

**Solicitation Number: #110122****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Nachurs Alpine Solutions, LLC, 421 Leaders St., Marion, OH 43302 (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 Airport Runway Materials with Related Supplies and Services from which Supplier was awarded a contract.

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

1. TERM OF CONTRACT

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires January 13, 2027, 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 other rights will cease upon expiration or termination of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above.

Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

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

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

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

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

3. PRICING

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

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

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

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be

returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

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

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

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

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

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

4. PRODUCT AND PRICING CHANGE REQUESTS

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

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;

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

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

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

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

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

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

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

6. PARTICIPATING ENTITY USE AND PURCHASING

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell

contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

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

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

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

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

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

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

7. CUSTOMER SERVICE

A. PRIMARY ACCOUNT REPRESENTATIVE. Supplier will assign an Account Representative to 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, performance issues, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

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

The Report must contain the following fields:

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

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

The Supplier will submit payment to 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 Contract are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

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

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

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

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

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

11. INDEMNITY AND HOLD HARMLESS

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

12. GOVERNMENT DATA PRACTICES

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

13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:
 - a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.
 - b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers,

resellers, marketing representatives, and agents (collectively “Permitted Sublicensees”) in advertising and promotional materials for the purpose of marketing the Parties’ relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. Use; Quality Control.

- a. Neither party may alter the other party’s trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party’s trademarks only in good faith and in a dignified manner consistent with such party’s use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

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

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

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

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

14. GOVERNING LAW, JURISDICTION, AND VENUE

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

15. FORCE MAJEURE

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

16. SEVERABILITY

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

17. PERFORMANCE, DEFAULT, AND REMEDIES

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

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

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

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

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

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

18. INSURANCE

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

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

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

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

Minimum limits:

- \$500,000 each accident for bodily injury by accident
- \$500,000 policy limit for bodily injury by disease
- \$500,000 each employee for bodily injury by disease

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

Minimum Limits:

- \$1,000,000 each occurrence Bodily Injury and Property Damage
- \$1,000,000 Personal and Advertising Injury
- \$2,000,000 aggregate for products liability-completed operations
- \$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

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

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

Minimum Limits:
\$2,000,000

5. *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 cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

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

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

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

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

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

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

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

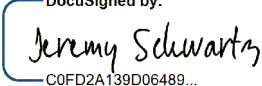
22. CANCELLATION

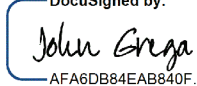
Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's

Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

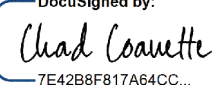
Sourcewell

Nachurs Alpine Solutions, LLC

DocuSigned by:

By: C0FD2A139D06489...
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 1/11/2023 | 8:26 PM CST

DocuSigned by:

By: AFA6DB84EAB840F...
John Grega
Title: Chief Financial Officer
Date: 1/16/2023 | 6:38 AM PST

Approved:

DocuSigned by:

By: 7E42B8F817A64CC...
Chad Coquette
Title: Executive Director/CEO
Date: 1/16/2023 | 8:43 AM CST

RFP 110122 - Airport Runway Materials with Related Supplies and Services

Vendor Details

Company Name: Nachurs Alpine Solutions, LLC
Does your company conduct business under any other name? If yes, please state: OH
Address: 421 LEADER ST.
MARION, OH 43302
Contact: karen engelbrecht
Email: KENGELBRECHT@NASI-TM.COM
Phone: 312-316-0866
Fax: 312-316-0866
HST#:

Submission Details

Created On: Wednesday October 26, 2022 06:51:27
Submitted On: Monday October 31, 2022 11:39:59
Submitted By: karen engelbrecht
Email: KENGELBRECHT@NASI-TM.COM
Transaction #: d46d924b-d4b8-430f-840f-6c393e6f2bc4
Submitter's IP Address: 71.150.136.237

Specifications

Table 1: Proposer Identity & Authorized Representatives

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

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	Nachurs Alpine Solutions, LLC
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	We are a manufacturer of Alpine RF-11, 50% potassium acetate liquid runway deicers. We distribute the solid deicer, NASi-SF, using MKS Marmara, Perstorp, and Eiffel sodium formate runway deicer. All of our products meet the FAA requirement, of adhering to the SAE AMS specifications. The said documents can be found in Section 2, file named "Certifications".
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	We abbreviate our division, Nachurs Alpine Solutions Industrial, as NASi.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Cage code is 6GE72
5	Proposer Physical Address:	421 Leader St. Marion, OH 43302
6	Proposer website address (or addresses):	www.nasi-tm.com
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	John Grega, Chief Financial Officer 421 Leader St., Marion, OH 43302 JGrega@nachurs-alpine.com 740-382-5701
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Karen Engelbrecht, Product Manager 421 Leader St., Marion, OH 43302 KEngelbrecht@nasi-tm.com 312-316-0866
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Ashley Kightlinger, Marcy Graham Customer Service Analyst Nachurs Alpine Solutions 421 Leader Street Marion, Ohio 43302 Phone: 740-382-5701 x.300 Phone: 800-622-4877 x.300 Cell: 740-341-6023 Fax: 740-223-3874 Nasi_cs@nasindustrial.com

Table 2: Company Information and Financial Strength

Line Item	Question	Response *

10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>NAS (Nachurs Alpine Solutions) has been a North American specialty chemical manufacturer since 1946. We have been in the production and supply of runway deicers since. Some of our core values and business philosophy include the 4R's philosophy:</p> <ol style="list-style-type: none"> 1. Right Products – Chose the most suitable for your prevailing climate, operating conditions and specific weather events. 2. Right Rate – Whether freezing rain, snow, black ice, etc., apply at rates that ensure optimal performance without waste; thereby minimizing cost and environmental impact. 3. Right Time – Apply anti-icing/de-icing products according to impending weather conditions. A preemptive approach ensures maximum performance and efficiency. 4. Right Place – Make sure the product is placed and stays where you need it. Current technology and practices allow precision application of liquid products. <p>We maintain certification of our products per FAA Advisory Circular 150-5200-30D to the standard of SAE AMS1435D (liquid deicers) and SAE AMS1431D (solid deicers). We have representation of the SAE G-12 committee with a sponsor for the AMS1435. G-12 meets twice a year and is an international entity maintaining the specifications for all airport-related deicers.</p> <p>Our team members have been in the industry more than 20 years and have expert knowledge of applications, meeting specifications, storage & handling, etc.</p>	*
11	What are your company's expectations in the event of an award?	To expand market share in the airport runway deicer business, further developing our longstanding reputation for quality product and timely delivery.	*
12	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.	Currently, we are owned by Wilbur Ellis Holdings II, Inc. The Dun and Brandstreet D-U-N-S identification number is: 00-691-3479. The balance sheet and income statement for Nachurs Alpine Solutions are uploaded in the document section.	*
13	What is your US market share for the solutions that you are proposing?	We have approximately 40% to 50% of the US market share for the liquid runway deicer. We have about 60% of the market share for the solid runway deicer.	*
14	What is your Canadian market share for the solutions that you are proposing?	We have about 60% of the Canadian market share for both liquid and solid runway deicers.	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No, Nachurs Alpine Solutions has never petitioned for bankruptcy protection.	*
16	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>B) best describes our company as a manufacturer of the liquid deicing products, although we serve as a dealer with the solid sodium formate deicing product. (One of the letters for authorization to sell is in the SBE and other certification upload section.)</p> <p>Our sales and service force extends logistically across the snow belt across the US and Canada. We do this to insure best service and timely deliveries. Since snow events cannot necessarily be known well ahead, we want to be sure to have product available within 24 – 48 hours from time of order.</p> <p>All production of Alpine RF-11 is done by Nachurs Alpine Solutions employees. None of our employees are third party, although we have contracts with warehouses that we do not own but use for storage only. In addition, the carriers we use are third party and are selected by members of our transportation team. And last, the testing facilities that run the SAE AMS testing are AMIL in Canada and SMI in the US.</p>	*
17	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>ISO certifications are downloaded under Step 2 - Documents.</p> <p>We adhere to rigorous quality control measures and repeated laboratory testing throughout the manufacturing process. Every product shipment meets strict quality assurance standards, and we provide certificates of analysis with every shipment. We adhere to responsible care needs of our customers.</p>	*
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	Nachurs Alpine Solutions has never been suspended or debarred.	*

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *
19	Describe any relevant industry awards or recognition that your company has received in the past five years	We have received awards for safety at our Marion Ohio manufacturing plant as well as for our Canadian plants. The certificates are uploaded in Section 2, file is called "Certifications". One of our employees received JJ Keller SPOTY (Safety Professional Of The Year) Award – runner up.
20	What percentage of your sales are to the governmental sector in the past three years	~95% is to airport municipalities. We have a small percentage of Parks & Recreation and DOT's.
21	What percentage of your sales are to the education sector in the past three years	About 3%.
22	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?	We currently do not have a state or cooperative purchasing contract. Our contracts are mostly direct with the airport municipalities.
23	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 have a long standing relationship with a small business set-aside distributor for the supply of deicers to several military bases listed under GSA. Our annual sales for this business are about 5% of our total sales over the last 3 years.

Table 4: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *
Glacier Park International Airport	Darin Turner	406-257-5994 x5002
Cincinnati Northern Kentucky Int'l Airport	Matt Gabbert	859-767-3191
Ted Stevens Int'l Airport	Zaramie Lindseth	907-266-2427
Clinton County Port Authority	Beth Huber	937-655-7040
Greater Toronto Airport Authority	Phil Monroe	416-776-5751

Table 5: Top Five Government or Education Customers

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

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *
Ted Stevens International Airport	Government	Alaska - AK	Supply both liquid and solid runway deicer	1500 tons solid and 175,000 gallons annually	\$11.2 MM
Wayne County Airport, Detroit	Government	Michigan - MI	Supply liquid runway deicer	800,000 gallons annually	\$12.0 MM
Denver Int'l Airport	Government	Colorado - CO	Supply liquid runway deicer	500,000 gallons annually	\$7.5 MM
Cleveland Hopkins Int'l Airport	Government	Ohio - OH	Supply both liquid and solid runway deicer	500 tons solid and 175,000 gallons annually	\$6.075 MM
Toronto-Pearson Int'l Airport	Government	ON - Ontario	Supply both liquid and solid runway deicer	600 tons solid and 175,000 gallons annually	\$6.3 MM

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 *
26	Sales force.	Corporate-wide we have 6 business units. Depending on the chemical type, each business unit has a varied number of salespeople. Within our department, Industrial Sales, we have a force of 11 in General Industrial, 4 in Energy, and 4 in Transportation and Mining. The latter is the business unit that is in charge of runway deicer sales. We have 81 total sales staff across all 6 business units.
27	Dealer network or other distribution methods.	Distribution methods are by having several production and warehouse depots throughout the US and Canada. They are as follows (broken down by product): RF-11 stocking points Marion, OH – production facility Corydon, OH– production facility Red Oak, IA – production facility New Hamburg, Ontario – production facility Belle Plaine, Saskatchewan – production facility 3rd-party terminals: Astro Chemical – Springfield, MA Key State Ag – New Enterprise, PA Sterling Chemical – Hamtramck, MI Denver & Rock Island Railroad – Denver, CO Volusol – Salt Lake City, UT Harms Ag – Pasco, WA Alaska Railroad – Anchorage, AK Alaska Railroad – Fairbanks, AK Future Transfer – Airdrie, Alberta Future Transfer – Tillsonburg, Ontario Driving Force Decks – Abbotsford, British Columbia Treblay Warehouse – Dartmouth, Nova Scotia Sodium formate stocking points Springfield, MA Kennedyville, MD Scranton, PA Tillsonburg, Ontario Dartmouth, Nova Scotia Caledonia, OH Clarksville, OH St. Louis, MO Elwood, IL Denver, CO Salt Lake City, UT Airdrie, Alberta Tacoma, Washington Anchorage, Alaska
28	Service force.	All of our sales force is also part of the service force. We also have lab personnel to assist us at each of the 7 plants. In total, we have 162 people as service staff.
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Orders will be handled directly with our customer service staff in our corporate office in Marion, Ohio. Process is: call in to the 800 number. Tell who you are and what you want. If that customer is not in our system, they will be asked to fill-out some basic information (ship to, bill to, special shipping requirements, etc). Customer service lines up a carrier. Customer service notifies customer of ETA. If customer has questions about the product (application rate, training, storage/handling), they will be directed to me.
30	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.	Once the customer's information is in our system (see #29 above), the delivery process begins. Our response time is same-day, usually within a few minutes. Deliveries will vary depending on quantity, but customer service always follows-up with customer to keep them informed of ETA. We are committed to 24/7 service including holidays. We have had to offer incentives to some of our carriers to get them to deliver faster or, if a holiday, to make the delivery.
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	We have the infrastructure to provide products to anywhere in the United States. We have strategically formed alliances with terminal and warehouse locations from the Pacific Northwest, Alaska, and to the Eastern seaboard. We have 6 production facilities and numerous warehouses and terminals.
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	We spread all across Canada, just like we do in the US. The same kind of infrastructure used in the US is also used in Canada to cover all territories across Canada. As mentioned in #27, counting all of the available places to provide product from, the total comes to 17 production/storage for RF-11 liquid and 14 storage depots for solid NASi-SF, for a grand total of 31.

33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	Most of our business is in the areas of cold climates that get snow, so we don't have terminals in places like Florida or Southern California as they are not winter operations States.	*
34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. 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?	For this contract, we will focus on snowbelt regional presence and those areas that get frozen precipitation. The company, as a whole, can service anywhere in the US with our other business units, but this business unit, Transportation and Mining, specializes in winter operations.	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	We already have contracts in Alaska, so there are no restrictions for participating there. Hawaii does not apply to winter operations.	*

Table 7: Marketing Plan

Line Item	Question	Response *	
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Executive Summary – To supply government agencies, such as airports, with FAA certified runway deicer chemicals: mainly liquid Alpine RF-11 (50% potassium acetate) and solid NASi-SF (sodium formate).</p> <p>Mission Statement – To supply runway deicers in a timely manner and to offer free training as to safe usage, storage, handling, and application of product(s).</p> <p>SWOT analysis – Strength - huge distribution throughout US and Canada. Experience 30+ years; Weakness – finding more market share; Opportunities – expanding; Threats – competition.</p> <p>Marketing Objectives – To generate at least 50 qualifying airports. This will be achieved by teaming with Sourcewell and assigning select sales, customer service, and technical personnel to back up customer needs.</p> <p>Distribution Plan – We have 31 distribution channels (including production) to ship across the snowbelts of the US and Canada.</p> <p>Promotional Plan – Publicity, social and display ads, content marketing, trade shows, offline events, affiliate programs, and business development.</p> <p>Budgeting – We build our budget plan based on the past 5 years sales and spending as winter weather is not predictable.</p> <p>In our literature and webpage, we will include that we are an authorized Sourcewell supplier. I have seen Sourcewell placards at trade shows and, if awarded, we will display at our booths to the many conferences and tradeshow that we attend each year.</p>	*
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Besides our website www.nasi-tm.com , we also have a blog section on that website, we also have Instagram, LinkedIn, and Facebook accounts. We also offer training via TEAMS.	*
38	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?	We know that some of the smaller regional airports are limited on ability to reach out to individual deicer suppliers and prefer to do a one-stop shop. There are quite a few participating agencies on the Sourcewell list that we have not known about or been able to contact. Sourcewell-awarded contracts are going to be integrated into our customer list as they purchase. They will be identified as "Sourcewell-awarded" so as to keep them separate as a Sourcewell account.	*
39	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, we do not currently use an e-procurement ordering process.	*

Table 8: Value-Added Attributes

Line Item	Question	Response *	
40	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.	For product training, we offer in-person, all hands training, as well as virtual so as to accommodate customer's scheduling and needs. Training is usually requested, not mandatory, although the FAA suggests annual training. Some airports do, some have very experienced personnel and don't need have to have it every year. There is no cost to the customer. Training is done by one of our experienced staff, all of who have over 20 years in this industry.	*
41	Describe any technological advances that your proposed products or services offer.	We developed a liquid deicer specific to Boeing and Airbus to address the issue they were having with carbon oxidation to their braking systems, called GEN3. We also have a liquid potassium formate (Alpine RF-14F) that is more environmentally friendly than the basic potassium acetate (Alpine RF-11).	*
42	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.	Alpine RF-14F adheres to the SAE AMS1435 specification mandated by the FAA. Within the contents of the test report is a section specific to "Environmental Information". Here is an article that talks about using our Alpine RF-14F at CVG as a "greener alternative". https://airportimprovement.com/article/cincinnati-northern-kentucky-int-l-uses-green-products-address-common-airfield-challenges	*
43	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.	We have not applied for any of these type certifications although we qualify for LCA. Life Cycle Analysis, it is a cradle to grave look at production and use of a product from environmental factors such as water usage, electricity usage and land usage.	*
44	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.	We have a hub partner that holds SBE certification in the US. We have quite a few MBE partners. We, Nachurs Alpine Solutions, do not have the certifications ourselves.	*
45	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?	Nachurs Alpine Solutions has been manufacturing quality liquid runway anti-icing and de-icing products. In addition to offering liquid products, we are pleased to offer dry sodium formate as well. NASi is always looking for opportunities to deliver quality products to new and existing markets. New markets would include Sourcewell participating entities is awarded. What makes us unique to Sourcewell participating entities is that we can offer BOTH solid and liquid runway deicers. Currently, there is only one supplier of solid, no supplier of liquid.	*

Table 9: Warranty

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

Line Item	Question	Response *
46	Do your warranties cover all products, parts, and labor?	Our products are chemicals used for the runway deicing process and as such there are no parts or labor. We do cover the products themselves. See download section for Warranty in Section 2.
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Because the chemicals are hygroscopic, they will clump if the packaging is broken. We state that in our warranty.
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	As a chemical, there really is no "repair" but we can bring out a technician to re-test anytime they feel something might not be right. There is no charge.
49	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?	Only in the Yukon, in which case we would ask the customer to pull a sample and send it to one of our laboratories. There is no charge for us to do this.
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	We assume the responsibility. Internally, we will work with our supplier(s).
51	What are your proposed exchange and return programs and policies?	We will exchange if product is damaged in transit.
52	Describe any service contract options for the items included in your proposal.	We offer training to explain how the product works, safety, handling, application, and plenty of time for Q&A.

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *
53	Describe your payment terms and accepted payment methods.	Terms are NET 30 days subject to acceptable credit review. Payment methods accepted are thru Purchase Orders, wire transfer, or credit card (3.5% service fee).
54	Describe any leasing or financing options available for use by educational or governmental entities.	We do not have leasing or financing options.
55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	We will provide a list of phone numbers to place orders. If the entity is not government, they will be required to fill out a credit application.
56	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?	We accept P-card as a form of payment, with a 3.5% service charge.

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 *
57	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.	The complete price list is found in the upload section of this RFP.
58	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	We do not have a "percent range" but the pricing is going to be lower than the MSRP for one unit vs. several units or bulk.
59	Describe any quantity or volume discounts or rebate programs that you offer.	Pricing is lower at higher volumes. We do not have a rebate program. Liquid bulk pricing RF-11 is always lower cost per gallon than the tote price.
60	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Pricing is at cost plus freight.
61	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.	Training is free. Added costs are when paying with P-card or credit card. If customer's credit is not ideal, they may be asked to pay half or full amount before shipping.
62	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 costs must be determined at time of order as they vary by location, miles to drive, FSC, time of year, special equipment, such as pallet jack.
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	For Alaska or offshore delivery, arrangements have to be made in advance which typically require at least a month in advance of the first snowfall.
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	We deliver bulk tankload of the Alpine RF-11 liquid. We also can deliver bulk truckload of the NASi-SF solid. Otherwise, it would be a flatbed or van trailer. Type of equipment is determined at time of order placed.

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
65	c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	Pricing grid was downloaded and attached in the next section.

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
66	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. 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.	We have a field in our customer cards that is already used for notes and unique tracking. *Any new account that is setup can have "Sourcewell" added to the blank comment 1 field. (This would be relayed to AR when requesting a new customer account be setup) *We can then pull a report at anytime to show all accounts with Sourcewell *We can also then also pull reports to show sales history on an individual account level which gives us the ability to report quarterly to Sourcewell.
67	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	As a practice we already employ, we get daily reports showing open orders, orders shipped, and orders invoiced. These are combined every week for a total. We use these as a tool to measure the success of on-time deliveries, new customers, and existing customer sales. These reports are also compared to our projected sales to see if we're on track.
68	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Nachurs Alpine Solutions, LLC agrees to a 1.5% administrative fee for all funds paid within standard terms of Net 30 days. For any funds that are not paid within terms, the fee will not apply

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

Line Item	Question	Response *
69	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	<p>We would supply runway deicing chemicals. They include:</p> <p>Alpine RF-11: a 50% w/w aqueous potassium acetate-based solution. This advanced formula uses only the highest quality pure raw materials and meets the latest edition of the Society of Automotive Engineers (SAE) Aerospace Material Specification (AMS) 1435.</p> <ul style="list-style-type: none"> o Typical Properties <p>Active Ingredients 50% potassium acetate pH 9.5-10.5 Specific Gravity 1.27-1.30 Pounds per Gallon 10.58-10.83 Appearance Clear, blue liquid Odor Mild, Characteristic Water Miscibility Complete Freezing Point -72°F (-58°C) BOD (5 day), g O2/g of fluid 0.25 COD, g O2/g of fluid 0.35</p> <p>NASi SF – an advanced, environmentally friendly, granulated solid sodium formate deicing product specifically engineered to allow for the efficient removal of snow and ice from airport runways, aprons, parking lots, and access roads. It is designed to maintain adequate friction between aircraft tires and the runway. THIS PRODUCT IS IDEAL IN FREEZING RAIN EMERGENCY EVENTS.</p> <p>Active ingredients 98% pH 8 - 11 Specific gravity, kg/m3 900 – 950 Density, kg/L 0.9 – 1.0 Granular size 2 – 6 mm Odor slight Water miscibility 81 g/100ml @ 20C BOD, 5 day, g/O2 of solid 0.02 COD, g/O2, g of solid 0.34 Freeze temp, lowest reasonable application -5F</p> <p>The SAE AMS specifications for both products are under Section 2, file titled "Certifications".</p>
70	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>We also have a more environmentally friendly liquid, Alpine RF-14F, 50% potassium formate. And a liquid designed for Boeing and Airbus to address the issue of carbon brake oxidation, GEN3. Info is as follows:</p> <p>Alpine RF-14F – a 50% w/w potassium formate based solution offering a more environmentally friendly liquid deicing product, meeting the current SAE AMS1435 specifications. It has the lowest environmental impact amongst all practically available runway deicing products.</p> <ul style="list-style-type: none"> o Typical Properties <p>Active Ingredients 50% potassium formate Molecular Weight 84.1 Specific Gravity @ 20oC 1.33-1.35 Density, lbs./gal @ 20oC 11.05-11.25 pH 9.5-10.5 Appearance Clear, blue liquid Odor Mild, Characteristic Water Miscibility Complete Freezing Point -63°F (-53°C) BOD (5 day), g O2/g of fluid 0.02 COD, g O2/g of fluid 0.10</p> <p>GEN3 64 – is a third generation of runway deicing fluids, with a unique patented combination of non-toxic freeze point depressants. It significantly reduces the high costs of corrosion to GSE and aircraft, namely carbon braking systems. It meets FAA required latest edition of AMS1435 specs.</p> <p>Composition Potassium acetate blend with organic polymer, over 60% active ingredients Appearance Clear blue liquid Freeze point -54F Effective to -20F Specific gravity 1.24 – 1.27 pH 10 - 11 Viscosity 65 cp @32F Flash point Non-flammable</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
71	Airfield marking materials and supplies; examples of included items are paints, thermoplastics, and glass beads	<input type="radio"/> Yes <input checked="" type="radio"/> No	We do not offer these materials.
72	Runway deicer (solids or liquids)	<input checked="" type="radio"/> Yes <input type="radio"/> No	BOTH, solid and liquid. Alpine RF-11, 50% potassium acetate liquid meeting latest version of SAE AMS1435. NASi-SF, solid sodium formate meeting latest version of SAE AMS1431. Two other subcategory liquids we supply are Alpine RF-14F (50% potassium formate) and GEN3 (63% active ingredients containing potassium acetate and organic polymer).
73	Rubber removal agents	<input type="radio"/> Yes <input checked="" type="radio"/> No	We do not offer these agents.
74	Firefighting agents; such as AR-AFFF Foams, AFFF Foams, Purple K and Halotron	<input type="radio"/> Yes <input checked="" type="radio"/> No	No, we do not.
75	Airport lighting, such as: beacons, wind cones, and runway lights	<input type="radio"/> Yes <input checked="" type="radio"/> No	We do not offer this equipment.
76	Services for airport and airfield repair, maintenance	<input type="radio"/> Yes <input checked="" type="radio"/> No	No, we do not.
77	Complementary offering of non-FAA compliant parts, supplies, and services, related to the offering described in 71-76	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, we offer training as a service.

Table 15: Exceptions to Terms, Conditions, or Specifications Form

Line Item 78. 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
NA	None.	None.

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as 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.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Nachurs Alpine Solutions for Sourcewell Pricing Grid.xlsx - Wednesday October 26, 2022 13:03:19
- [Financial Strength and Stability](#) - NAS Financials.zip - Monday October 31, 2022 11:37:22
- [Marketing Plan/Samples](#) - Marketing Plan, Nachurs Alpine Solutions, literature, SDS's.zip - Wednesday October 26, 2022 13:48:34
- [WMBE/MBE/SBE or Related Certificates](#) - Eiffel lettre authorization 2022 signed.pdf - Thursday October 27, 2022 11:03:41
- [Warranty Information](#) - Warranty.pdf - Friday October 28, 2022 08:01:32
- [Standard Transaction Document Samples](#) - Standard transaction documents, invoice, Bill of Lading, W9, credit app, certificate of insurance.zip - Wednesday October 26, 2022 14:36:39
- [Upload Additional Document](#) - Certifications.zip - Thursday October 27, 2022 13:25:01

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. - John Grega, CFO, Nachurs Alpine Solutions, LLC

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

Yes No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_6_Airport_Runway_Materials_RFP_110122 Tue October 25 2022 01:22 PM	<input checked="" type="checkbox"/>	1
Addendum_5_Airport_Runway_Materials_RFP_110122 Wed October 19 2022 11:25 AM	<input checked="" type="checkbox"/>	1
Addendum_4_Airport_Runway_Materials_RFP_110122 Mon October 17 2022 10:55 AM	<input checked="" type="checkbox"/>	1
Addendum_3_Airport_Runway_Materials_RFP_110122 Thu October 6 2022 06:27 PM	<input checked="" type="checkbox"/>	1
Addendum_2_Airport_Runway_Materials_RFP_110122 Thu September 29 2022 04:26 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Airport_Runway_Materials_RFP_110122 Wed September 28 2022 04:15 PM	<input checked="" type="checkbox"/>	1