cigar lighter and ashtray with power port
- Integrated "dead pedal" for driver comfort.
- Five ergonomically positioned entry / egress grabhandles
- Proprietary non-slip threshold plate accented with a chrome inset and Peterbilt Red Oval adds a touch of Peterbilt class to safety and convenience.
- Header mounted dome light
- Driver and passenger dome and reading lights
- Footwell lighting
- 12-volt power outlet in dash
- Peterbilt in-dash Navigation System available LIGHTS
- State-of-the-art halogen projector module pod headlights increase visibility.
- 'Headlight On Warning' when headlights are active with door open and ignition off. The high beam headlamp icon flashes and sounds an audible alarm.
- Headlights turn on automatically when windshield wiper blades are activated.
- Polished cast aluminum headlight pod housing with LED side-turn indicators and an impact resistant lens matches durability with style.

#### DASH & INSTRUMENTATION

- Driver Information Display that allows the driver to view diagnostic information and monitor truck system behavior. Information such as fuel economy, optimum engine speed and engine and transmission system management provides driver feedback and improves operating performance.
- Ergonomic dash provides enhanced driver comfort and productivity.
- Dash features an "in-mold" color process that imbeds the color into the material making the color permanent and eliminating peeling and fading.
- LED backlit gauges to prevent eye fatigue.
- Standard warning lights with audible alarm for high coolant temperature, low oil pressure and low air pressure
- Warning indicators for high beam, parking brake, turn signals, low fuel, road surface ice potential
- Seat belt reminder
- Cruise control for driver convenience.
- Rocker switches with long-life LED indicators that are easy to reach for driver safety and convenience.

#### PAINT

- The best paint in the industry: Dupont Imron Elite two-stage non-metallic paint, one color cab / hood

Our Kenworth chassis are assembled with 120,000 PSI, North American steel. They also offer several different frame rail sizes up to 11-5/8" in order to accommodate each application. Kenworth provides heavy duty bolted crossmembers which provide superior strength, durability, and serviceability over standard welded or stamped steel crossmembers. Each order is analyzed by a team of engineers to make sure that the chassis is spec'd properly and will be capable of the intended service.

Kenworth uses high strength aluminum cabs and overall high quality materials and components. The Kenworth conventional product line utilizes aluminum cab construction which has been proven in the field to have industry leading durability. Not only are aluminum cabs lighter than stamped steel, they are also corrosion resistant. Because Kenworth was founded by building rugged vocational trucks, our cabs need to be able to withstand logging roads and other severe duty off road applications.

Kenworth offers a wide array of safety related options including automatic traction control, roll stability, collision avoidance systems such as Bendix Wingman Advanced and Bendix Fusion that includes collision avoidance and lane departure, side object detection systems, smart steering wheels for hands on controls, and other driver safety systems that continually enhance driver comfort and safety.

|    |                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         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| 73 | Describe any differentiating serviceability attributes (remote diagnostics, etc.) your proposal offers. | <p>Our Brandon Dump Bodies utilize a breakthrough technology exclusive to Brandon Manufacturing call the Flex-System. This system is described as follows:</p> <p>MODULAR, FLEXIBLE &amp; DURABLE</p> <p>The FLEX-SYSTEM is essentially a set of universal, robust parts that allows you to adapt your truck body so that it can be configured how you need it, when you need it and with little time and effort. This system is composed of three modules: the Flex-Gate, the Flex-Parts, and from fall 2021, the Flex Body.</p> <p>THE FLEX-GATE CAN BE ADJUSTED QUICKLY AND EASILY, WITH NO WELDING NEEDED !</p> <p>Manufactured in one piece, therefore without any welding, the Flex-Gate door offers great resistance to shock and vibrations, and is still 30% lighter than your current door. Since there is absolutely no welding, there's no risk of cracking over time. In addition, the Flex-Gate gives you three door configurations, ready in a few minutes</p> <ul style="list-style-type: none"> <li>• single-action top opening ;</li> <li>• raised opening ;</li> <li>• barn door type opening ;</li> <li>• double-action opening :</li> </ul> <p>The hoods on our Peterbilt trucks tilt a full 90-degrees providing class-leading engine compartment access for optimum serviceability of all components. All other OEMs hood tilt at approximately 75% or worse.</p> <p>In addition, Peterbilt's cabs do NOT have dog-houses which push the back end of the engine into the cab. Peterbilt's engine bay with no dog-house provides the best engine access for service in the industry.</p> <p>Peterbilt's 2-piece windshield offering provides for the lowest cost AND shortest downtime when replacing broken windshields. Approximately \$75 &amp; 30 minutes vs approximately \$400 &amp; 3-4 hours vs 1-piece windshields. Peterbilt offers individually replaceable gauges that allow for fast &amp; inexpensive gauge replacement. Approximately 10 minutes &amp; \$50 to replace a gauge in the gauge "cluster" vs ALL other OEMs needing the entire cluster replaced if 1 gauge goes out - approximately \$1,200 &amp; 1-2 hours.</p> <p>Peterbilt's cabin air filter is located out of the elements and easy to access near the passenger footwell. Other OEMs have external cabin air filters that require the windshield cowl to be removed and are exposed to the elements.</p> <p>Peterbilt uses weatherpack connectors with o-ring seals on wiring connection points to keep the elements out and provide secure connections. All wires clearly numbered (every 4 inches) and include aluminum tags to help identify them for easier service.</p> <p>Air lines are color-coded for simple tracing.</p> <p>Published Labor Times for Common Maintenance and Repair Items Show that a Peterbilt can Save up to 20% on Labor Costs</p> <p>Peterbilt conventional Medium-Duty trucks and 365/367/389 use a 3/8" piano hinge for door mounting. Other OEMs use light-duty-automotive style hinges (2). Piano hinge maintains door alignment over the life of the truck vs door alignment required for other OEMs. Improper door alignment wears the rubber-seal/weatherstripping and can even wear metal, causing element &amp; wind noise intrusion as well as corrosion.</p> <p>Peterbilt trucks come standard with on-board-diagnostics, visible to the driver via the "Driver Information Display". The on-board diagnostics will alert the driver of a fault code and provide the fault code number and a brief description. If the fault requires service soon or immediately the display will provide the driver with the level of the fault and the time (in hours) to de-rate and if severe, the time in hours to (shut- down). If, for example, a fault has a time in hours to de-rate of 5-hours and the operator has only 2 hours left in their route, they can finish their route and return to their shop or take to the dealer at the end of their route. Without on-board- diagnostics and just a simple dash light, operators would often times cut their route off as soon as the light illuminated.</p> <p>Peterbilt also offers Remote-diagnostics via our SmartLinq system. SmartLinq (free for the first 2 years on all Class 8 Peterbilt Models) provides the same information noted above (on-board-diagnostics) but additionally through a desktop and/or mobile app format. The SmartLinq web portal can be set up for management by one or several fleet personnel and provides a dashboard that will display a map of all SmartLinq-enabled trucks the fleet operates. The vehicles move on the map in real time and will display color-coded symbols to denote their current operating status (i.e. green-normal, yellow-service soon, red-service now, etc.). Each truck can be clicked on for more detailed information. Email notifications can be set up to alert the fleet SmarLinq administrator(s) when a truck experiences a fault code and can be tailored to only alert when faults are mission disabling, etc. More information can be found at <a href="https://www.peterbilt.com/innovation/technology/smartLINQ">https://www.peterbilt.com/innovation/technology/smartLINQ</a></p> <p>Peterbilt dealers offer "RapidCheck" service. Peterbilt launched the Rapid Check service program to provide diagnostics and an estimate of repairs in two hours or less.</p> <p>The program is available through a dealer.</p> <p>Within two hours, Rapid Check provides basic vehicle diagnostics, with more complex diagnostics if necessary. The information is evaluated and repairs are provided along with an estimated time needed to complete the work - again; all within 2 hours.</p> <p>The service is being offered to maximize customer uptime. The service is available for ANY truck make or model, not just Peterbilt.</p> <p>Our Kenworth Truck models have Truck Tech Plus on nearly all Kenworth models with Paccar or Cummins engines. This technology allows fleet operators as well as the internal Kenworth team to monitor the truck s status and overall health while on the road. Not only is Truck Tech Plus a remote diagnostics system, it also provides insights as to what is actually triggering the fault rather than just displaying error codes. Once a fault is detected, the severity is determined and the driver can be advised to immediately find the next dealership or whether the fault can be addressed at the next scheduled service in order to maximize the amount of uptime. Over the air remote engine updates are also available on select engines and configurations.</p> |
|----|---------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------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**Table 15: Category 1 - Depth and Breadth of Offered Equipment Products and Services**

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.  
 Proposers submitting a proposal in Category 1 will be submitting in the broad category that includes all types of engines, fuel, and propulsion systems. See RFP Section II. B. 1 for details.

We will not be submitting for Table 15: Category 1 - Depth and Breadth of Offered Equipment Products and Services

| Line Item | Category or Type                                                                             | Offered *                                                        | Chassis Type (ICE and/or BEV)               | Comments                                                                                                                                                                                                                                                                 |
|-----------|----------------------------------------------------------------------------------------------|------------------------------------------------------------------|---------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 74        | Class 4 chassis                                                                              | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Internal Combustion Engine fuel types (ICE) | Regular Cab & Crew Cab<br>Truck Only<br>Turnkey Solutions ready to be put to work.<br>Truck bodies for installation, over 250.<br>Custom options from our options list including vendor/partner options lists.<br>Up to 16,000 LBS GVW                                   |
| 75        | Class 5 chassis                                                                              | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Internal Combustion Engine fuel types (ICE) | Conventional cab.<br>Truck only.<br>Turnkey Solutions ready to be put to work.<br>Truck bodies for installation, over 250.<br>Custom options from our options list including vendor/partner options lists.<br>Up to 19,500 LBS GVW                                       |
| 76        | Class 6 chassis                                                                              | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Internal Combustion Engine fuel types (ICE) | Conventional cab & Cab-Over.<br>Trucks & tractors.<br>Turnkey Solutions ready to be put to work.<br>Truck bodies for installation, over 250.<br>Custom options from our options list including vendor/partner options lists.<br>Up to 26,000 LBS GVW and 52,000 LBS GVWR |
| 77        | Class 7 chassis                                                                              | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Internal Combustion Engine fuel types (ICE) | Conventional cab & Cab-Over.<br>Trucks & tractors.<br>Turnkey Solutions ready to be put to work.<br>Truck bodies for installation, over 250.<br>Custom options from our options list including vendor/partner options lists.<br>Up to 33,000 LBS GCW and 66,000 LBS GVWR |
| 78        | Class 8 chassis                                                                              | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Internal Combustion Engine fuel types (ICE) | Conventional cab & Cab-Over.<br>Trucks & tractors.<br>Turnkey Solutions ready to be put to work.<br>Truck bodies for installation, over 250.<br>Custom options from our options list including vendor/partner options lists.<br>Up to 160,000 LBS GVWR.                  |
| 79        | Related equipment, accessories, parts, upfitting, services, used chassis and Class 3 chassis | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Internal Combustion Engine fuel types (ICE) | 94 Total Turnkey solutions spread across Classes 4 - 8 a list of turn key solutions can be found on the price list labeled, along with custom options. TruckCorp_Sourcewell_Product_PL_2024                                                                              |

**Table 16: Category 2 - Depth and Breadth of Offered Equipment Products and Services**

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.  
 Proposers seeking an award in Category 2, as defined herein, must include at least one solution offered within the scope of Category 2 for electric propulsion systems **only**. See RFP Section II. B. 1 for details.

We will not be submitting for Table 16: Category 2 - Depth and Breadth of Offered Equipment Products and Services

| Line Item | Category or Type                                                                             | Offered *                                             | Comments |
|-----------|----------------------------------------------------------------------------------------------|-------------------------------------------------------|----------|
| 80        | Battery Electric Vehicle (BEV)<br>Class 4 Chassis                                            | <input type="radio"/> Yes<br><input type="radio"/> No |          |
| 81        | Battery Electric Vehicle (BEV)<br>Class 5 Chassis                                            | <input type="radio"/> Yes<br><input type="radio"/> No |          |
| 82        | Battery Electric Vehicle (BEV)<br>Class 6 Chassis                                            | <input type="radio"/> Yes<br><input type="radio"/> No |          |
| 83        | Battery Electric Vehicle (BEV)<br>Class 7 Chassis                                            | <input type="radio"/> Yes<br><input type="radio"/> No |          |
| 84        | Battery Electric Vehicle (BEV)<br>Class 8 Chassis                                            | <input type="radio"/> Yes<br><input type="radio"/> No |          |
| 85        | Related equipment, accessories, parts, upfitting, services, used chassis and Class 3 chassis | <input type="radio"/> Yes<br><input type="radio"/> No |          |

**Table 17: Exceptions to Terms, Conditions, or Specifications Form**

**Line Item 86. NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Contract terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Contract Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Contract.

|                                                            |                                                       |
|------------------------------------------------------------|-------------------------------------------------------|
| <b>Do you have exceptions or modifications to propose?</b> | <b>Acknowledgement *</b>                              |
|                                                            | <input type="radio"/> Yes<br><input type="radio"/> No |

**Documents**

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcwell.
  3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
  4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
- [Pricing](#) - TruckCorp\_Sourcwell\_Product\_PL\_2024.pdf - Thursday March 28, 2024 12:30:24
  - [Financial Strength and Stability](#) - Financial\_Strength\_&\_Stability.zip - Thursday March 28, 2024 12:31:55
  - [Marketing Plan/Samples](#) - Marketing.zip - Thursday March 28, 2024 12:38:20
  - [WMBE/MBE/SBE or Related Certificates](#) - Related\_Certificates.zip - Thursday March 28, 2024 12:40:33
  - [Warranty Information](#) - TruckCorp\_&\_Supplier\_Warranties\_Combined.pdf - Thursday March 28, 2024 12:41:10
  - [Standard Transaction Document Samples](#) - Standard\_Transaction\_Document\_Samples.zip - Thursday March 28, 2024 13:04:56
  - Requested Exceptions (optional)
  - [Upload Additional Document](#) - Additional\_Documents.zip - Thursday March 28, 2024 13:07:33

**Addenda, Terms and Conditions**

**PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE**

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Will Ballas, Vice President, TruckCorp LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

Yes  No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

| File Name                                                                                 | I have reviewed the below addendum and attachments (if applicable) | Pages |
|-------------------------------------------------------------------------------------------|--------------------------------------------------------------------|-------|
| <b>Addendum_7_Class 4-8 Chassis and Cabs _RFP_032824</b><br>Thu March 21 2024 08:45 AM    | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_6_Class 4-8 Chassis and Cabs _RFP_032824</b><br>Wed March 20 2024 12:36 PM    | <input checked="" type="checkbox"/>                                | 3     |
| <b>Addendum_5_Class 4-8 Chassis and Cabs _RFP_032824</b><br>Mon March 18 2024 12:01 PM    | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_4_Class 4-8 Chassis and Cabs _RFP_032824</b><br>Wed March 6 2024 09:38 AM     | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_3_Class 4-8 Chassis and Cabs _RFP_032824</b><br>Wed February 21 2024 04:08 PM | <input checked="" type="checkbox"/>                                | 2     |
| <b>Addendum_2_Class 4-8 Chassis and Cabs _RFP_032824</b><br>Wed February 14 2024 04:12 PM | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_1_Class 4-8 Chassis and Cabs _RFP_032824</b><br>Thu February 8 2024 04:24 PM  | <input checked="" type="checkbox"/>                                | 1     |