

**MASTER AGREEMENT #112624****CATEGORY: Grounds Maintenance Equipment and Related Attachments****SUPPLIER: Walker Manufacturing Company**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Walker Manufacturing Company, 5925 E. Harmony Road, Fort Collins, CO 80528 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:  
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on January 31, 2029, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #112624 to Participating Entities. In Scope solutions include:
- a) Lawn and garden equipment for all types of lawn, field and turf care, golf course, landscape, sidewalk, walking path, and parking lot maintenance, and snow removal;
- b) Irrigation and aeration equipment, systems, parts, and installation; and
- c) Beach and waterfront maintenance equipment and accessories.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) Supplier Representations:**
- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.

- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** 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 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 Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement 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 Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.
- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements 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.
- ii) **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 comply with all applicable Davis-Bacon Act provisions.

iii) **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, 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 Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **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 Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **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 Agreement it will comply with applicable requirements as referenced above.

vi) **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.

vii) **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).

viii) **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.

ix) **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.

x) **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.

xi) **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 Agreement 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.

xii) **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.

xiii) **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.

xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement 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 Agreement or any purchase by an authorized user.

xv) **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 Agreement or any purchase by a Participating Entity.

xvi) **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.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement 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.

xviii) **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.

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



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

## **Article 2: Sourcewell and Supplier Obligations**

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
  - Identify the applicable Sourcewell Agreement number;
  - Clearly specify the requested change;
  - Provide sufficient detail to justify the requested change;
  - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
  - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

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

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
  - Maintenance and management of this Agreement;
  - Timely response to all Sourcewell and Participating Entity inquiries; and
  - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions 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;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.



- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement 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.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement 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 design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and

maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

a) **During the term of this Agreement:**

- i) **Supplier Promotion.** 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, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
- ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

b) **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, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

- i) 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.
- ii) 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. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) **Termination.** Upon the termination of this Agreement 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.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

- 21) **Severability.** If any provision of this Agreement 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 Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement 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:
- a) **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 Agreement.
    - \$1,500,000 each occurrence Bodily Injury and Property Damage
    - \$1,500,000 Personal and Advertising Injury
    - \$2,000,000 aggregate for products liability-completed operations
    - \$2,000,000 general aggregate
  - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. 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 provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
  - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its 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 Agreement 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 Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

### **Article 3: Supplier Obligations to Participating Entities**

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

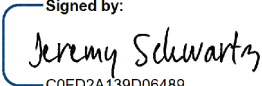
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's

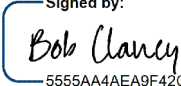
standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Walker Manufacturing Company

Signed by:  
  
 By: C0FD2A139D06489...  
 \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 1/28/2025 | 7:06 PM CST

Signed by:  
  
 By: 5555AA4AEA9F42C...  
 \_\_\_\_\_  
 Bob Clancy  
 Title: VP Sales & Marketing  
 Date: 1/28/2025 | 3:28 PM CST

# RFP 112624 - Grounds Maintenance Equipment and Related Attachments

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## Vendor Details

Company Name: Walker Manufacturing Company  
Address: 5925 E Harmony Road  
Fort Collins, Colorado 80528  
Contact: Jeff Ruitter  
Email: jeffr@walker.com  
Phone: 970-310-1611  
HST#: 84-0690193

## Submission Details

Created On: Tuesday November 05, 2024 10:08:23  
Submitted On: Tuesday November 26, 2024 11:26:59  
Submitted By: Jeff Ruitter  
Email: jeffr@walker.com  
Transaction #: 5d11eed8-61be-48bd-ba53-fc49f210f94b  
Submitter's IP Address: 50.235.2.35

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**Specifications**

**Table 1: Proposer Identity & Authorized Representatives (Not Scored)**

**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).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Walker Manufacturing Company
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A
4	Provide your CAGE code or Unique Entity Identifier (SAM):	N/A
5	Provide your NAICS code applicable to Solutions proposed.	333112
6	Proposer Physical Address:	5925 E. Harmony Rd. Fort Collins, CO 80528
7	Proposer website address (or addresses):	walker.com
8	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):	Bob Clancy - VP of Sales & Marketing 5925 E. Harmony Rd. Fort Collins, CO 80528 bobc@walker.com 800-279-8537 ext. 222
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Jeff Ruitter - Sales Team 5925 E. Harmony Rd. Fort Collins, CO 80528 jeffr@walker.com 800-279-8537 ext. 253
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Tim Cromley - Marketing Manager 5925 E. Harmony Rd. Fort Collins, CO 80528 timc@walker.com 800-279-8537 ext. 227

**Table 2A: Financial Viability and Marketplace Success (50 Points)**

Line Item	Question	Response *
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<p>11</p>	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p>Walker Manufacturing Company was founded in 1958 on the Walker family farm in Fowler, Kansas, by Wesley "Max" Walker and his wife Margaret, whose legacy of honesty, hard work, and dedication to people continues to shape the company's culture today. As the mower project began in the late 70's after the family had moved to Northern Colorado, Max's sons, Bob and Dean began working in the company and were instrumental in launching the mower project. Walker Manufacturing remains a family-owned and operated business under the guidance of Dean's two oldest sons, Ted (Executive VP Engineering) and Ryan (President). With 100% family ownership, the company's third generation has now taken ownership and continues to its success and values.</p> <p>Originally, Walker Manufacturing produced a variety of products, including evaporative coolers, golf carts, and power trucks. However, in the early 1980s, the company shifted focus to meet a growing demand for more efficient and high-performing lawn mowers. This led to the creation of the Walker Mower, which has since become the company's flagship product. For over 40 years, Walker has been dedicated to innovation, continually improving its mowers with advancements in fuel efficiency, performance, and manufacturing processes.</p> <p>Walker is recognized in the Power Equipment Industry as a product that is different—we like to say "Different for the Right Reasons". These reasons include improved value propositions like:</p> <ul style="list-style-type: none"> <li>• Productivity • Beautiful Cut • Year-Round Versatility • Ease of Use</li> </ul> <p>These unique characteristics have set the Walker apart and made in an improved value proposition for customers around the world for over 40 years. Although, the Walker Mower has never been on Sourcewell, municipalities, institutions and government facilities have still found ways to purchase the Walker, because they require beautifully finished turf and clean walkways year-round in their high profile areas like governor's mansions, city halls, central parks, high-traffic tourist attractions and a variety of other beautiful locations where they live, work, play and learn. Working with Sourcewell would allow these municipalities to spend less time on bid negotiations.</p> <p>Walker Mowers are now distributed throughout the United States and in 28 other countries. The company is committed to ongoing product innovation and operational efficiency, implementing new technologies such as advanced manufacturing software to streamline production.</p> <p>At Walker Manufacturing, our core values center around creating opportunities for growth and fostering a "family-style" business environment. We believe in surrounding ourselves with people—employees, suppliers, and partners—who share our positive values and strive for excellence in all that they do. As humble stewards of the opportunities we've been given, we approach our work with integrity, a strong work ethic, and a commitment to making a positive impact in the communities we serve.</p> <p>To learn more about the history of Walker, please visit our History page and also refer to our "What We Believe" page to learn more about the DNA of Walker. These links can be found on the attachment: Table 2A: Financial Viability and Marketplace Section which can be found in the Financial Viability and Marketplace Success Links.zip file.</p>
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12	<p>What are your company's expectations in the event of an award?</p>	<p>In the event of an award, Walker's primary focus will be on meeting the unique needs of our customers and continuing our growth within the governmental sector. We recognize Sourcewell's strong reputation for delivering value to its members, and we are confident that this cooperative contract will enhance our ability to support the specific needs of municipalities, government agencies, and other organizations.</p> <p>Our expectations are to make this contract a central component of our go-to-market strategy for municipal customers. We will leverage our extensive network of Walker dealers to ensure widespread visibility and accessibility of the award. Upon award notification, we will immediately inform our sales force through targeted communication, which will include training, marketing resources, and strategies for effectively growing the contract. Our goal is to provide our sales team with the tools they need to promote and deliver value through this contract to Sourcewell members.</p> <p>Should we be awarded this agreement, we will publish a guidance page for our dealers at our dealer web portal walkerdealer.com (see attached graphic: SourcewellGuidance.jpg, in the Financial Viability and Marketplace Success Links.zip file). This page will give full guidance for dealers looking to use this contract and make it easy for them to understand and execute. Guidance will include a how-to document along with a step-by-step video of the process. These will all be drafted, shot and published within 45 days of award.</p> <p>We look forward to the opportunity to collaborate with Sourcewell and its members and bring Fast, Easy, Beautiful Mowing and year-round productivity to customers in the Sourcewell program.</p>	*
13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Walker Manufacturing is a financially robust, private, family-owned, and family-managed manufacturing company. With no outside investors, we operate with full ownership of our real estate, facilities, and equipment, maintaining minimal debt and adhering to conservative financial practices. Over the past 45 years, we have established a solid reputation as a manufacturer of high-quality commercial-grade riding mowers.</p> <p>Our strong liquidity position enables us to support ongoing growth and remain highly responsive to market demands. For further assurance of our financial stability, please refer to the "Walker Reference Letter 1124," which contains a recommendation from our banking partner. This can also be found in the Financial Viability and Marketplace Success Links.zip file</p>	*
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>Walker Manufacturing currently holds a 2% market share in the U.S. transmission steer lawn mower industry. However, in certain regions, our market share is significantly higher. In fact, in several states, Walker Mowers are the top-selling riding lawnmowers, where we proudly rank as the number one choice for consumers. This strong regional performance reflects our reputation for quality, innovation, and customer satisfaction, and we are committed to continuing this growth across the country. We get our data from the Outdoor Power Equipment Institute.</p>	*
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Walker Manufacturing currently holds a 3% market share in Canada. While this is a solid presence, we are particularly strong in certain regions where we have built a loyal customer base and established ourselves as a leading brand. Our performance in these areas reflects the high demand for our quality and innovative products, and we continue to focus on expanding our reach across Canada, building on this strong foundation for future growth.</p>	*
16	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>N/A</p>	*

<p>17</p>	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</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>Walker Manufacturing is a world-class manufacturer that distributes its products through 15 North American distributors and a vast and capable independent dealer network. Based in Fort Collins, CO, we pride ourselves on the high quality of our Walker Mowers and related products, which are sold globally through 42 independent distributors. In North America alone, our network includes more than 850 independently owned dealers, providing easy access to purchasing and servicing Walker Mowers across the continent.</p> <p>Our dealers are strong, independently owned companies with the infrastructure and local knowledge to support customers, no matter their location, fleet size, or application. This extensive dealer network is one of our greatest competitive advantages. Dealers are not only equipped to handle customer needs with ease, but they also tailor their services specifically to the needs of their local markets. This ensures personalized, responsive support for each customer, whether they are a municipality, non-profit, or private business.</p> <p>Although Walker Manufacturing will sign this contract as the manufacturer, our authorized Walker dealers will be the primary point of contact for all transactions with governmental customers. These dealers will continue to handle all aspects of customer engagement, including consultation, quoting, order processing, payment acceptance, delivery, warranty support, parts sales, and service. Our dealers have a strong track record of successfully managing government contracts and will enthusiastically embrace the opportunities presented by this Sourcwell contract.</p> <p>To ensure seamless execution of the contract, we will train our dealer network on how to properly use and benefit from the Sourcwell contract. In addition, Walker will offer specific discounts to Sourcwell members, and all participating dealers will honor these discounts, ensuring that customers receive the full benefits of the cooperative agreement.</p> <p>In summary, while Walker is the manufacturer, our independent dealer network plays a key role in delivering our products and services, and they will be integral to the success of this contract.</p>
<p>18</p>	<p>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>	<p>Walker Manufacturing operates across the globe in a variety of markets through exclusive distribution agreements with 42 total distributors. Each country/territory have their own unique legal and regulatory requirements. As a result, we are committed to adhering to all locally mandated laws and regulations in each region where we do business. This commitment ensures that we operate in full compliance with applicable standards and deliver high-quality products and services in a responsible and lawful manner. For example, we consistently meet stringent regulatory standards, including compliance with California's special emissions regulations and CE-approved requirements for the European Union.</p> <p>In the context of the territories outlined in this RFP, Walker Manufacturing will comply with all relevant laws, regulations, and licensing requirements necessary to conduct business in those regions. This includes, but is not limited to, certifications for product safety, environmental regulations, and any specific local or national certifications that may be required for manufacturing, sales, and service operations.</p> <p>Additionally, we ensure that any third parties or subcontractors that we engage with in these territories—such as our independent distributors and dealers—also hold the appropriate licenses and certifications needed to operate in compliance with local laws. We take proactive steps to verify that our partners meet all legal requirements, and they undergo regular training to stay current with evolving regulations.</p> <p>By adhering to these regulatory frameworks, Walker ensures that it is operating ethically and lawfully in all the markets we serve, including those referenced in this RFP.</p>
<p>19</p>	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>N/A</p>
<p>20</p>	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<ul style="list-style-type: none"> <li>• Colorado Industrial &amp; Equipment Manufacturer of the Year 2023</li> <li>• North American Equipment Dealer Association (NAEDA) Dealer Choice Awards - 9-year Gold Level thru 2023</li> <li>• Walker Controller, Alex Lynch, Honored in Women of Distinction Awards 2024 for Manufacturing Category</li> <li>• The Equipment &amp; Engine Training Council (EETC) Manufacturer of the Year 2023</li> <li>• Green Industry Pros - Editor's Choice Award 2020, 2021</li> </ul> <p>See attachment Table 2A: Financial Viability and Marketplace Success Links. This can also be found in the Financial Viability and Marketplace Success Links.zip file</p>

21	What percentage of your sales are to the governmental sector in the past three years?	We estimate that our sales to the governmental sector have represented approximately 13% of our total revenue over the past three years. We believe there is significant potential for growth in this market, which we aim to achieve through our targeted marketing campaigns and strategic partnership with Sourcewell.	*
22	What percentage of your sales are to the education sector in the past three years?	We estimate that sales to the education sector have accounted for approximately 8% of our revenue over the past three years. We are excited about the opportunity to expand our presence in this market and are committed to driving growth in this sector.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<ul style="list-style-type: none"> <li>• State of Idaho - \$500,000 last year, total of \$1.2m for 3 years</li> <li>• State of Oregon - \$50,000 last year, total of \$150,000 for 3 years</li> <li>• State of Washington - \$25,000 last year, total of \$75,000 for 3 years</li> <li>• State of Utah - \$1 million last year, total of \$2m for 3 years</li> <li>• State of North Carolina - \$50,000 last year, average of \$150,000 for 3 years</li> <li>• Auburn University - Through GroundWorks one of our territory distributors</li> </ul> <p>Walker Manufacturing, together with its distributors and dealers, has established strong relationships with municipalities, government agencies, and university entities through sales visits and active participation in professional organizations such as PGMS, OLCA, INLA, WALP, UNLA, and many others. Many members of the Walker Network have served on the boards of these organizations, demonstrating our commitment to supporting the industry's growth through continuing education and professional development. We are dedicated to contributing to every aspect of the industry, recognizing that its success is essential to our own.</p>	*
24	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?	<p>While Walker Manufacturing does not currently hold any active GSA contracts, we have successfully managed GSA contracts in the past. Our experience with the GSA process was seamless and efficient, demonstrating our ability to meet the stringent requirements of such agreements.</p> <p>We are confident that this expertise positions us to successfully and smoothly fulfill our obligations under the Sourcewell contract, ensuring the same high standards of compliance, reliability, and performance that we delivered without previous GSA contracts.</p>	*

**Table 2B: References/Testimonials**

**Line Item 25.** Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
University of Missouri - Columbia	Joe Kovolyan	603-512-1920	*
City of Greenwood Village, Colorado - See Additional Documentation.zip, Table 2B_Reference Testimonials	Dustin Huff	970-485-9632	*
City of Belle Fourche - See Additional Documentation.zip, Table 2B_Reference Testimonials	Hailey Hanzlik	605-210-2025	*
City of Opelika, Alabama	Hunter Brewer	334-750-1429	
City of Wilson, North Carolina	Curtis Lucas	252-205-2058	

**Table 3: Ability to Sell and Deliver Solutions (150 Points)**

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
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<p>26</p>	<p>Sales force.</p>	<p>Walker is proud to work with a network of highly capable and well-trained independent distributors and dealers in the grounds care and maintenance industry. These dealer sales teams serve as trusted consultants to their customers, offering expert advice on the best solutions for their specific applications and needs. Our dealers are not just salespeople; they are problem solvers who understand the unique challenges of their customers and help them choose the right Walker products to meet those demands.</p> <p>As a manufacturer, Walker places great emphasis on the continuous development of our dealer salesforce. Our annual Out Front Advantage Sales Training Program held at our factory each summer has successfully hosted over a thousand sales professionals, equipping them with in-depth knowledge of our Walker Mower products. Through hands-on sessions and expert-led workshops, participants gain valuable insights into the unique features, benefits, and applications of the Walker Mower. This training empowers sales teams to better understand the unique value propositions of the Walker and meet customer needs, enhancing their ability to provide exceptional guidance and support. By the end of the program, sales professionals are well-prepared to confidently communicate the advantages and benefits of the Walker Mower, helping customers make informed purchasing decisions that best suit their lawn care requirements.</p> <p>In the case of government sales, each dealer designates one or more key individuals who serve as the primary liaisons between Walker and the dealer sales team. These individuals will receive in-depth training on Sourcewell and other government procurement processes, ensuring compliance with contract terms and enabling the dealer to better navigate the complexities of government contracts.</p> <p>Walker also has a 5-Star Dealer Program, which recognizes and rewards dealers for excellence in marketing, sales processes, operations, and other key areas of their business. This program encourages a high standard of performance and creates a positive feedback loop that benefits Walker, distributors and our dealers. They are also identified as Sales Pros through our dealer locator tool at walker.com. See the attachment Additional Documentation.zip, "Table 3: Ability to Sell and Deliver Solutions: Links for Answer 26."</p> <p>With a workforce of over 4,000 employees across North America, our dealers are supported by their dedicated territory distributors and reps. These territory representatives play a vital role in providing tailored services and solutions to meet the specific needs of each dealer, ensuring they receive the support they need to succeed. By keeping our operations close to the market, we help our dealers maintain strong connections with their local customer base, resulting in a more agile and responsive marketplace.</p>
<p>27</p>	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Walker Manufacturing operates with a network of 15 distributor territories across North America, each of which works to develop and support a diverse network of independent sales and servicing dealers. Together, these distributors and dealers number close to 900 locations across North America. Our dealer network is crucial to the success of Walker, as it provides direct access to our products and services for customers, backed by local expertise and support.</p> <p>Canada:          British Columbia and Alberta – based out of Calgary, AB          Saskatchewan and Manitoba – based out of Rosenort, MB          Eastern Canada – based out of Meaford, ON</p> <p>USA:          WA, OR, ID, UT, WY – based out of Rexburg, ID          AZ, NV – based out of Phoenix, AZ          Alaska – based out of Wasilla, AK          Hawaii – based out of Kailua-Kona, HI          CO, WY, NE, SD – based out of Haxtun, CO          IA, KS, OK, AR, LA, MO, IL, MS – based out of Harrisonville, MO          AL – based out of Wetumpka, AL          MT - Kalispell, MT          GA, FL, SC – based out of Waycross, GA          NC, VA, WV, MD, DE – based out of Raleigh, NC          PA, NY, NJ, CT, MA, RI, NH, VT, ME, IN, OH, MI – based out of Port Washington, NY          CA, NV, KS, TX, NM, KY, TN, ND, MN, WI – based out of Ft. Collins, CO          Guam – based out of Barrigada, GM          Puerto Rico – based out of Carolina, PR</p> <p>Each distributor works closely with its dealer network to provide training, support, and resources for the sale and servicing of Walker products. While each distributor and dealer is independently operated, our close-knit relationships foster a collaborative effort to promote and build the Walker brand, create profitable opportunities, and ensure customer satisfaction.</p> <p>For example, Precision Work Inc. (PWI) in the Northeast USA, which covers the</p>



territories of Maine, Vermont, New Hampshire, Rhode Island, Massachusetts, Connecticut, New York, New Jersey, Indiana, Ohio, Michigan and Pennsylvania, illustrates how Walker's distributor-dealer model works in practice. Based in New York, PWI is contracted with over 150 dealers in the region, managing the purchase and warehousing of Walker products, including whole goods and parts, for timely distribution. PWI employs 30 staff members, including certified technicians, salespeople, and administrative personnel. The sales team is divided into four sections, each focusing on specific territories and providing direct support to local dealers. PWI's sales representatives help dealers with lead generation, product demonstrations, and sales training. Additionally, they attend regional trade shows and open-house events to further promote the Walker brand and respond to customer inquiries. The dealers themselves are independent businesses with their own staff, including certified Walker technicians. Dealers rely on PWI for product procurement and are supported in marketing and advertising efforts, both financially and technically. Walker also offers ongoing training opportunities, including sales and technical service seminars, to ensure that all personnel remain knowledgeable and capable of providing the best customer experience. Walker's distributor and dealer network is key to our ongoing success. The scale and specialization of our dealer network enable us to serve a broad customer base, including government agencies. Each dealer is equipped to support government contracts, with a trained staff that includes specialists in various industries.

Walker's dealers maintain significant inventory levels, ensuring quick turnaround times on parts and repair services, which is crucial for government customers. Our dealers also employ many service technicians and maintain physical locations to ensure accessibility and timely service, regardless of customer location. Each dealer recognizes the importance of governmental business and has dedicated specialists who focus on serving governmental agencies efficiently and professionally. Walker's dealer network not only covers the United States and Canada but extends globally through partnerships in Puerto Rico, Guam, and beyond. This extensive reach ensures that no matter where our customers are located, they can rely on local dealers who are familiar with their specific needs and who have the support of Walker's manufacturing resources behind them.

By maintaining close relationships between our distributors, dealers, and Walker Manufacturing, we foster an environment of collaboration that benefits both the dealer network and our customers. With over 900+ dealer employees across North America, our network ensures that Walker products are always accessible and well-supported, enabling customers to rely on us for quality products and exceptional service.

For more information on Walker dealer locations and services, please visit Dealer Locator. See the attachment Additional Documentation.zip: "Table 3: Ability to Sell and Deliver Solutions: Links for Answer 27."

<p>28</p>	<p>Service force.</p>	<p>Our dealer network is the backbone of our success, and we are proud to work with a highly trained and dedicated team of professionals who provide exceptional service and support for our products.</p> <p>Walker's North American dealer network includes over 850 independent dealers across 15 authorized distributor territories. Collectively, these dealers employ a skilled workforce that includes factory-trained technicians, parts experts, product support managers, and other service-oriented professionals who are dedicated to ensuring the optimal performance of Walker products.</p> <p>Each Walker dealer maintains a certified Walker technician on-site, ensuring that they have the expertise needed to perform maintenance and repair services on our equipment. Dealers also have access to ongoing product-specific training to keep their service teams up to date with the latest technology and best practices. To ensure the highest standard of service, Walker dealers participate in regular training sessions, including technical seminars and service updates provided by Walker and their authorized distributor. These training programs are essential in maintaining the technical expertise needed to meet the demands of both commercial and government customers.</p> <p>While the industry faces challenges with technician shortages, Walker's dealer network remains well-equipped to meet demand. Our dealers, many of whom are long-established businesses, are able to offer competitive compensation and benefits packages that attract and retain top talent. Through partnerships with local technical schools and through continuous professional development programs, Walker ensures a steady pipeline of skilled technicians who are ready to provide expert service to our customers.</p> <p>In addition to certified technicians, each Walker dealer has a dedicated service support team that works closely with customers to establish maintenance schedules and ensure the best possible uptime. These service support professionals are responsible for managing repair schedules, responding to service requests, and offering personalized consultations to ensure customer satisfaction.</p> <p>Approximately half of each dealer's personnel investment is dedicated to post-sale support, underscoring the importance Walker places on maintaining long-term customer relationships. This service-first mentality is what differentiates Walker in the marketplace, particularly when it comes to supporting government contracts.</p> <p>Walker's dealers also have access to a dedicated network of professionals from Walker Manufacturing and their authorized distributors. This includes regional support staff, product experts, and service specialists who collaborate with dealers to adapt to the evolving needs of the marketplace. Walker's commitment to service extends well beyond the dealer network—our team of professionals works tirelessly to ensure that dealers have the resources they need to exceed customer expectations.</p> <p>In addition to in-territory support, Walker has a network of experts who provide behind-the-scenes support, including the creation and maintenance of technical literature, service standards, and quick-response teams that assist with troubleshooting and repair inquiries. We strive to exceed the industry standard for response times, ensuring that any dealer service inquiries are addressed as quickly as possible.</p> <p>For more information on Walker dealer locations and services, please visit Dealer Locator. See the attachment Additional Documentation.zip: "Table 3: Ability to Sell and Deliver Solutions: Links for Answer 28."</p>
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<p>29</p>	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>Walker Manufacturing's ordering process is designed to be streamlined and efficient for government customers, ensuring a simple and transparent experience for all parties involved. The process is clearly defined, with distinct roles for distributors, dealers, and Walker Manufacturing to ensure the timely fulfillment of orders and customer satisfaction.</p> <p>Walker Ordering Process:  Purchase Order Submission: When a government member or customer decides to purchase a Walker product, they begin by submitting a Purchase Order (PO) to their authorized Walker dealer. If the customer is a Sourcewell member, they will include their Sourcewell member number on the PO to ensure the purchase is associated with the appropriate government contract.</p> <p>Dealer Acceptance and Order Fulfillment: Upon receiving the PO, the Walker dealer reviews the order and confirms acceptance. The dealer then issues the invoice, accepts payment, and arranges for delivery of the equipment. The dealer is responsible for coordinating the logistics, including any necessary service or setup, to ensure the product is delivered in a timely manner and in full compliance with contract terms.</p> <p>Sales Reporting and Claims: Once the Walker product has been delivered, the distributor, as part of their standard procedure, submits a sales claim to Walker Manufacturing. This process includes filing the necessary details, including the Sourcewell member number, to ensure proper tracking of the sale under the government contract.</p> <p>Reporting to Sourcewell: At the end of each month, Walker Manufacturing consolidates and reviews all sales claims and provides the aggregate sales data to Sourcewell on a quarterly basis. This includes reporting the total sales, as well as any administrative fees associated with the sale, to ensure full transparency and compliance with the terms of the government contract.</p> <p>Additional Terms and Participating Addendum:  If a government member requires additional terms or conditions beyond the standard contract, or if they wish to request a Participating Addendum (PA), this agreement should be negotiated and executed directly between the government member and the Walker dealer. The dealer will then ensure that any additional terms are reflected in the PO and sales process.</p> <p>Roles of Distributors and Dealers:  Distributors: Walker's authorized distributors are responsible for supplying the dealer network with Walker products, parts, and supporting materials. They provide inventory management, delivery logistics, and technical support to the dealers, ensuring a smooth flow of product from manufacturing to the dealer's location. Distributors are responsible for ensuring that government contracts are properly managed, including the inclusion of Sourcewell member numbers and proper claims submission.  Dealers: Walker dealers are the primary point of contact for government customers. They handle the order processing, customer inquiries, invoicing, delivery, and post-sale support.</p> <p>Walker Manufacturing:  As the manufacturer, Walker provides the necessary product and support, including ensuring that all sales data and claims are reported correctly and in a timely manner to the appropriate governing bodies, such as Sourcewell.</p> <p>See the attachment Additional Documentation.zip: "Table 3: Ability to Sell and Deliver Solutions: Links for Answer 29" to see the ordering process available to anyone in the sales channel (dealer, distributors, manufacturer).</p>
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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.	<p>At Walker Manufacturing, we are committed to providing exceptional customer service through our extensive dealer and distributor network. Our customer service program is structured to ensure that our customers receive timely, knowledgeable, and effective support, whether they are commercial customers or government agencies. Our dealer and distributor network serves as the first point of contact for customer service inquiries. These independent dealers are trained and equipped to handle most customer service needs, from product inquiries to troubleshooting and maintenance issues. Dealers maintain a certified Walker technician on-site and are well-versed in the products and services we offer, ensuring that they can quickly address customer concerns.</p> <p>In the event that a dealer or distributor is unable to resolve an issue, Walker provides additional support through a dedicated team of customer service representatives at our factory. These representatives are available to assist both our network and end customers directly, ensuring that any technical or service-related issues are addressed promptly.</p> <p>Our customer service staff operates Monday through Friday, from 8 AM to 4 PM MST, providing assistance during standard business hours. We take pride in offering direct, responsive support and strive to ensure that every customer inquiry is handled with the highest level of professionalism and expertise.</p> <p>Walker Manufacturing is committed to providing timely responses to all customer inquiries. Globally, our response-time performance is strong, with approximately 90% of all inquiries being responded to within one business day. We understand the importance of quick resolution, especially in government contracts and mission-critical applications, and our service infrastructure is designed to meet these needs efficiently.</p> <p>To support our service goals and maintain high performance across our dealer and distributor network, Walker provides incentives to encourage timely and effective customer service. Our authorized distributors and dealers are incentivized to prioritize response times and service delivery through a combination of training, performance bonuses, and access to our ongoing support programs. These incentives are designed to ensure that our service partners are always motivated to meet the needs of our customers and deliver on our commitment to excellence.</p> <p>We also offer regular training programs for both service and sales teams to keep them up-to-date with the latest product innovations and best practices, ensuring they are equipped to handle customer inquiries efficiently. By continually investing in our network's professional development, we help ensure they are prepared to meet the evolving needs of our customers.</p> <p>Walker's customer service program is built on a strong foundation of local support through our dealer network, complemented by expert assistance from our in-house customer service team. Our response-time goals and incentive structures ensure that we remain focused on delivering high-quality service to all our customers. We are committed to maintaining a high level of service performance, especially for our government customers, and continue to innovate and improve our support systems to meet their needs.</p>
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Walker is fully capable and prepared to provide our products and services to all Sourcewell participating entities within the United States, including Guam and Puerto Rico, but excluding other U.S. Territories. Walker manufactures our products in the United States at our Fort Collins, CO facility, ensuring the highest quality standards. We have an extensive and reliable network of authorized dealers strategically positioned across the entire United States to ensure comprehensive coverage and support. Currently, our network includes 850+ authorized dealers, each equipped to offer exceptional sales and service experiences. These dealers are well-trained and knowledgeable about our full product range, ensuring that Sourcewell members receive consistent and high-quality assistance regardless of their location. For easy access to our services, customers can use our dealer locator available on our website at walker.com, which provides up-to-date information on the nearest authorized dealer locations. See the attachment Additional Documentation.zip, "Table 3: Ability to Sell and Deliver Solutions: Links for Answer 31."</p>
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Our company is equipped and prepared to provide our products and services to Sourcewell participating entities throughout Canada. We maintain partnerships with three distributors who collectively manage 100+ authorized dealers. These dealers are strategically located across the lower provinces of Canada, ensuring comprehensive sales and service coverage. Each of our dealers is trained to deliver high-quality support and product expertise, ensuring Sourcewell members receive consistent and dependable service across the region. To facilitate easy access, customers can locate the nearest authorized dealer using our dealer locator available on our website at walker.com. See the attachment Additional Documentation.zip, "Table 3: Ability to Sell and Deliver Solutions: Links for Answer 32."</p>

33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Our company is proud to serve all geographic areas and Sourcewell member sectors throughout Canada and the United States, offering our complete range of products and services, with the exception of certain regions. We do not service the Canadian provinces of the Yukon, Northwest Territories, and Nunavut, or the U.S. Territories of American Samoa, Northern Mariana Islands, and the U.S. Virgin Islands.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	Our company is proud to serve all Sourcewell member sectors within the United States and Canada with our complete product and service offering through Sourcewell.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Our dealer network is strategically located across the lower provinces of Canada and throughout the United States, ensuring comprehensive sales and service coverage. While we do not have any contract requirements or restrictions for Hawaii, Alaska, Guam, or Puerto Rico, we do not service other U.S. Territories, including American Samoa, Northern Mariana Islands, and the U.S. Virgin Islands.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, the proposer will extend the terms of the awarded master agreement to nonprofit entities.	*

**Table 4: Marketing Plan (100 Points)**

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Walker employs a multi-faceted marketing strategy designed to effectively promote opportunities and reach our target audience. Our strategy encompasses both traditional and digital methods to ensure maximum visibility and engagement, and each of these avenues will be used to not only promote but also analyze the Sourcewell program.</p> <p>Below is an overview of our comprehensive approach:</p> <p>1) Dealer Microsites: At the discretion of each area distributor, dealer microsites are created by our distributors and easily updated on a custom platform designed by Walker that indexes in the walker.com ecosystem. These microsites allow local advertising to be connected directly to the dealer, so customers can easily become aware of their local dealer. These microsites are powerful and have generated over 800,000 pageviews alone in FY2024. Here are a few samples of local Walker dealer microsites: Aubin Equipment, East Dennis, MA, Stephen Roy Power Equipment, North Smithfield, RI, C&amp;C Sales &amp; Service, Oberlin, OH, Cleve Addie Inc., Little Rock, AR, and Proffitt's Lawn &amp; Leisure, Amarillo, TX. If awarded the Sourcewell contract, dealers will have access to a new tile that shows the Sourcewell award as a buying option for customers.</p> <p>2) Dealer Sales Force Engagement and Training: Walker relies on the extensive network and expertise of our dealer sales force to promote contract opportunities effectively. We provide group and individual training to dealer sales representatives, focusing on the benefits of selling through cooperative contracts. This approach ensures that our dealers are well-equipped to communicate the advantages of Walker's offerings to potential customers. Also, as listed in Answer 12 in the document labeled "Table 2A: Financial Viability and Marketplace Success", Walker will open a new section of our dealer portal to give guidance for our dealers on how to market and use the Sourcewell contract.</p> <p>3) Local and National Advertising: Walker leverages a combination of local and national advertising to inform and engage potential customers. Our local campaigns include co-op advertisements that dealers and distributors can use to promote Walker products through print, television, online, radio, and in-store graphics. Nationally, Walker engages with industry publications and platforms known to reach municipal and institutional customers, a space where we have been recognized for over 30 years--see Sourcewell Municipal Postcard sample.pdf and Sourcewell National Ad Sample.pdf in Sourcewell Marketing.zip file.</p> <p>4) Organic Search and SEO: We place significant focus on enhancing our online presence through organic search and Search Engine Optimization (SEO). This ensures potential customers can easily find our products and access critical information about our offerings. If awarded this contract, the search terms and remarketing will be adjusted to focus more on the Sourcewell market and opportunity.</p> <p>5) Social Media Engagement: Walker maintains an active presence on major social media platforms, including:</p> <p>Facebook: (facebook.com/walkermowers)</p> <p>Instagram: (instagram.com/walkermowers)</p> <p>YouTube: (youtube.com/walkermowers)</p> <p>These channels allow us to share product updates, customer success stories, promotions, and engage directly with users. We also collaborate with our dealer network to extend our</p>

reach through localized, coordinated social media efforts. Upon award from Sourcewell, all of our social outlets will have content being issued about the Sourcewell opportunity.

6) Press Releases and Publications: Walker announces significant opportunities through press releases and industry publications. Additionally, we feature content in our bi-annual magazine, "Walker Talk," which is distributed to key municipal and governmental audiences. Walker Talk Magazine has been published since 1992 and is the longest running corporate publication in the Power Equipment Industry. This publication features Walker customers from around the world and has just published its 65th volume, including two Down Under editions and one from Europe. It is also published in a blog format. The attached Municipal Primer is a sampling of the municipal stories that have been published in Walker Talk over the years.

7) Monthly Newsletter: Our monthly newsletter reaches over 17,000 opt-in subscribers, achieving an open rate of over 20%. This publication shares valuable content such as product news, case studies, and industry insights. You can view examples of our newsletters at: Walker Talk Newsletter.

8) Predictive Data Analytics: To stay ahead of customer needs, Walker leverages predictive data analytics by analyzing past purchase behaviors and financing trends. This helps us anticipate when customers may be looking to replace or upgrade their equipment, allowing us to tailor marketing efforts accordingly.

9) Targeted Advertising and Metadata Usage: Our advertising strategy includes targeted campaigns on social media platforms that are fine-tuned using metadata to ensure that our content reaches relevant audiences, including specific governmental and institutional segments.

10) Participation in Governmental Events: Walker showcases our offerings and promotes contract opportunities at major industry and governmental tradeshows and conferences, such as National Association of State Park Directors and other relevant expos. These events provide direct interaction with municipal customers and key decision-makers.

11) Custom Content for Sourcewell: Should Sourcewell choose to engage with Walker, we will include information about the Sourcewell opportunity in all related marketing materials. This will be highlighted in dedicated sections of our publications, social media posts, videos and website updates.

By integrating these strategies, Walker ensures comprehensive coverage and effective promotion of opportunities to Sourcewell's target audience. Please see attached zip file "Sourcewell Marketing.zip", that contains the links and attachments mentioned in this answer 37. In the zip file please find "Table 4: Marketing Plan: Links for Answer 37" for more information.



<p>38</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>Walker leverages technology and digital data to significantly enhance our marketing effectiveness. This approach integrates multiple digital tools and platforms to engage our target audience and optimize our outreach. Below is an overview of how we use technology and data in our strategy:</p> <p>1) Robust Social Media Presence: Walker maintains an active presence on major social media platforms, including:</p> <p>Facebook: (facebook.com/walkermowers)  Instagram: (instagram.com/walkermowers)  YouTube: (https://www.youtube.com/@walkermowers)</p> <p>These channels allow us to share product updates, customer success stories, promotions, and engage directly with users. By coordinating with our dealer network, we amplify our social media reach through localized advertising based on Walker's topical marketing calendar.</p> <p>2) Dealer Network Collaboration: Walker's dealer network is equipped with tools and content aligned with our annual marketing corporate and social calendar. This collaboration enhances local advertising efforts and ensures consistent messaging across markets.</p> <p>3) Monthly Public Newsletter: Our monthly newsletter is distributed to over 17,000 opt-in subscribers, achieving open rates well over 20%. This newsletter keeps our audience informed with product updates, industry insights, and case studies, maintaining a strong relationship with current and potential customers. View examples at: Walker Talk Newsletter.</p> <p>4) Predictive Data Analytics: To anticipate customer needs, Walker leverages predictive analytics by analyzing past purchase behaviors and financing data. This insight allows us to predict when customers may be ready to replace or upgrade equipment, enabling targeted and timely marketing efforts.</p> <p>5) Metadata Usage for Targeted Advertising: Our digital marketing campaigns use metadata to fine-tune advertising on social media platforms. This ensures our content reaches relevant audiences, including specific governmental and institutional segments, maximizing engagement and ROI.</p> <p>6) Organic Search and SEO: We emphasize organic search and Search Engine Optimization (SEO) to improve our online visibility. This strategic focus helps customers easily find Walker products and relevant information, enhancing their overall experience.</p> <p>7) Comprehensive Digital Content Strategy: Walker announces significant opportunities through digital press releases and industry publications. Additionally, our bi-annual magazine, "Walker Talk," features content tailored for key municipal and governmental audiences.</p> <p>By integrating these technologies and data-driven strategies, Walker maximizes its marketing effectiveness and successfully engages with the target audience through multi-channel, customized campaigns. Please see find links in the zip file "Sourcewell Marketing.zip" document titled "Table 4: Marketing Plan: Links for Answer 38" section.</p>
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39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Walker recognizes Sourcewell as a highly respected contracting agency within the public procurement industry. We view Sourcewell's primary role as promoting contract opportunities and raising awareness of cooperative purchasing solutions among potential customers. Their established credibility and extensive network are essential in educating organizations on the benefits of using Sourcewell contracts for streamlined and compliant procurement. In the event of an award, Walker will integrate the Sourcewell-awarded contract into our sales process by prioritizing the following strategies:</p> <p>1) Marketing Integration: Walker will incorporate Sourcewell branding and contract information into our marketing materials, including our website, social media channels, and existing and new customer-facing publications. This ensures that potential customers can easily identify and understand the advantages of purchasing through the Sourcewell contract.</p> <p>2) Dealer Network Engagement: We will provide training and resources to our dealer network to build enthusiasm and knowledge about the Sourcewell contract. This training will focus on how to effectively present the contract benefits to customers and leverage it as a key selling point.</p> <p>3) Direct Communication with Customers: We will announce the Sourcewell contract through press releases, email newsletters, direct mailings, and direct outreach to our existing customer base. By highlighting the ease and advantages of cooperative purchasing, we aim to encourage immediate engagement and use of the contract. Walker will also pursue lists of municipal customers on the Sourcewell platform and contact them directly with the news of Walker on Sourcewell.</p> <p>By implementing these strategies, Walker will integrate the Sourcewell-awarded contract seamlessly into our sales process and ensure that both our dealers and customers understand and benefit from the partnership.</p>
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Walker does not currently offer whole goods products through an e-procurement system, as our products are sold through a two-step, single-channel network. However, some Walker dealerships, on a case-by-case basis, have the capability to offer online parts ordering. For governmental and educational customers seeking parts or service-related items, these dealerships provide an accessible e-commerce solution tailored to their local needs. This system allows customers to order parts directly, ensuring a streamlined procurement process for maintenance and operational requirements.</p> <p>While our primary sales channel emphasizes personalized, dealer-supported interactions to match customers with the ideal product solutions, we continue to evaluate opportunities for expanding e-procurement capabilities to better serve our institutional customers.</p>

**Table 5A: Value-Added Attributes (100 Points)**

Line Item	Question	Response *
41	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.	<p>Walker supports operational instructions by supplying a link to our online How to Mow Video available in English, Spanish, French and German—a 35-minute operational and maintenance video for new users. Also provided are operator and parts manuals. We ensure that our dealer and distribution network takes responsibility for training customers and operators at the time of purchase. This practice ensures that users receive personalized, hands-on training tailored to their specific equipment and operational needs. For further support, digital versions of general maintenance and operating procedures are available at no cost on our website, walker.com. As a note, some larger customers have used the above material (including the How to Mow video) as a training tool for their employees that has resulted in Workmen's Compensation Insurance price reductions.</p> <p>These resources are standard with all Walker products at no additional cost to Sourcewell participating entities to support efficient and effective equipment operation and maintenance. Please find the links mentioned in this answer on "Table 5A: Value-Added Attributes: Links for Answer 41", which can be found in the zip file "Additional Documentation.zip."</p>

<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>Walker's product lineup incorporates several technological advancements designed to enhance performance, efficiency, and user convenience. Below are some of the key innovations featured in our products:</p> <ol style="list-style-type: none"> <li>1) Electronic Fuel Injection (EFI): Over 50% of Walker's products come equipped with EFI engines, compared to an industry average of approximately 25%. These engines offer significant long-term cost savings due to extended fuel efficiency. EFI is also environmentally friendly as it emits on average 35% less noxious gases into the atmosphere. This feature also shifts customer perception from viewing equipment as a mere commodity to recognizing its value as a long-term investment.</li> <li>2) Grass Handling System (GHS): Walker's internal Grass Handling System (GHS) leads the industry in effective grass and leaf collection. The GHS is designed without bulky tubes or components, resulting in a compact design that offers superior vacuuming action. This efficiency boosts productivity and operator effectiveness.</li> <li>3) Power Dump: This feature adds convenience and saves time for both commercial operators and homeowners by allowing the operator to empty the grass catcher from the seat. This streamlined process enhances user comfort and efficiency.</li> <li>4) Hi-Dump: The Walker Hi-Dump® system elevates up to 67 inches, enabling operators to unload collected grass and debris into a truck or trailer within a 20-second cycle time. This reduces downtime and minimizes the physical workload for operators, who do not need to leave the seat to empty the load.</li> <li>5) Power Tilt-Up Deck: Available for Model H tractors, the Power Tilt-Up® Deck simplifies maintenance, transportation, and storage of decks such as the S60, S61, R52, and R64. It operates using a 12-volt electric linear actuator, making deck management more accessible and efficient.</li> <li>6) Interchangeable Decks: Walker tractors are engineered for adaptability with various cutting deck sizes and styles. Users can switch between a 36-inch collection deck and a 42-inch mulching deck within a 10-minute process. This flexibility allows the Walker Mower to meet diverse customer needs with ease.</li> <li>7) Implements and Attachments: Walker tractor models are versatile, supporting a wide range of accessories and add-ons to handle year-round landscaping and snow removal needs. For example, a user can attach a dethatcher for lawn preparation in the spring and switch to a dozer blade for winter snow removal. This adaptability eliminates the need for multiple power units, making Walker equipment a cost-effective and multifunctional solution.</li> </ol> <p>These technological advancements highlight Walker's commitment to innovation and user-focused design, ensuring that our products offer practical, efficient, and adaptable solutions for a variety of customer needs. Please find the links mentioned in this answer on "Table 5A: Value-Added Attributes: Links for Answer 42", which can be found in the zip file "Additional Documentation.zip."</p>
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<p>43</p>	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>Walker is committed to supporting sustainability and green initiatives through the design and operation of our products and facilities. Below are some of the significant ways in which Walker integrates environmentally friendly practices:</p> <p>1) Fuel Efficiency and Emissions Compliance: Every Walker Mower model family, with the exception of the Model S, offers either diesel or Electronic Fuel Injection (EFI) options. EFI engines, available on over 50% of our product line, provide improved fuel efficiency compared to traditional carbureted engines, helping reduce overall fuel consumption. Additionally, our Kubota and Kohler diesel engines are biofuel compatible, capable of running on up to 10% biofuel (B10), further supporting reduced emissions and sustainability. All of our engines meet CARB (California Air Resources Board) and EPA (Environmental Protection Agency) compliance standards for emissions.</p> <p>2) Renewable Energy Utilization: Walker has invested in renewable energy by incorporating solar panels at our facilities. This investment helps offset energy consumption and reduces the overall carbon footprint of our manufacturing operations.</p> <p>3) Sustainable Product Design: Walker’s innovative product features, such as EFI engines and our Grass Handling System (GHS), contribute to environmental sustainability by optimizing fuel use and reducing waste. These features encourage a shift from a commodity mindset to a focus on long-term, resource-efficient operations.</p> <p>4) Multifunctional Equipment for Reduced Resource Use: Walker tractors are designed to be versatile, with interchangeable decks and a range of implements that allow one machine to perform various tasks throughout the year. This reduces the need for multiple pieces of equipment, minimizing resource consumption and manufacturing impact.</p> <p>Certifying Agencies:</p> <p>CARB (California Air Resources Board): Certification for emissions compliance.</p> <p>EPA (Environmental Protection Agency): Certification for federal emissions standards.</p> <p>Walker’s dedication to green initiatives and sustainable product design aligns with our goal to support environmentally conscious practices and provide our customers with efficient, eco-friendly solutions.</p>
<p>44</p>	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>Walker integrates sustainability into its products and operations through the following initiatives:</p> <p>1) Fuel Efficiency and Emissions Compliance: Most Walker Mower models offer diesel or EFI engines, improving fuel efficiency and reducing consumption. Our Kubota and Kohler diesel engines are biofuel compatible (up to 10% B10) and meet CARB and EPA emissions standards.</p> <p>2) Renewable Energy: Walker offsets energy use and lowers its carbon footprint through solar panel installations at our facilities.</p> <p>3) Sustainable Product Design: Features like EFI engines and the Grass Handling System (GHS) optimize fuel use and minimize waste, promoting long-term, resource-efficient operations.</p> <p>4) Long-Term Value and Maintainability: Walker Mowers support extended use with service parts for older models and retrofittable kits to enhance performance and safety, reducing equipment turnover and eco-waste.</p> <p>5) Versatile Equipment: Interchangeable decks and attachments enable Walker tractors to perform various tasks year-round, reducing the need for multiple machines and conserving resources.</p> <p>Certifications:</p> <p>ANSI: Safety standards</p> <p>CARB: Emissions compliance</p> <p>EPA: Federal emissions standards</p> <p>Walker’s commitment to sustainability ensures environmentally friendly practices and efficient, long-lasting solutions for our customers.</p>

<p>45</p>	<p>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?</p>	<p>The Walker Mower is a unique riding lawn mower with an out-front mowing deck, offering exceptional versatility and operational capabilities for all seasons. Key features of the Walker Mower include:</p> <p>1) Out-Front Mowing Deck: Producing a beautiful cut has been our focus from the very first Walker Mower design. Positioning the mowing deck in front of the machine is foundational in producing high quality mowing.</p> <p>Tilt-Up Action: Allows for easy cleaning, maintenance, and compact storage.</p> <p>Ease of Removal: Facilitates fitting various-sized cutting decks for adaptable mowing needs.</p> <p>Accessory Compatibility: Enables seamless attachment of accessories such as snowblowers or plows, making it a year-round solution.</p> <p>2) Compact Design: A machine that weights less reduces impact when maneuvering on the grass and virtually eliminates rutting caused by heavy mowers. The less weight you put on grass the better.</p> <p>Agile: Capable of accessing and operating in confined spaces with ease.</p> <p>Small Footprint: Ideal for efficient operation without taking up excessive space.</p> <p>Hillside Stability: Features a low center of gravity for secure operation on slopes.</p> <p>Precision Steering: Equipped with responsive steering levers for comfortable and precise control.</p> <p>3) Superior Grass Handling System: The internal grass handling system is renowned for its exceptional vacuuming capability, offering top-tier performance in grass collection. The customizable High Dump option further enhances productivity by allowing operators to unload grass directly into the bed of a truck or container, saving time and effort.</p> <p>Best Overall Value / Lowest Life Cycle Cost: Walker Mowers deliver unmatched value over the product's lifespan. While initial purchase prices may not always be the lowest, Walker Mowers are designed to offer the lowest overall owning and operating costs. Factors such as fuel efficiency, reduced repair frequency, productivity, and high resale value contribute to their superior long-term cost-effectiveness. Government agencies seeking to maximize taxpayer funds will find that Walker Mowers offer a comprehensive, cost-effective solution. Sourcewell members, in particular, are positioned to benefit from these discussions, which go beyond a focus on initial price to consider total value and life cycle costs.</p> <p>Family-Owned Integrity: Walker Manufacturing is a family-run organization led by the third generation. The Walker family's commitment to their employees and community, driven by their faith values, ensures that the company operates with integrity and honesty. Chairman Bob Walker (second generation) exemplifies this dedication by engaging personally with customers through emails and factory tours while maintaining his active role on the Board. This family ethic is reflected in our products, which embody excellence and quality, leaving a legacy of a beautiful cut paired with exceptional sales and service.</p> <p>We offer superior productivity and a beautiful cut, with a design focused on delivering exceptional results since day one. Plus, our equipment is easy to maintain, ensuring long-lasting performance. To learn more about the Walker Advantage click here.</p> <p>The Walker Mower's combination of innovative features, sustainable design, and best-in-class support ensures that it stands out in the industry and offers unique advantages for Sourcewell participating entities looking to deliver more than just making tall grass short—the Walker Mower makes tall grass beautiful.</p> <p>Please find the links mentioned in this answer on "Table 5A: Value-Added Attributes: Links for Answer 45", which can be found in the zip file "Additional Documentation.zip."</p>
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<p>46</p>	<p>Describe the safety features your equipment offers such as emergency stop, operator presence control, roll over protection systems, guarding, noise reduction, stability controls, warning lights, etc.</p>	<p>Walker Mowers meet ANSI B71.1 (Residential) and ANSI B71.3 (Commercial) safety standards, and members of our Engineering team are part of the Outdoor Power Equipment Institute (OPEI) committee that develops these standards. Walker Mowers are also compliant with the following standards: California Prop 65, EPA/Carb Requirements, ROHS/REACH Standards (Europe) and ISO5294 (Europe).</p> <p>Safety Features: Walker Mowers prioritize operator safety with key features such as: Operator Presence Control: Ensures blades and drive mechanisms disengage if the operator leaves the seat.</p> <p>Emergency Stop Mechanism: Accessible controls for immediate shutdown.</p> <p>Roll Over Protection System (ROPS): Available on select models for added safety on uneven terrain.</p> <p>Guarding and Shields: Protects operators from contact with moving parts.</p> <p>Noise Reduction: Components designed to minimize operational noise.</p> <p>Stability Controls: Low center of gravity for enhanced stability on slopes.</p> <p>Warning Lights and Indicators: Alerts for engine temperature, oil pressure, and other critical statuses.</p> <p>Safety Interlocks: Prevents starting unless safety conditions are met.</p> <p>Please find the links mentioned in this answer on "Table 5A: Value-Added Attributes: Links for Answer 46", which can be found in the zip file "Additional Documentation.zip."</p>
<p>47</p>	<p>Describe any ergonomic features your equipment has such as anti-vibration, suspension and swivel seating, adjustable handles, ergonomic control layout for ease of reach, padded shoulder straps or harnesses, easy pull-start cords, etc.</p>	<p>Walker Mowers are designed with several ergonomic features to enhance operator comfort and reduce fatigue during extended use: Suspension Seating: Models such as the H27i and D21d come standard with Grammer suspension seats, providing all-day comfort and reducing operator fatigue. walker.com</p> <p>Adjustable Footrests: Large decks for the MH tractor feature adjustable footrests with six fore-and-aft positions, accommodating operators of varying leg lengths and enhancing comfort during operation. walker.com</p> <p>Ergonomic Control Layout: Controls are strategically positioned within easy reach, allowing for intuitive operation and minimizing the need for awkward movements.</p> <p>Low Vibration Design: The mower's construction and engine mounting are engineered to minimize vibrations, reducing operator fatigue and enhancing comfort.</p> <p>Easy Access for Maintenance: The tilt-up deck design allows for easy cleaning and maintenance, reducing physical strain on the operator.</p> <p>These features collectively contribute to a more comfortable and efficient mowing experience, allowing operators to work longer with less fatigue.</p> <p>Please find the links mentioned in this answer on "Table 5A: Value-Added Attributes: Links for Answer 47", which can be found in the zip file "Additional Documentation.zip."</p>



<p>48</p>	<p>Describe features your equipment offers that positively impact the environment such as low-emission engines, battery powered and electric, eco-mode settings, biodegradable fuel use, water conservation technology, solar powered charging capability, smart technology, auto-shut off/no-idling systems, etc.</p>	<p>Walker offers a range of features in our equipment that positively impact the environment:</p> <ol style="list-style-type: none"> <li>1) Low-Emission Engines: Over 50% of Walker Mower models are equipped with fuel-efficient EFI (Electronic Fuel Injection) engines and biofuel-compatible diesel engines capable of running up to 10% biofuel (B10). These engines meet CARB (California Air Resources Board) and EPA (Environmental Protection Agency) standards, ensuring reduced emissions and compliance with environmental regulations.</li> <li>2) Fuel Efficiency and Eco-Mode Settings: Our EFI engines are designed to optimize fuel consumption, delivering greater efficiency and reducing fuel use compared to traditional carbureted engines. This results in a smaller carbon footprint and longer operational intervals between refueling.</li> <li>3) Smart Technology: Walker integrates features such as operator presence control and efficient power management systems that contribute to energy conservation by ensuring that the mower only operates when the operator is engaged.</li> <li>4) Auto-Shut Off and No-Idling Systems: Walker Mowers are equipped with safety and power management features that automatically shut down the mower when the operator leaves the seat. This minimizes unnecessary idling, reduces fuel consumption, and lowers emissions.</li> <li>5) Renewable Energy Commitment: Walker supports environmental sustainability through investments in renewable energy, such as solar panels installed at our facilities to offset energy usage and reduce carbon emissions.</li> <li>6) Long-Term Product Life and Maintainability: The durable design of Walker Mowers supports extended use, with parts and retrofitable kits available for older models. This longevity reduces the frequency of new equipment manufacturing, conserving resources and minimizing waste.</li> </ol> <p>These environmentally conscious features demonstrate Walker's commitment to providing sustainable, eco-friendly equipment solutions that help Sourcewell participating entities meet their environmental and operational goals.</p>
<p>49</p>	<p>Describe the serviceability of the products included in your proposal (parts availability, warranty and technical support, etc.)</p>	<p>Walker offers a range of features in our equipment that positively impact the environment: Walker ensures that the products included in our proposal are highly serviceable, with comprehensive support to maintain optimal performance. Below are key aspects of serviceability:</p> <ol style="list-style-type: none"> <li>1) Parts Availability: Walker maintains a robust network of dealers and distributors to ensure that parts are readily available for all models. This extensive network allows for fast delivery of parts, minimizing downtime and ensuring continuous operation. Parts for older, superseded models are also available, supporting long-term product use.</li> <li>2) Warranty Coverage: Walker Mowers come with a reliable warranty that covers major components and systems, providing peace of mind for customers. Warranty terms are designed to ensure customers have access to repairs and replacements if any issues arise during the coverage period. Walker has a 3-year warranty including the drive system, and Walker closely follows the engine warranties of the engine manufacturers.</li> <li>3) Technical Support: Walker provides comprehensive technical support through our knowledgeable dealer network and dedicated customer service team. This support includes expert advice, troubleshooting assistance, and guidance for maintenance practices. Our technical support team ensures that customers have access to the information needed to keep their equipment running efficiently.</li> <li>4) Easy Maintenance Design: Walker Mowers are engineered with serviceability in mind. The tilt-up deck design allows for easy access to the underside of the mower for cleaning, blade changes, and maintenance. This feature reduces the time and effort required for routine upkeep.</li> <li>5) Dealer-Provided Service: Our dealer network is trained to offer high-quality maintenance and repair services. This ensures that customers have local access to professionals who can assist with any service needs, from routine maintenance to complex repairs.</li> </ol> <p>Walker's commitment to providing accessible parts, strong warranty coverage, and reliable technical support ensures that our products are easy to maintain and service, contributing to their long-term durability and customer satisfaction.</p> <p>Please find the links mentioned in this answer on "Table 5A: Value-Added Attributes: Links for Answer 49", which can be found in the zip file "Additional Documentation.zip."</p>

**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment
50	Select 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 and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	No certificates were obtained, however, Walker Manufacturing is proud to employ 18 veterans and to have women in prominent leadership roles across the company, including Vice President of Finance, Human Resources Manager, New Product Introduction Manager, and Accounting Manager. We are also committed to supporting diversity and inclusion through our partnerships, working closely with many women-owned, minority-owned, and veteran-owned dealerships and distributors.
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Although we did not obtain any of the requested certificates, Walker takes pride in partnering with many minority-owned dealerships. While this list is not exhaustive, it highlights just a few of the exceptional partnerships we have cultivated. Some of these businesses may hold official certifications, while others may not, but they are all proudly minority-owned. <ul style="list-style-type: none"> <li>• Midwest Power Equipment, Joliet, IL owned by Sergio Padilla</li> <li>• Precision Mower, Nanuet, NY</li> <li>• Big Valley Equipment, Glen Head, NY</li> <li>• Hillside Lawn &amp; Farm, Berkley, MA</li> </ul>
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Within our distributor and dealer network, we collaborate with numerous women-owned businesses. Some hold official certification, while others, though not formally certified, are structured and operate as women-owned enterprises. Here is just a small list to give you an example. <ul style="list-style-type: none"> <li>• Tractor Barn, Brookline, MO owned by Terri Stevens - See attached letter called "Tractor Barn" in the "Additional Documentation.zip" file.</li> <li>• The Carr Shoppe Chillicothe, MO owned by Liana Carr</li> <li>• JoMoe's Power Equipment, Huntsville, AL owned by Jordan Morgan</li> <li>• Bluejays Small Engine, Weaver, AL owned by Nicole Andrews</li> <li>• Price Small Engines, Opelika, AL owned by Karen Price</li> <li>• Agri Products, Ardmore, OK owned by Michelle Mason</li> <li>• Partners OPE, Gorham, ME, owned by Anita Plotka</li> <li>• Northeastern Equipment Unlimited, Mattituck, NY, owned by Katy Schirripa</li> <li>• Emmett Equipment, Richfield, OH, owned by Liz Emmett</li> <li>• Morgan Power Equipment, Halifax, MA, owned by Karen Salters</li> <li>• GroundWorks Distribution, Wetumpka, AL, owned by Chris and Lauren Moras</li> </ul>
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We were not able to obtain official certificates. However, Walker proudly partners with many dealerships that are veteran-owned and operated. For example: <ul style="list-style-type: none"> <li>• Minneapolis Outdoor Commercial, owned by Mike Lloyd</li> </ul>
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Walker partners with many small businesses. Though they may not hold official certifications, the Walker distributor and dealer network are small businesses have used resources such as SBA loans to obtain financing for their businesses. Here is an example: <ul style="list-style-type: none"> <li>• Coates Power Equipment, Rexburg, ID. See document labeled "Coates Power Letter" in the "Additional Documentation.zip" file.</li> </ul>
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
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**Table 6: Pricing (400 Points)**

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
59	Describe your payment terms and accepted payment methods.	Walker dealers are independently owned businesses, and payment methods may vary. However, the most common payment terms offered are net 30.
60	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Walker offers flexible leasing and financing options tailored to the needs of educational and governmental entities to support budgetary requirements and procurement processes. These options provide accessible pathways to obtain Walker equipment efficiently and cost-effectively. Below are the available financing solutions:</p> <p>1) Yard Card Financing: A versatile option for U.S.-based entities, the Yard Card program offers competitive rates and flexible terms to accommodate different budget cycles and cash flow needs.</p> <p>2) Sheffield Financial: Sheffield provides robust financing solutions that are designed to meet the specific requirements of government contracts and educational institutions. This program includes customized repayment terms and competitive interest rates, ensuring accessible financial planning for public sector clients.</p> <p>3) Western Equipment Finance: Available to U.S. governmental and educational customers, Western Equipment Finance specializes in structured payment plans that align with public funding schedules, making it easier for institutions to manage equipment procurement without significant upfront costs.</p> <p>4) Jocova Financial: For customers in Canada, Jocova Financial offers tailored leasing and financing options that cater to the unique needs of Canadian governmental and educational entities. These solutions provide flexible terms to help institutions integrate Walker equipment into their operational budgets.</p> <p>Walker's commitment to providing comprehensive financing options ensures that educational and governmental entities can acquire high-quality, efficient equipment with payment plans that meet their fiscal responsibilities and procurement guidelines. Find the document "Table 6 Pricing" in the zip file Pricing.zip to see links.</p>
61	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	The Walker Configurator Tool for dealers will be the way that the original quotes will be developed. This easy-to-use electronic form is accessible for Walker dealers through our dealer portal (walkerdealer.com) and incorporates the dealer logo and complete information. This is a configurator that allows the dealer to give the customer exactly what they would like and have the pricing adjusted based on the customer (Sourcewell customers will have discount automatically built into final pricing). The attached video (Walker Configurator Tool Video) and sample quote (Quote City of Anywhere Nov 14 2024.pdf) show the process of a sample purchase of three well-equipped T27i with Hi-Dump, collection decks and winter snow blade attachment. This quote is clean and easy to understand for the customer. As you can see, the Sourcewell discount is built into the final price. To see a demonstration of the Walker Configurator Tool see link in "Table 6 Pricing" answer to number 61. This can be found in the Pricing.zip file.
62	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?	Walker's network of independent dealers will be responsible for receiving payments from Sourcewell participating entities. The acceptance of P-card (procurement card) payments will vary by dealer, as it is up to each individual dealer to determine their accepted payment methods.

63	<p>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.</p>	<p>Walker's pricing model for Sourcewell participating entities includes standardized discounts across our product lines, designed to provide significant value. The details of this model are as follows:</p> <p>1) Product Discounts:</p> <p>Models B, H, S, C, R, T, and D are offered at a 18% discount off the Manufacturer's Suggested Retail Price (MSRP). This discount structure aligns with our established bid assist sales program, which benefits qualifying tax-exempt, non-profit organizations, and agencies.</p> <p>2) Comprehensive Application:</p> <p>The 18% discount applies to a wide range of items, including tractors, cutting decks, attachments, implements, and installed options.</p> <p>3) Pricing Details and Configuration:</p> <p>Full pricing data, featuring both standard/list prices and Sourcewell discounted prices, are included in the attached price lists. Each item is identified by an SKU for straightforward referencing and ordering.</p> <p>To ensure operational readiness, base machines may need to be configured with essential and optional items from the price list. Dealers, in consultation with Sourcewell members, will customize machine specifications and apply the stated discount to the configured list price.</p> <p>Sourcewell members and dealers should consider potential price adjustments if an item requires a build-to-order process.</p> <p>4) Additional Offerings:</p> <p>Walker is committed to transparent and competitive pricing, ensuring that Sourcewell members receive clear, consistent, and significant savings.</p> <p>Note: Pricing may be subject to change throughout the year. Sourcewell participants are encouraged to verify current pricing at the time of their order.</p> <p>Sourcewell participants can refer to the attached pricing documents for an in-depth look at all products and the applicable discounts under this program. Please note the pricing list outlines the pricing breakdown of our base models. Each model offers a variety of customization options and configurations. The final price will be calculated as the total MSRP of the customized machine, less 18%.</p> <p>See the attached "Pricing List.pdf" in the Pricing.zip file.</p>
64	<p>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.</p>	<p>The pricing in this proposal is structured as a standardized discount of 18% off the Manufacturer's Suggested Retail Price (MSRP). Additional factors can also be considered by dealers to offer additional reduction in price, including field inventory levels and participation in distributor truckload programs.</p>
65	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Our dealers have the flexibility to assess purchase order volume, repeat purchases, and other relevant factors. Additionally, many of our North American territories offer a truckload discount for dealers that can be used to extend additional discounts at the dealer's discretion; ensuring customized solutions that meet the unique needs of each customer.</p>
66	<p>Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". 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.</p>	<p>Sourced items are available to members from Walker dealers. Prices will reflect fair market value and be determined between the member and the dealer. Members and dealers are encouraged to use these options to access complementary products and streamline the procurement process. Customers and dealers must include their Sourcewell member numbers on all related documentation for proper record-keeping and audit compliance.</p>
67	<p>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.</p>	<p>There are no additional charges associated with this program. Please note that freight, shipping, and other acquisition fees are not covered under this program.</p>

68	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 delivery and shipping costs are the responsibility of the servicing dealer and included in the cost.	*
69	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	The purchasing agency is responsible for all factory freight costs to the local dealer or to the purchasing agency's location.	*
70	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Grounds and maintenance machines are significant investments. If there are unique requirements for Sourcewell members, our dealers are available to discuss them on a case-by-case basis.	*
71	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>We have established a robust process to ensure the accuracy, efficiency, and compliance of our Sourcewell contract reporting. The longstanding relationships our distributors have with dealers support seamless operations and high engagement. The following outlines our key procedures:</p> <p>As a note, the Walker Configurator Tool (mentioned in Answer 61) ensures that dealers make a complete and accurate quote to customers along with proper discounting. The electronic document is emailed (and printed) for the customer to make sure all communication is accurate.</p> <p>Pricing Accuracy: Our Sourcewell customer discount information is maintained on dealer-facing pricing platforms, integrated directly into their quoting systems through the Walker Configurator Tool (see Answer 61). This ensures that participating dealers automatically apply the correct pricing when preparing quotes.</p> <p>Order Submission and Documentation: Orders submitted by participating entities are reviewed by our sales team for proper documentation and eligibility. Approved orders are then verified by the finance department to ensure accurate pricing and calculation of the appropriate administrative fee for Sourcewell.</p> <p>Post-Sale Verification: To confirm new machine and equipment sales, we utilize a post-sale credit system. Dealers must provide the member's name, address, and member number to receive additional monetary support, reinforcing pricing compliance without imposing extra burdens or costs.</p> <p>Monthly Data Collection: At the end of each month, sales data for new machines and equipment attributed to Sourcewell is compiled for accurate reporting.</p> <p>Quarterly Reporting: After the close of each quarter, we prepare and submit a comprehensive sales report along with the appropriate administrative fee payment to Sourcewell for all qualifying transactions.</p> <p>Annual Audit: Our procedures undergo an annual external audit to ensure that all processes remain compliant and effective. Each order under this contract is assigned a unique ID for tracking and reporting purposes.</p> <p>This structured process supports consistent, transparent, and accurate compliance with Sourcewell contract requirements.</p>	*

72	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>We consistently monitor the percentage of sales conducted through cooperative contracts and will maintain this practice if awarded the contract for RFP 112624. Additionally, we will track the following internal metrics to measure the success of the agreement:</p> <p>Customer Engagement Levels: Monitoring the number of new and repeat customers utilizing the cooperative contract.</p> <p>Sales Growth: Measuring the increase in sales volume attributed to the cooperative contract over time.</p> <p>Marketing ROI Study: Return on Investment analytics will be developed based on direct contact made with customers both through show, electronic and direct mailing contacts. Assessments will be made annually to determine the ongoing viability of this marketing investment.</p> <p>Customer Satisfaction: Gathering feedback and ratings from customers to assess the quality of service and satisfaction.</p> <p>Contract Utilization Rate: Analyzing how frequently the cooperative contract is used relative to other procurement methods.</p> <p>These metrics will help us evaluate our performance and ensure we are meeting the goals of the agreement effectively.</p>	*
73	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Walker proposes an administrative fee of 1.0% of vendor sales under the contract. Walker Mowers are a premium product at a premium price point when compared with comparable mid-mounts. Therefore, the average contract value per transaction will be higher than the industry average. The proposed discounts will enable Walker to provide additional incentives to Sourcewell members, helping to address customers' budget constraints and respond more effectively to competitive market opportunities.	*

**Table 7: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
74	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	This is improved pricing specifically designed for Sourcewell members. Please see "Pricing List.pdf" in the Pricing.zip file.

**Table 8A: Depth and Breadth of Offered Solutions (200 Points)**

Line Item	Question	Response *
75	Provide a detailed description of all the Solutions offered, including used, offered in the proposal.	<p>Walker Manufacturing offers a comprehensive range of lawn care solutions designed to meet diverse maintenance needs. Below is an overview of their primary mower models and associated features:</p> <p>1. Model S Description: An entry-level, grass-handling mower ideal for residential lawns. Key Features: Patented Grass Handling System (GHS) with a 12.5-inch blower assembly. 12.5-inch, two-piece blower assembly with Thru-Shaft PTO. 7.0 bushel grass catcher. Compact design for maneuverability around tight landscape features. Ideal Application: Residential properties requiring efficient grass collection. Additional Information: walker.com</p> <p>2. Model C Description: The original Walker commercial lawn mower, refined for commercial operators. Key Features: Compact and versatile with impressive productivity. Available with various engine options, including EFI models. Designed for easy maintenance with tilt-up decks and bodies.</p>



Ideal Application: Commercial properties, especially those with intricate landscaping.  
Additional Information:  
walker.com

### 3. Model T

Description: A versatile mower offering a balance between power and agility.

Key Features:

Multiple engine options, including fuel-efficient EFI models.

Compatible with a wide range of decks and attachments.

Designed for both collection and discharge applications.

Ideal Application: Properties requiring adaptability to various mowing conditions.

Additional Information:

walker.com

### 4. Model D

Description: A diesel-powered mower designed for fuel efficiency and durability.

Key Features:

Equipped with a liquid-cooled diesel engine.

High torque for handling challenging mowing conditions.

Suitable for large properties requiring extended operation.

Ideal Application: Large commercial properties and municipal grounds.

Additional Information:

walker.com

### 5. Model R

Description: A compact, economical mower suitable for residential use.

Key Features:

User-friendly design with simple controls.

Efficient mowing with a focus on ease of maintenance.

Ideal for homeowners seeking professional results.

Ideal Application: Residential lawns requiring a reliable and straightforward mower.

Additional Information:

walker.com

### 6. Model B

Description: A non-collection mower emphasizing speed and efficiency.

Key Features:

Higher horsepower options for increased productivity.

Redesigned chassis for improved component access.

Ogura electric clutch with Soft Start for durability.

Ideal Application: Commercial and rural properties requiring efficient mowing without grass collection.

Additional Information:

walker.com

### 7. Model H

Description: A high-capacity machine designed for productivity and versatility.

Key Features:

Multiple engine options, including diesel and high-horsepower EFI models.

Larger drive tires and Hydro-Gear ZT3400 transmissions for enhanced maneuverability.

Integrated deck height adjuster with cutting heights up to 5 inches.

Ideal Application: Large properties with diverse mowing requirements.

Additional Information:

walker.com

For a comprehensive overview of all Walker mower models and their specifications, please refer the 2025 Product Catalog - available in English and Spanish.

Decks: Walker provides various deck options to suit different mowing needs:

Collection Decks: Designed for efficient grass and debris collection, these decks are ideal for maintaining clean lawns. For example, the 48-inch collection deck is popular among landscape professionals for its strong vacuum action and suitability for larger finished turf areas.

walker.com

Side Discharge Decks: These decks discharge clippings to the side, making them suitable for areas where collection isn't necessary. The 56-inch side discharge deck, for instance, excels at high production mowing across various grass types and conditions.

walker.com

Mulching Decks: Designed to finely chop clippings and redistribute them onto the lawn, mulching decks promote healthy grass growth. The 52-inch mulching deck features serrated wing blades and recirculating hubs for superior mulching performance.

		<p>walker.com</p> <p>Attachments: Walker offers a range of attachments to enhance mower functionality:</p> <p>Dethatcher: Ideal for spring cleanup, the dethatcher quickly mounts to the front of most Walker decks, lifting and collecting thatch and debris in one pass. walker.com</p> <p>Boom Sprayer: Suitable for fertilization and weed control, the boom sprayer offers a 96-inch spray pattern and includes a 20-foot wand for precise application. walker.com</p> <p>Snowblower: Available in single-stage and two-stage configurations, snowblowers are designed for efficient snow removal, with features like adjustable chutes and electric height adjustment. walker.com</p> <p>Implements: For year-round versatility, Walker provides implements that can be quickly attached to the mower:</p> <p>Dozer Blade: Available in 48-inch and 60-inch sizes, the dozer blade is suitable for snow removal and grading tasks. walker.com</p> <p>Loader Bucket: Capable of pushing, scooping, hauling, and grading materials, the loader bucket lifts approximately 180 pounds and has a 2.25 cubic foot capacity. walker.com</p> <p>These products and attachments are designed to maximize the utility of Walker Mowers, making them adaptable to various tasks throughout the year.</p> <p>In the "Additional Documentation.zip" file please find the links to this answer in the document labeled, "Table 8A: Depth and Breadth of Offered Solutions: Links to Answer 75."</p>
76	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>At Walker Manufacturing, we specialize in commercial-grade zero-turn lawn mowers, accompanied by a range of high-performance implements and attachments to maximize versatility and efficiency. Our offerings include grass collection systems, mulch kits, blowers, rotary brooms, dozer blades, snow blowers, ROPS kits, as well as both soft and hard cabs.</p> <p>Beyond mowers and attachments, our product categories cover lawn care equipment, snow removal solutions, home and garden tools, and additional garden utilities—ensuring that our customers have the ideal tools for every outdoor task.</p> <p>See 2025 Product Catalog in English and Spanish</p> <p>In the "Additional Documentation.zip" file please find the links to this answer in the document labeled, "Table 8A: Depth and Breadth of Offered Solutions: Links to Answer 76."</p>

**Table 8B: Depth and Breadth of Offered Solutions**

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments
77	Lawn and garden equipment for all types of lawn, field and turf care, golf course, landscape, sidewalk, walking path, and parking lot maintenance, and snow removal	<input checked="" type="radio"/> Yes <input type="radio"/> No	Walker offers both commercial and residential out front-deck zero-turn lawn mowers, available in diesel and gas options with either carburetor or EFI fuel delivery systems. We provide a full range of accessories compatible with all our machines.
78	Irrigation and aeration equipment, systems, parts, and installation	<input checked="" type="radio"/> Yes <input type="radio"/> No	The Walker Perfaerator is a front-mounted aeration attachment designed to enhance the efficiency and effectiveness of lawn aeration tasks. In the "Additional Documentation.zip" file find the document labeled "Table 8B: Depth and Breadth of Offered Solutions: Link to Answer 78" for more information on the Perfaerator.
79	Beach and waterfront maintenance equipment and accessories	<input checked="" type="radio"/> Yes <input type="radio"/> No	Beach walkways and waterfront hard surfaces are a great location for using Walker rotary brooms and debris blower. In the "Additional Documentation.zip" file find the document labeled "Table 8B: Depth and Breadth of Offered Solutions: Link to Answer 79" for more information.

**Table 9: Exceptions to Terms, Conditions, or Specifications Form**

**Line Item 80. NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

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

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as 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](#) - Pricing.zip - Tuesday November 26, 2024 11:10:18
- [Financial Strength and Stability](#) - Financial Viability and Marketplace Success Links.zip - Tuesday November 26, 2024 10:36:33
- [Marketing Plan/Samples](#) - Sourcewell Marketing.zip - Tuesday November 26, 2024 10:55:32
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Standard Transaction Document Samples.zip - Tuesday November 26, 2024 11:18:24
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Additional Documentation.zip - Tuesday November 26, 2024 11:18:56

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

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 award.
3. The Proposer certifies that:
  - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
    - (i) Those prices;
    - (ii) The intention to submit an offer; or
    - (iii) The methods or factors used to calculate the prices offered.
  - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
  - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
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 is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. 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, 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. - Jeffrey Ruitter, Channel Development Lead, Walker Manufacturing Company

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 obligations contemplated in the solicitation proposal.

Yes  No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum 6 Grounds Maintenance Eqpt RFP</b> Tue November 12 2024 03:29 PM	<input checked="" type="checkbox"/>	1
<b>RFP 112624 Grounds Maintenance Equipment Pre-Proposal Recording Link</b> Mon November 11 2024 08:17 AM	<input checked="" type="checkbox"/>	1
<b>Addendum 5 Grounds Maintenance Eqpt RFP</b> Fri November 8 2024 10:31 AM	<input checked="" type="checkbox"/>	2
<b>Addendum 4 Grounds Maintenance Eqpt RFP</b> Mon November 4 2024 04:03 PM	<input checked="" type="checkbox"/>	1
<b>Addendum 3 Grounds Maintenance Eqpt RFP</b> Mon October 28 2024 03:53 PM	<input checked="" type="checkbox"/>	2
<b>Addendum 2 Grounds Maintenance Eqpt RFP</b> Wed October 16 2024 08:40 AM	<input checked="" type="checkbox"/>	2
<b>Addendum 1 Grounds Maintenance Eqpt RFP</b> Wed October 9 2024 07:54 AM	<input checked="" type="checkbox"/>	2