

**Solicitation Number: RFP #101221****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Gradall Industries, Inc., 406 Mill Ave. SW, New Philadelphia, OH 44663 (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 Sewer Vacuum, Hydro-Excavation, and Municipal Pumping Equipment with Related Accessories and Supplies 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.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires November 29, 2025, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.
- C. **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 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. 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 Sourcewell for this Contract and must provide prompt notice to Sourcewell 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, 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 Sourcwell 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 Agreement 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, stored, used, 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. As applicable, Supplier agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Supplier in violation of applicable patent or copyright laws.

5. 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-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. *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 Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell 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 Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell 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 Sourcewell 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 not 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 an 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

Sourcwell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcwell 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.

Sourcwell

Gradall Industries, Inc.

DocuSigned by:
Jeremy Schwartz
By: C0FD2A139D06489...
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 11/23/2021 | 8:49 PM CST

DocuSigned by:
Thomas J Yanders Jr
By: 8F246DC3683B436...
Thomas J. Yanders Jr.
Title: Asst. Prod. Manager
Date: 11/29/2021 | 9:33 AM CST

Approved:

DocuSigned by:
Chad Coauette
By: 7E42B8F817A64CC...
Chad Coauette
Title: Executive Director/CEO
Date: 11/29/2021 | 10:29 AM CST

RFP 101221 - Sewer Vacuum, Hydro-Excavation, and Municipal Pumping Equipment with Related Accessories and Supplies

Vendor Details

Company Name: Gradall Industries, Inc.
406 Mill Ave. SW
Address: New Philadelphia, OH 44663
Contact: Thomas Yanders
Email: tjyanders@gradall.com
Phone: 330-339-2211 8314
Fax: 330-339-8468
HST#: 74-2660540

Submission Details

Created On: Thursday September 30, 2021 07:57:15
Submitted On: Tuesday October 12, 2021 12:44:48
Submitted By: Thomas Yanders
Email: tjyanders@gradall.com
Transaction #: 3ea4880f-6c64-4689-beaf-3c0db34dbdf8
Submitter's IP Address: 12.54.42.42

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

General Instructions (applies to all Tables) Sourcwell 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")	Gradall Industries, Inc.
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	N/A
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	N/A
4	Proposer Physical Address:	406 Mill Ave. SW New Philadelphia, Ohio 44663
5	Proposer website address (or addresses):	www.vacall.com
6	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):	Thomas J. Yanders Jr. Asst. Product Mgr. - Vacall Product tjyanders@gradall.com 330-284-1804
7	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Thomas J. Yanders Jr. Asst. Product Mgr. - Vacall Product tjyanders@gradall.com 330-284-1804
8	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	N/A

Table 2: Company Information and Financial Strength

Line Item	Question	Response *
9	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.	In February 2006, The Alamo Group, a large holding corporation that is headquartered in Sequin, Texas purchased Gradall Industries including its Ohio manufacturing facility, equipment, tooling and intellectual property involved in their excavator product line. Since the 1940s, the Gradall name has been known world-wide for quality, innovation and versatility, producing exceptional machines for government entities as well as privately owned contractors. In May 2006, the Alamo Group purchased the Vacall product line of street sweepers, catch basin cleaners, roadway debris vacuum systems and sewer cleaner machines. Alamo subsequently turned over all of Vacall product design, production, sales, support and marketing to Gradall Industries, Inc. moving the entire entity to their New Philadelphia, Ohio plant where the excavators have been manufactured since 1950. Re-established as a stand-alone business, Gradall Industries, Inc. continues to design, produce, sell and market the Gradall and Vacall Product lines. Since the early days over 20,000 excavators bearing the Gradall Logo have been produced and shipped to nearly every country worldwide. Total employment, at times, has reached over 1,000. The Vacall line of street sweepers and catch basin cleaners are powerful and versatile with uses including, but not limited to, removal of wet and dry leaves, spill elimination, cleaning of sludge beds and roadway sweeping. The Vacall line of sewer cleaners features the AllJetVac Combination Sewer Cleaner, AllExcavate Hydro-Excavator, AllCatch High-Performance Vacuum, AllSweep High Performance Sweeper/Vacuum & the AllVac High Performance Industrial Vacuum. All models are comprised of rugged designs along with the latest state of the art technology and features available on the market today.
10	What are your company's expectations in the event of an award?	Vacall Sales through the current Sourcewell Contract have steadily increased both overall and as a percentage of sales. This success is the direct result of a focused effort to market and integrate the contract into our day to day sales process and quoting systems and we fully expect that trend to continue.
11	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.	Gradall Industries, Inc. is wholly owned by The Alamo Group, a publicly traded company on the New York Stock Exchange (ALG). All of their financial reporting is public information governed by the SEC and available on their website at www.alamo-group.com . The latest Annual Report from 2020 is attached for your reference.
12	What is your US market share for the solutions that you are proposing?	In the sewer truck U.S market, the Vacall All Jet Vac models had a market share of 5.5% in 2020 and that number has increased to 8.7% through August of 2021 in all sizes. In the 10 yard and larger class, the numbers are even higher for both 2020 and 2021 to date. The Vacall Jetter AJ16 had a market share of 3.7% in 2020 but that has increased through August of 2021 to 9.4%. For the hydro-excavator market, Vacall had a market share of 4.0% in 2020 but that has decreased slightly to 3.1% through August of 2021 for units above 10 yard capacity. The catch basin industry does not currently have comprehensive reporting of Market Share so any numbers currently cited are purely speculative at best. Based upon our 15 years of sales experience and knowledge of the marketplace we believe we are the leading manufacturer of Catch Basin units at or above 13 Cu Yd. of Debris Capacity.
13	What is your Canadian market share for the solutions that you are proposing?	In the sewer truck Canada market, the Vacall All Jet Vac models had a market share of 5.9% in 2020 and that number has increased to 9.4% through August of 2021 in all sizes. In the 10 yard and larger class, the numbers show a similar increase like the U. S market for 2020 and through August 2021. Currently, the market for jetter trucks in Canada is small and Vacall did not have any sales since 2020. The Vacall dealer network in Canada is marketing those units as this appears to be an untapped area for sales. Canada's hydro-excavator market share for Vacall was at 7.3% for 2020 but has dropped to 2.0% in 2021 for the 10 yard size and larger. The catch basin industry does not currently have comprehensive reporting of Market Share so any numbers currently cited are purely speculative at best. Based upon our 15 years of sales experience and knowledge of the marketplace we believe we are the leading manufacturer of Catch Basin units at or above 13 Cu Yd. of Debris Capacity.
14	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No
15	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. 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? 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?	B. Vacall employs a Territory-based Account Management Team who are located strategically across North America and a Factory-based Service and Parts Organization. Each of our Dealer Employed Salesmen work directly with a Dedicated Account Manager from Vacall within each Territory. For Service, Parts & Warranty support each Dealer is expected to call the Factory and if needed we will send out Factory Experts to help with issues in the field.
16	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.	In order for Vacall to conduct business throughout North America it is necessary to maintain Converter's Licenses in some states. These are Louisiana, Colorado, Texas, Florida and Virginia. In addition to these licenses and since we are an Ohio based bodybuilder we must carry an Ohio Vehicle Dealers License in that state as well.
17	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	We have had no Suspensions or Disbarments.

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *	
18	Describe any relevant industry awards or recognition that your company has received in the past five years	Annually we have received recognition for new & existing Vacall models from editors of leading trade publications, including the Contractor's Choice award from Road & Bridges.	*
19	What percentage of your sales are to the governmental sector in the past three years	2018 - 60% 2019 - 50% 2020 - 57%	*
20	What percentage of your sales are to the education sector in the past three years	N/A. We have not had a requirement for the education sector.	*
21	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	NY OGS 2018 - \$550,645.06 2019 - 0\$ 2020 - 0\$	*
22	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	We are part of the GSA Contract but we are not the contract holder.	*

Table 4: References/Testimonials

Line Item 23. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
City of New Philadelphia 150 East High Avenue New Philadelphia, OH 44663	Ron McAbier	330-364-1242 Ext. 1242	*
City of Reynoldsburg 7806 E. Main Street Reynoldsburg, OH 73068	Keith Kundtz	614-322-5800	*
City of Bedford & City of Macedonia 165 Center Road Bedford, Ohio 44146	Leon Karas	(330) 468-8330	*

Table 5: Top Five Government or Education Customers

Line Item 24. 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 *	
N/A	Government	Florida - FL	Sewer Cleaning	8 orders averaging \$317,984.12 per order	\$2,543,872.92	*
N/A	Government	North Carolina - NC	Sewer Cleaning	5 orders averaging \$351,759.51 per order	\$1,758,797.54	*
N/A	Government	Wisconsin - WI	Hydro-Excavation, Catch Basin Cleaning, Leaf Cleanup, Industrial Vacuuming	4 orders averaging \$293,236.13 per order	\$1,172,944.51	*
N/A	Government	Virginia - VA	Sewer Cleaning	5 orders averaging \$227,815.60 per order	\$1,139,078.01	*
N/A	Government	Washington - WA	Sewer Cleaning	4 orders averaging \$279,919.22 per order	\$1,119,676.88	*

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 *
25	Sales force.	Vacall has Regional Sales Managers located throughout the United States in five different sales regions. Those regions also include Canada. The Regional Managers work with the authorized Vacall distributors in their region to promote, sell and support the Vacall All Jet Vac, All Jet, All Excavate, All Catch Basin and All Vac product lines. It is their responsibility to train the dealer sales staff how to sell the Vacall sweeper, including the benefits of the product as well as the operation. This allows them to develop relationships with the dealers in their regions as well as customers. One of those items is to show dealer sales representatives how Sourcewell works and how beneficial it is for their customers.
26	Dealer network or other distribution methods.	All authorized Vacall dealers have specific areas of responsibility. They are to maintain the relationships with those Vacall customers in their territory. When necessary, they can work with Vacall All authorized Vacall dealers have specific areas of responsibility. They are to maintain the relationships with those Vacall customers in their territory. When necessary, they can work with Vacall Product Support Department to resolve machine issues that may arise.
27	Service force.	Vacall's product support has four Regional Service Managers located throughout the United States as well. They are responsible for aiding the Authorized Vacall dealers in supporting the products before the customer has taken possession of the units and after the sale. They train dealer technicians on proper operation of the units, train them in diagnostics and provide technical documentation. This includes training at the dealer facility as well as factory training at the Vacall facility. They are also available to work with the dealer to provide technical training onsite should the customer request it.
28	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>A.. Customer contacts the local Vacall dealer for a Sourcewell Contract Purchase</p> <p>B.. Determine if local agency is a Sourcewell member *If member proceed *If not a current member-assist agency with online membership application</p> <p>C..Dealer determines product specifications and supplies quote *Pricing-Discout from list-published by Gradall *Contact Jay Yanders for assistance with Sourcewell questions</p> <p>D..Develop Quote with: *Machine Pricing *Freight prepaid, added at shipment *Open market items, if applicable</p> <p>E..Quote presented to local agency *Accepted-proceed to order Process *Denied-Dealer does not proceed</p> <p>F..Dealer places orders</p> <p>G..Dealer receives machine and preps for delivery to local agency</p> <p>H..Dealer delivers machine to customer *perform operator review as needed *file warranty</p> <p>I..Dealer claims Sourcewell credit under program</p> <p>J..Gradall logs Sourcewell sale and compiles sales info to report quarterly</p> <p>K..Gradall Makes Payment to Sourcewell quarterly</p> <p>Once the order is received, it will be handled in the normal process flow. Sourcewell's fee will be calculated off of the total quarterly sales and remitted to Sourcewell. Based on past performance and high dollar volume, Alamo agrees to pay a 1% contract fee on total product sold.</p>
29	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	All sales to Sourcewell Members are through our Dealer Network and all customers are directed to work through them for anything they may need. In the event the dealer cannot provide the help the member needs we publish the names, cellphone numbers and email addresses of our Account Managers directly on the Vacall.com website and they would be happy to help.
30	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Vacall has been a Sourcewell vendor for many years and promotes that association when working with dealer sales staffs on potential machine purchases by a municipal customer. The Vacall regional sales managers motivate municipal customers to become members of Sourcewell if they aren't already. If they are members, they are encouraged to utilize Sourcewell to avoid having to go through a lengthy bid process to get the equipment they want.
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	We have Dealers, Sales Representatives & Service Representatives to cover Canada.
32	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	We have Dealers, Sales Representatives & Service Representatives to cover the entire United States so there is not any geographic area of the United States or Canada that we cannot fully serve.
33	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. 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?	We have Dealers, Sales Representatives & Service Representatives to cover the entire United States so there is not any participating entity that we cannot serve.
34	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Whether sales are in the United States or offshore, sales are treated equally.

Table 7: Marketing Plan

Line Item	Question	Response *
35	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.	We develop an annual marketing communications strategy aimed at educating government decision-makers and contractors about the many uses for Vacall machines, building brand awareness and preference and attracting quality sales leads that we explore in coordination with a dedicated distributor network. Cohesively, we use a broad variety of marketing communications tactics: Print ads, digital ads, email blasts, social media, publicity releases and point of purchase materials. Vacall brands are also promoted in exhibits at major trade shows and Gradall Industries, which manufactures and sells Vacall models, has continuing leadership involvement in industry organizations including AEM. The Vacall product website has a section dedicated to Sourcewell and its partnership with Vacall. This promotes the advantages of utilizing the available Sourcewell contract with links to the Sourcewell Vacall page and the Sourcewell brochure. It makes it easy for a customer to become a member.
36	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Social media is regularly used to target end users and our distributor network. Digital strategies also are used to further promote news, job stories and updates to key marketing and specifications information on our website. In addition, text alerts to distributor sales people are sent out weekly which include announcements of tools that help them in the bidding/sales process. We also provide BidSpec forms to distributors on our distributor portal.
37	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	Sourcewell will promote this contract through the publication of their magazine and training material, assist governmental members on how to use the contract, have representation at trade shows, assist vendors with member questions and directing the member to the proper contract coordinator or dealer representative, as required.
38	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	No. N/A

Table 8: Value-Added Attributes

Line Item	Question	Response *
39	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Delivery of each unit by a Dealer and Vacall Representative is standard and includes up to a day of Operator and Maintenance Training, as requested by the Customer. Additional training is custom to every Customer and can be either quoted with the machine or purchased at a later date. In most cases we conduct the Training although it is very common for the Dealer to participate as well.
40	Describe any technological advances that your proposed products or services offer.	State of the Art CAN Buss Electronic Operating System, High Strength Plastic and Aluminum Water Tanks and Rugged, Reinforced Steel Debris Tanks, Heavy Duty Fade-Free Industry Standard Powder Coat with Custom Color Options, Simple and Reliable Design featuring fewer components than the competition and only one engine supplying power for the entire machine, willing to accept virtually any Chassis Manufacturer although Freightliner is our preferred Chassis Vendor, Simple and Reliable machines by design that utilize the best components in use by the Industry (Rexroth and Danfoss Hydraulic & Electronic Systems, OMSI Transfer Case, Roots Blowers, Parker Hoses & Fittings, etc.), and major weldments that have a full Finite Element Analysis done and that are durability tested to 10,000 hours of use. Customers can access the MyVacall website for the latest parts and technical updates related to their unit. There are no fees or passwords to gain access and they can use the serial number of the machine for specific information, including the Vacall Operator's Manual, Vacall Parts Manual, Service Manual and any applicable schematics. All of which can be downloaded.
41	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.	"Green" participation applies to both the machines and manufacturing: Machines: We build our machines to be very efficient and take pride in the fact that we use only one engine to power every single Vacall Model we produce. This means that on average we consume less fuel, require fewer oil changes, waste fewer filters, make less noise and have a much smaller carbon footprint than our competition who use two engines to power a single machine. Beyond that our industry standard electronic system allows for a more efficient control system than simple levers or hydraulic pilot control.
42	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.	To this point, there have not been any eco-labels, ratings or certifications received related to these models.
43	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.	None.
44	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	Vacall is one of only a handful of companies that produce equipment across the entire scope of this market segment and as a division of Gradall Industries, Inc. benefits from its association with the Gradall Excavators in many ways, especially with the Municipalities. As a manufacturer of large, technically complex excavators we are able to utilize that expertise in building the Vacall Products at an industry standard level. We fully model every machine in 3-D and assign installations and service part numbers to everything so that a machine built today can enjoy years of support in service and parts. Once again there are only a handful of manufacturer's in this market that can say they support a product for up to 25 years just like we do now for both the Gradall Excavators and Vacall Products.

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 *
45	Do your warranties cover all products, parts, and labor?	The Vacall Warranty covers the entire Vacall Module and any parts or systems that have been added to the truck chassis. The chassis, engine and transmission are covered by the Chassis Manufacturer's Dealer Network.
46	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	No.
47	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Travel time is limited by policy to 3 hours.
48	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? How will Sourcewell participating entities in these regions be provided service for warranty repair?	No. We have dealerships across the U.S. and Canada. Customers that purchase the Vacall sweeper will have their authorized dealer available for warranty repairs.
49	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?	The Vacall warranty covers the entire Vacall Module and any parts or systems that have been added to the truck chassis. The chassis, engine and transmission are covered by the Chassis Manufacturer's Dealer Network.
50	What are your proposed exchange and return programs and policies?	1 yr. unlimited on parts.
51	Describe any service contract options for the items included in your proposal.	Service contracts are offered thru our dealer networks but not offered thru the Sourcewell Contract.

Table 9B: Performance Standards or Guarantees

Describe in detail your performance standards or guarantees, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your performance materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *
52	Describe any performance standards or guarantees that apply to your services	Vacall products carry the following warranties from the unit's in-service date: <ul style="list-style-type: none"> • Module Warranty 1 Year Warranty or 1500hrs., whichever comes first. • Debris Body Warranty <ul style="list-style-type: none"> Untreated Steel 1 Year Warranty or 1500hrs., whichever comes first. Weathering Steel 1 Year Warranty or 1500hrs., whichever comes first. Spray-in Lining5 Years Warranty Galvanized Coating . . . Lifetime Warranty (against corrosion) Stainless Steel Lifetime Warranty (against corrosion) • Water Tank Warranty <ul style="list-style-type: none"> Polypropylene 1 Year Warranty or 1500hrs., whichever comes first. Aluminum Lifetime Warranty* Extended Warranties can be purchased for up to an additional four years at the time of machine purchase or before the standard warranty expires.
53	Describe any service standards or guarantees that apply to your services (policies, metrics, KPIs, etc.)	N/A

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *
54	Describe your payment terms and accepted payment methods?	Net 30.
55	Describe any leasing or financing options available for use by educational or governmental entities.	We will provide leasing & financing options to our customers upon request.
56	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.	Product specifications for the unit can be supplied to customer to help determine how they want their machine to be equipped. The dealer can use this to generate a quote with the Sourcewell Logo on the form for the customer to review and approve. This Sourcewell Order Entry Form supplied from the dealer to the customer will show what standard and optional items will be included with their unit. This also includes the pricing and 4% discount of applicable items and any non-Sourcewell services that the dealer will provide as part of the sale. Once it is accepted, the customer will submit a Purchase Order to the dealer for the equipment. The dealer will submit an OEF to Vacall for the unit with a copy of the PO and 4% customer signed confirmation.
57	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	No.

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 Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *
58	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell 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.	We offer Sourcewell members 4% off of list price. Chassis' are sold at a net price and Pre-Delivery Inspection, Training & freight charges are always a net price not applicable to the Sourcewell fee.
59	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.	4% off MSRP list price.
60	Describe any quantity or volume discounts or rebate programs that you offer.	We offer 4% off MSRP list price. Any additional discounts based on multiple unit quantities would be negotiated between the dealer, customer & Gradall Industries, Inc.
61	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.	We treat non-Sourcewell options on a case by case basis. We supply a quote for that item upon request. For those items, we take the extended cost and mark it up 25% then mark it up to get to a margin and add labor costs, engineering time, etc. as necessary for each instance.
62	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. 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.	Dealer installed options and/or dealer supplied chassis.
63	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Freight will be quoted and added to invoice at time of shipment unless customer requires a freight quote at time of order. If freight is required at time of order, we will add the freight amount quoted to order when taken.
64	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Shipping will be based on point of origin and all terms would be quoted at time of sale.
65	Describe any unique distribution and/or delivery methods or options offered in your proposal.	None. All deliveries are either delivered by a drive-a-way service, flatbed or they are self pick up.

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
66	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
67	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. 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. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	To ensure all orders & quotes are correct, we ask for the purchase order that was issued to our dealer to be sure the order and the purchase order match 100%. If there was not a purchase order given to our dealer, we have them fill out a form specifying all of the details of the order that matches along with contact information from the government entity.
68	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.	Each quarter, the total governmental unit sales will be reviewed and compared to those sales that were through the Sourcewell contract. The goal is not only to increase total unit sales but the percentage of those sales that are through the Sourcewell contract.
69	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. (See the RFP and template Contract for additional details.)	Sourcewell is the only Cooperative Contract that we hold and promote. Due to the high dollar volume associated with a single sale the administration fee has been and will continue to be 1% of the net sale. Excluding Freight, Pre-Delivery Inspection, Customer supplied items or any item that is not on the contract. "non-Sourcewell" item(s).

Table 14A: 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.	<p>Vacall offers more than ten models of combination sewer trucks in several different sizes to suit every kind of application. The smaller unit starts with a 6 yard debris body and 1000 gallon capacity water tanks up to the 15 yard debris body and 1500 gallon water tanks. There are front boom and hose reel units as well as rear boom and tailgate mounted hose reels to suit the customer or application. Where water preservation is very important, there are front and rear mounted hose reels with a 12 yard debris body and 1500 gallon water tanks on the Vacall Recycler units.</p> <p>For projects that require excavation around utilities, Vacall offers three models of hydro-excavator. These units have larger blowers and reinforced debris bodies with high pressure water capabilities up to 3000 psi. They also have the ability to operate at lower water pressures still using a single water pump thanks to a unique valve that helps regulate water pump speed and pressure in low flow, low pressure conditions.</p> <p>The All Jet sewer cleaning units offer a cost effective machine with excellent jetting power to clear blockages. The All Jet provides excellent jetting power with simplified operation and superior mobility.</p> <p>Vacall All Catch 13 and 16 yard models are the largest in the industry. The larger capacity allows for more productivity due to less trips to dump debris. Both units are equipped with 35" fans which are capable of producing up to 33,600 CFM of air movement for superior vacuuming on catch basin cleanup jobs, leaf pick up and gutter cleaning.</p> <p>All of these units utilize the AllSmartFlow intelligent control system for easier and more precise operation. Systems can be monitored from the display to provide operators, even inexperienced ones, information they need to allow the unit to perform at its best.</p> <p>Lastly is the All Vac high performance industrial vacuum. It is a simple to operate, one engine machine designed for effective removal of dust, powders, solids liquids, and even thick slurries, depending on the application. It's superior vacuum and filtration design allow for greater productivity and longer life.</p>
71	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>The All Jet Vac units are 41,000 GVW, 60,000 GVW and 66,000 GVW chassis mounted units with 370 to 450HP diesel engines. They can be equipped with a Hydro-Excavator package operated from either the main water pump or an additional 10 gpm pump and high pressure water circuit. This gives the customer even more versatility from the unit. These units can also be equipped with the optional auxiliary hydraulic tool circuitry with adjustable flow control and quick connectors for hammers and other hydraulic tools that may be necessary to operate on the jobsite.</p>

Table 14B: 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.

Line Item	Category or Type	Offered *	Comments
72	Sewer vacuums or combination sewer cleaners	<input checked="" type="radio"/> Yes <input type="radio"/> No	This includes the All Jet Vac units as well as the All Jet model.
73	Hydro or air excavation equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	This would be the All Excavate product with the optional air excavation package.
74	Jetters and rodders	<input checked="" type="radio"/> Yes <input type="radio"/> No	This includes the All Jet Vac units as well as the All Jet model.
75	Dewatering, mud, trash, and centrifugal pumps	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
76	Pumps used in lift stations, sewage treatment, water treatment, or water collection facilities	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
77	Accessories, supplies and replacement or wear parts related to the offerings above.	<input checked="" type="radio"/> Yes <input type="radio"/> No	We sell replacement parts through the Vacall Parts department but service parts are not included on the Sourcwell contract.

Table 15: Industry Specific Questions

Line Item	Question	Response *
78	Describe any product or equipment features that improve operator safety.	<p>Hydraulic control valves and water manifolds can be mounted curbside of the unit as an option should the customer request this to keep operators away from traffic. Should the chassis engine lose power when operating a Vacall All Jet Vac or All Excavate model, optional Emergency Hydraulics can allow the operator to run all hydraulic functions to get the boom, debris tank and hose reel stowed. Most of the Vacall units utilize the AllSmartFlow intelligent control system to operate the machine with greater precision. This gives the operator the right amount of information to operate the machine effectively, right at the control box. When it is necessary to move away from the controls, a wired or optional wireless remote control can be used for most functions. Both the AllSmartFlow intelligent control system and the remote controls have Emergency Stop buttons so that an operator can easily and quickly shut down the controls should a situation require it.</p>
79	Describe any product or equipment innovations that increase uptime and operator productivity.	<p>Larger Vacall AJV sewer trucks, including the Recycler, and the All Excavate hydro-excavator have a high dump option. This allows the debris tank to raise as much as 76 inches above ground level and shift back 21 inches to dump material into roll-offs or other containers rather than travel to offsite dumping locations. The All Jet Vac Recycler has the ability to filter water from the debris body that is routed to the water tanks for jetting. This allows the operator to jet sewer lines by re-using the existing water in sewer lines to reduce trips for refills.</p>

Table 16: Exceptions to Terms, Conditions, or Specifications Form

Line Item 80. NOTICE: To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification
N/A	N/A	N/A

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

- Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
- Documents should NOT have a security password, as Sourcewell 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 Sourcewell.
- Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
- 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](#) - SOURCEWELL PRICING RFP101221 AJV, AJ, AE, AV, AND AC BASE, CHASSIS, AND OPTION PRICING 2022 10-12-2021.xlsx - Tuesday October 12, 2021 12:40:18
 - [Financial Strength and Stability](#) - TABLE 2 FINANCIAL STRENGTH AND STABILITY.zip - Saturday October 09, 2021 09:47:01
 - [Marketing Plan/Samples](#) - TABLE 7 SOURCEWELL MARKETING.zip - Saturday October 09, 2021 10:13:28
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Warranty Information](#) - TABLE 9 WARRANTY INFORMATION.zip - Saturday October 09, 2021 09:44:34
 - [Standard Transaction Document Samples](#) - Table 10 #56 AJV-1215 All Jet Vac Sourcewell Quote Form With Vacall Supplied Freightliner H2 10-09-2021.pdf - Saturday October 09, 2021 09:58:38
 - [Upload Additional Document](#) - VACALL PRODUCTS AND SUPPORT.zip - Saturday October 09, 2021 10:30:36

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. - Thomas Yanders, Assistant Product Manager Vacall, Gradall Industries

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
Addendum_3_Sewer_Vac_Hydro-Excavation_Pumps_RFP_101221 Thu September 30 2021 03:29 PM	<input checked="" type="checkbox"/>	2
Addendum_2_Sewer_Vac_Hydro-Excavation_Pumps_RFP_101221 Fri September 10 2021 02:40 PM	<input checked="" type="checkbox"/>	2
Addendum_1_Sewer_Vac_Hydro-Excavation_Pumps_RFP_101221 Thu August 26 2021 05:40 PM	<input checked="" type="checkbox"/>	1

**AMENDMENT #1
TO
CONTRACT #101221-GRD**

THIS AMENDMENT is effective upon the date of the last signature below by and between **Sourcewell** and **Gradall Industries, Inc., now known as Gradall Industries, LLC** (Supplier).

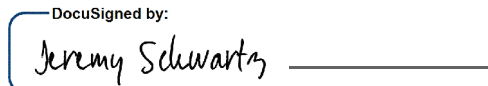
Sourcewell awarded a contract to the Supplier to provide Sewer Vacuum, Hydro-Excavation, and Municipal Pumping Equipment to Sourcewell and its Participating Entities, effective November 29, 2021, through November 29, 2025 (Contract).

On July 1, 2022, Alamo Group, Inc., the parent company of Gradall Industries, Inc., converted the company to Gradall Industries, LLC. As of the date of this Amendment, all references to "Gradall Industries, Inc." in Contract 101221-GRD will be read as "Gradall Industries, LLC."

Except as amended, the Contract remains in full force and effect.

Sourcewell

**Gradall Industries, Inc., now known as
Gradall Industries, LLC**

DocuSigned by:

C0FD2A139D06489...

Chief Procurement Officer

Date: 2/16/2024 | 10:37 AM CST

DocuSigned by:

1EDB2695FAA7407...

Asst. Product Brand Mgr. Excavators

Date: 2/16/2024 | 7:50 AM CST