

**Solicitation Number: RFP #111522****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and J.A. Larue Inc., 3003 Watt Avenue, Quebec QC G1X 3W2 Canada (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Airport Runway Equipment with Related Supplies and Services from which Supplier was awarded a contract.

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

**1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires February 3, 2027, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.
- C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

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

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

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

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

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

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

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

### **3. PRICING**

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

## **7. CUSTOMER SERVICE**

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

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

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

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

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

The Report must contain the following fields:

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

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

The Supplier will submit payment to Sourcwell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased

by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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



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

*3. Use; Quality Control.*

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

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

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

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

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

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

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

## 15. FORCE MAJEURE

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

## 16. SEVERABILITY

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

## 17. PERFORMANCE, DEFAULT, AND REMEDIES

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

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

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

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

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

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

## 18. INSURANCE

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

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

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

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

Minimum limits:

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

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

Minimum Limits:

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

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

Minimum Limits:

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

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

Minimum Limits:  
\$2,000,000

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

Minimum limits:  
\$2,000,000 per occurrence  
\$2,000,000 annual aggregate

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

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

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

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

D. WAIVER OF SUBROGATION. Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other

insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

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

## **19. COMPLIANCE**

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

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

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

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

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

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

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all

references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

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

B. DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of

not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

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

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any

person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

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

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

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

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

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



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

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

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

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

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

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

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

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

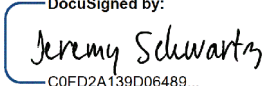
## **22. CANCELLATION**

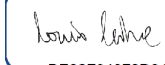
Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's

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

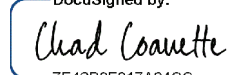
Sourcewell

J.A. Larue Inc.

DocuSigned by:  
  
By: C0FD2A139D06489...  
Jeremy Schwartz  
Title: Chief Procurement Officer  
2/2/2023 | 1:39 PM CST  
Date: \_\_\_\_\_

DocuSigned by:  
  
By: DE32F94072D044D...  
Louis Larue  
Title: Vice-President  
2/2/2023 | 2:22 PM EST  
Date: \_\_\_\_\_

Approved:

DocuSigned by:  
  
By: 7E42B8F817A64CC...  
Chad Coquette  
Title: Executive Director/CEO  
2/2/2023 | 2:06 PM CST  
Date: \_\_\_\_\_

# RFP 111522 - Airport Runway Equipment with Related Supplies and Services

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## Vendor Details

Company Name: J.A. Larue  
Address: 3003 Watt Avenue  
Quebec, Quebec G1X 3W2  
Contact: David Olivier  
Email: david.olivier@jalarue.com  
Phone: 514-742-6660  
HST#:

## Submission Details

Created On: Monday October 24, 2022 09:43:35  
Submitted On: Tuesday November 15, 2022 12:28:01  
Submitted By: David Olivier  
Email: david.olivier@jalarue.com  
Transaction #: 78b62c87-2c2a-4dae-9e4a-0be8c08351e4  
Submitter's IP Address: 216.113.47.20

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## Specifications

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

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

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	J.A. Larue inc.
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	N/A
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	N/A
4	Provide your CAGE code or Unique Entity Identifier (SAM):	L06W8/208580092
5	Proposer Physical Address:	3003, Watt avenue Québec, QC G1X 3W2 Canada
6	Proposer website address (or addresses):	www.jalarue.com
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Louis Larue Vice-President louis.larue@jalarue.com (418)-658-3003 #231
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	David Olivier Sales Manager david.olivier@jalarue.com (418)658-3003 #417
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Sylvain Dion Administration Manager sylvain.dion@jalarue.com (418)-658-3003 #255

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

Line Item	Question	Response *
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10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>In 1973, J.A. Larue inc. started as a repair shop for various types of heavy diesel equipment. Later, the company specialized in rebuilding used snow removal equipment, until, that is, founder André Larue had the vision to design and manufacture a snow blower that would stand out and stand up to the worst of winter. Nearly a half-century later the company is managed by the second generation, Denis, and Louis Larue. And it has become one of the largest makers of industrial snow removal equipment in the world. Founded and based in Quebec, where snowfall has been known historically to reach up to five meters in depth, Larue arose from a culture of snow. Snow isn't weather in Quebec, it's a way of life. We live it, four months a year. And all of that snow has given us an expertise that few others can claim. Our snow removal equipment is a study in continuous refinement, relentless innovation and an ability to deliver highly customized machines to clients around the world. Snow fears Larue. And when it comes to clearing roads, Larue is a name you can count on.</p> <p>OUR VALUES</p> <p>DEDICATION Dedication is the wellspring of quality, service, and the tireless energy needed to meet and exceed expectations. It is the source of curiosity, which in turn, leads to increased knowledge and expertise. Larue is dedication.</p> <p>PASSION Nothing drives dedication like passion. We don't simply build machines, we put every last atom of ourselves, our expertise, and our obsession with being better into each and every last one of them. Larue is passion.</p> <p>RESPECT Larue is not a monolith. If we enjoy achievement, it is because of our differences, and our ability to channel them into innovation, quality, and service where the whole is much greater than the sum total of its components. There is no achievement without respect. Larue is respect.</p> <p>TEAM SPIRIT We achieve together. We pull together, we innovate together. Team spirit is the direct byproduct of respect. One cannot exist without the other. Only a team can build a machine good enough to wear the Larue badge. Larue is team spirit.</p> <p>INNOVATION Innovation is the star that guides us, it pushes us to do more, do better, and do right by our clients. We have succeeded by being pioneers, not following. Leadership is a great responsibility, but we're relentless in our efforts to set an example and help our segment transform and embrace new ideas. Larue is innovation.</p>	*
11	What are your company's expectations in the event of an award?	<p>Being awarded a contract will play a key role in allowing us to provide products, service, and support for all Sourcewell's North American members, to include those in the US and Canada</p> <p>We are excited about the potential the contract has to drive growth for all of our product class. We plan to lead customers to, educate them about, and ultimately drive business with the Sourcewell contract in both US and Canada.</p> <p>Larue sales team believes we will continue to grow our sales by leveraging the Sourcewell contract. The Sourcewell brand is strong and is increasingly associated with integrity, quality, and ease of use, all of which makes it easier for us to leverage the contract to the benefit of Sourcewell, Customers, and Suppliers alike.</p>	*
12	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	<p>We have included in the attached bid document the following to attest to our financial stability and solid standing:</p> <ul style="list-style-type: none"> <li>-Dun &amp; Bradstreet report on our financial ratios;</li> <li>-Specific reference letter from our bank;</li> <li>-Reference letters from 4 top-tier industry suppliers as to our volume of business and excellent payment record.</li> </ul>	*
13	What is your US market share for the solutions that you are proposing?	We hold a 40% market share in D-Serie and 35% in T-Serie.	*
14	What is your Canadian market share for the solutions that you are proposing?	We hold a 70% market share in D-Serie and 75% in T-Serie.	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No, Larue has never been bankrupt.	*

16	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Larue is a manufacturer of snow removal equipment. Larue is a world class manufacturer which distributes products through a vast and capable dealer network.</p> <p>Larue and each dealer have signed a sales and service agreement that outlines the specific expectations from both parties. The Larue dealer network sells and supports our product line. These dealers offer full sales, parts and services support including best-in-class after-sales support as required by Larue. In a broad overview, Larue manufactures products and sell them to his dealer.</p> <p>Another advantage of independently owned dealers is that they know their customers and market well. They tailor their services specifically to their customers' needs. Although Larue will sign this contract as a manufacturer, Larue dealer will be given the opportunity to avail themselves of the sales business presented buy the contract and will execute all transaction with governmental, educational and non-profit customers as they do today. This includes but is not limited to consultation, quoting, accepting payment, delivery, warranty support, parts sales, and service. This is no different than sales occurring outside the terms of this agreement.</p> <p>Larue dealers heartily embrace Sourcewell contract #080818-JAL, and all of them have been trained in their use and as such will already be familiar with Sourcewell's contract.</p> <p>Larue offers specific discounts to Sourcewell members. By selling to members under Sourcewell contract, participating Larue dealers agree to honor those discounts.</p>	*
17	<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>To the extent of our knowledge, we are unaware of specific licences or certifications required to pursue the business covered by this RFP.</p>	*
18	<p>Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.</p>	<p>Larue has not been suspended or disbarred in the last ten years.</p>	*

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

Line Item	Question	Response *	
19	<p>Describe any relevant industry awards or recognition that your company has received in the past five years</p>	<p>We received a strogn rating from WSDOT and MDOT for the evaluation of sales transactions. This includes several aspects:</p> <ul style="list-style-type: none"> <li>-Overall you are very satisfied with the company's machine and services</li> <li>-This company provided a timely response to repair and technical issues</li> <li>-This company provided timely responses to parts orders and delivery</li> <li>-This company provided a machine that operated according to specifications and expectations</li> <li>-This company was easy to reach by phone or email.</li> <li>-This company stands behind its machines with warranty and repair assistance</li> <li>-The company provided a machine that was well engineered and durable for the work it was designed to do</li> </ul> <p>You will find this evaluation attached to this response.</p>	*
20	<p>What percentage of your sales are to the governmental sector in the past three years</p>	<p>90%</p>	*
21	<p>What percentage of your sales are to the education sector in the past three years</p>	<p>0%</p>	*
22	<p>List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?</p>	<p>Sourcewell  2019 : 845,995 \$  2020 : 1,116,725 \$  2021 : 456,209 \$</p>	*
23	<p>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>	<p>We do not hold a GSA Contract.</p>	*

**Table 4: References/Testimonials**

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

Entity Name *	Contact Name *	Phone Number *	
Tehema County	Matt Silvera	530-385-1462x3034	*
Town of Needham	John Regan	781-455-7500	*
City of Norfolk	Scott Smith	402-750-9439	*

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

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

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
ODOT	Government	Oregon - OR	Fleet replacement of T80-Self Propelled Snow Blower	Avg transaction 550 000\$ ea.	3 268 729,00 USD	*
City of Ottawa	Government	ON - Ontario	Fleet replacement and Standardization strategy	20 X D60 snow blower: Fleet replacement	3 640 000,00 CND	*
AKDOT	Government	Alaska - AK	Fleet replacement of Self Propelled Snow Blower	4 X T-Serie Avg transaction 630 000\$ ea.	2 510 392,00 USD	*
City of Montreal	Government	QC - Quebec	Fleet replacement and Standardization strategy	21 X D65 snow blower: Fleet replacement	2 974 267,50 CND	*
Quebec DOT	Government	QC - Quebec	Fleet replacement. Each transaction was awarded to the lowest bidder	8 units	1 518 466,00 CND	*

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

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

Line Item	Question	Response *	
26	Sales force.	Sales at Larue is driven by a Director of Sales & Marketing based at the head office. The director leads a team made up of estimation (1 TM), technical sales representative (6 TM), sales administration (1 TM) and marketing team (2 TM) to support the dealer network's. If we include our dealer sales and support teams, we have over 350 peoples who promote our products, parts, training and services in North America. Our dealer location information is included in the ansers referred to in number 27 below.	*

27	Dealer network or other distribution methods.	<p>Larue product are distributed buy a dealer sales network.  This network is structured as follows:  Canada- West  Falcon Equipment (<a href="https://www.falconequip.com/contact">https://www.falconequip.com/contact</a>)  BC : 3 locations  AB: 1 location  SK: 1 location  MB: 1 location  9 Sales reps and 3 Technical trainers  Canada- East  QC-NB-PE-NS-ON-NL-NU-NT: Larue(3 locations) Quebec, Montreal and NB (5 sales reps)  USA  Larue product are distributed in 39 States throught 13 dealers  Macqueen Equipment  IA-IL-IN-MN-NE-WI: (4 locations)  16 Sales reps and 5 Technical trainers  Bell Equipment  OH-MI (2 locations)  8 Sales reps and 2 Technical trainers  Viking Cives  CT-KS-KY-ME-MO-NH-NY-TN-VT (7 locations)  16 Sales reps and 2 Technical trainers  TranSource Truck &amp; Equipment  SD (3 locations)  5 Sales reps and 1 Technical trainer  Swanston Equipment  ND (2 locations)  4 Sales reps and 1 Technical trainer  SWS  ID-MT-OR-WA(3 locations)  10 Sales reps and 11 Technical trainer  Snoquip  CA-NV (1 location)  3 Sales reps and 1 Technical trainer  Kois Brothers  CO-WY (3 locations)  9 Sales reps and 1 Technical trainer  Holland Equipment  UT ( 1 location)  4 Sales reps and 1 Technical trainer  CN Wood  CT-MA-RI (6 locations)  15 Sales reps and 1 Technical trainer  Craig Taylor Equipment  AK (4 locations)  4 Sales reps and 1 Technical trainers  H.A DeHart &amp; Son  DE-MD-NJ-PA (3 locations)  6 Sales reps and 1 Technical trainers  <a href="https://www.jalarue.com/dealers/">https://www.jalarue.com/dealers/</a></p>
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28	Service force.	<p>Larue products are supported after the sale by our dealer network. All service partners listed below offer on-site parts inventory with next-day shipping capability, service bays, heavy equipment technicians and mobile service units. The below network supports Canadian and US customers.</p> <p>Canada- West  BC-SK-AB-MB : (6 locations)  Service bays: 40 service bays  60 technicians  Larue  QC-NB-PE-NS-ON-NL-NU-NT: (3 locations)  Service bays: 10 service bays  20 technicians  Macqueen Equipment  IA-IL-IN-MN-NE-WI: (4 locations)  Service bays: 42  65 technicians  Bell Equipment  OH-MI (2 locations)  Service bays: 16  10 technicians  Viking Cives  CT-KS-KY-ME-MO-NH-NY-TN-VT (7 locations)  Service bays: 42  65 technicians  TranSource Truck &amp; Equipment  SD (3 locations)  Service bays: 34 service bays  45 technicians  Swanston Equipment  ND (2 locations)  Service bays: 20  26 technicians  SWS  ID-MT-OR-WA  Service bays: 14 service bays  19 technicians  Snoquip  CA-NV  Service bays: 8 service bays  10 technicians  Kois Brothers  CO-WY  Service bays: 16 service bays  9 technicians  Holland Equipment  UT  Service bays: 2 service bays  5 technicians  CN Wood  CT-MA-RI  Service bays: 20 service bays  25 technicians  Craig Taylor Equipment  AK  Service bays: 26 service bays  22 technicians  H.A DeHart &amp; Son  DE-MD-NJ-PA  Service bays: 10 service bays  8 technicians</p>
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Order for Canadian and American Sourcewell member will be handled exclusively through our dealer Network.  <a href="https://www.jalarue.com/dealers/">https://www.jalarue.com/dealers/</a>  Once the dealer put a bid under contract, they send a purchase order to Larue. We then put the order through the following process:</p> <ul style="list-style-type: none"> <li>-Contract review and approval</li> <li>-Fabrication start</li> <li>-Water bath testing &amp; inspection</li> <li>-Prepare for delivery</li> <li>-invoice the dealer</li> <li>-Report Sale to Sourcewell</li> <li>-Warranty-Start process once In-Service paperwork received</li> <li>-Satisfaction Survey sent</li> </ul>

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.	Larue has 2 dedicated resources for customer and dealer support. We offer a 24/7 emergency phone (1-877-658-3013) for service issues to make sure our customers & dealers can reach us at any time. Our dealer network also maintains critical service resources and dedicated 24/7 support structures. The key benefit of a dealer network is that they have parts and technicians on-hand to make repairs within 24 hours if the part is available. Larue is located 15 minutes from a major airport (YBQ) and can therefore guarantee 24-48 hour delivery to almost anywhere in Canada or the US for critical parts. Customer satisfaction is monitored by Larue through a customer survey process that is sent direct to the customers. This allows for monitoring dealer performance and constructive feedback to the network for continuous improvement	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	We will be able to fully serve the US through our large dealer network (13 dealers) We are geographically diverse to cover 39 states to cover the snow-belt areas in the US. Each of our dealers have in inventory the critical pieces to meet the equipment population of their territory. In addition, Larue has over 10M in inventory available next day air if needed. We are committed to ensuring that the end user has the highest uptime with their equipment.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	We are the leader in Canada and we will be able to fully serve the Canoe members in Canada through our large, geographically dealer Network and the factories in Canada. We have 9 branches with more than 10M in parts to support and serve the Canoe Members. We just participated in the Canoe Room to grow event last month at Niagara on the lake to learn more about this Canadian entity. Larue want to be an important player in the Canadian success of Canoe.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	N/A - Larue can service all North America	*
34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	N/A - Larue can service any Sourcewell participating entity sector requiring our products.	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	N/A - Larue would have no restriction in these areas working through our local dealers who cover these territories.	*

**Table 7: Marketing Plan**

Line Item	Question	Response *
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36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Larue has an active Sourcwell contract at the time of filling out this tender. We advertise our Sourcwell partnership through many different channels such as our website, dealer portal, product order forms, brochures, print advertising, Powerpoint trainings, tradeshows and social medias. You will find marketing materials attached to this response.</p> <p>Website : We have a Sourcwell icon and contract number accessible in the footer from every page of our website, and we have a permanent landing page for Sourcwell : <a href="https://www.jalarue.com/cooperative-purchasing/">https://www.jalarue.com/cooperative-purchasing/</a></p> <p>Dealer portal : We have a Sourcwell icon and contract number accessible in the footer from every page of our website and we have a complete folder containing all the Sourcwell details and explanations. The portal is only accessible by our dealers and customers.</p> <p>Product order forms : We have a Sourcwell icon and contract number + a dedicated excel sheet to explain how Sourcwell works and what are the advantages of using it with us.</p> <p>Brochures : We have a Sourcwell icon and contract number in all of our brochures.</p> <p>Print advertising : Depending on the size of the ad, we usually add a Sourcwell icon and contract number to our print advertising which is mostly done on Airport Improvement Magazine for the months of March/April, September, October, November, December. This is recurring every year.</p> <p>Powerpoint trainings : A Sourcwell explanation page is present in all of our training materials that are relative to the US and Canadian market.</p> <p>Tradeshows : Whenever we go to a tradeshow, we bring Sourcwell marketing material such as flags in order to highlight the fact that we have an awarded contract. Our tradeshow schedule is the following for 2023 : Conexpo March 14-18, APWA Snow Conference April 16-19, Snow Symposium 21-26, Expo Grands Travaux April 21-22, AORS June 7-8, SWIFT September 26-29 and others could be added shortly.</p> <p>Social medias : We plan to do a Sourcwell post on Facebook and LinkedIn monthly during winter season to educate our followers about Sourcwell and to remind them about our active contract. The next post is scheduled on December 5th. We will tackle different angles such as how it works, what are the advantages, how easy it is to subscribe and get started to make a purchase and the fact that it is free to use. Outside of winter season, we will post 2 times, once in June and once in September. We took the habit of tagging Sourcwell (@Sourcwell) and adding the hashtag (#sourcwell) in our relevant posts.</p> <p>In 2023 we will start sending newsletters (once every two months) and we plan to include a block about Sourcwell in our core template (so each of our newsletters), once again to increase our chances of having our products being purchased through the service. The first one is schedule in January</p>
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>We use our newly designed and content-rich website to promote our Sourcwell contract and to explain in a dedicated web page the details about what Sourcwell is and what are the benefits of using it. We also use our product order forms to remind each of our customers (or dealer customers) that we have a Sourcwell contract and that they can save money and simplify their procurement process if they use it. Please see our attached product order form to see details. Our dealer portal is not live yet, but will be launched in January 2023. We will have a Sourcwell folder where our dealers will find all the details (financial, communication) in order to encourage their clients to use Sourcwell. Finally, we occasionally make a social media post to our highly engaged community about the benefits of Sourcwell, please see examples attached.</p> <p>WEBSITE: <a href="https://www.jalarue.com/cooperative-purchasing/">https://www.jalarue.com/cooperative-purchasing/</a> Our website is integrated with Google Analytics and Facebook pixel technology to analyze our data and enhance our ads. We do monthly Google Search Ads for our related snow removal keywords, as well as Facebook, You Tube and LinkedIn ads.</p> <p>FACEBOOK: <a href="https://www.facebook.com/laruesnowblowers">https://www.facebook.com/laruesnowblowers</a> LINKEDIN: <a href="https://www.linkedin.com/company/laruesnowblowers">https://www.linkedin.com/company/laruesnowblowers</a> INSTAGRAM: <a href="https://instagram.com/laruesnowblowers">https://instagram.com/laruesnowblowers</a> YOUTUBE: <a href="https://www.youtube.com/laruesnowblowers">https://www.youtube.com/laruesnowblowers</a> DEALER PORTAL (not live yet): <a href="https://portal.jalarue.com">https://portal.jalarue.com</a></p>
38	In your view, what is Sourcwell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcwell-awarded contract into your sales process?	<p>In our opinion, Sourcwell's role is to promote vendors who make quality and reputable products while maintaining good business practices, and to facilitate/accelerate the purchasing process for the members who need these products. It is a seal of approval in which these organizations trust to acquire the right solutions at a discounted price. Sourcwell is already integrated in our sales process because each of our dealers and their customers have the opportunity to see our Sourcwell awarded contract on their Larue equipment purchasing form, so that they can use it.</p>

39	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Due to the many applications for our products and high number of options available, we prefer to have a consultant who can add value by providing a better adapted product configuration in order to fully respect the customer's needs according to his specific work environment. Performance or environmental requirements can sometimes influence the product features that we include in our proposal. For those reasons, we do not currently use an e-procurement system.	*
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**Table 8: Value-Added Attributes**

Line Item	Question	Response *	
40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Our dealers include a minimum OF 2 hours product orientation at time of final delivery. (covering operation and maintenance) Furthermore, we have an 8-hour training course that can be offered through our dealer network for a cost of 500\$ plus fees (fee is included in the supporting documents) Lastly, our dealer and customer portal will be launched at the end of October 2022 and will feature, among other things, Larue University which contains digital training material such as videos, Power Points and documents. The portal will be the main access point for our dealers and customers where they will be able to register product warranty, find product manuals, manage inventory, order literature, order parts and find useful resources. (see print screen)	*
41	Describe any technological advances that your proposed products or services offer.	All Larue Products have: • Service Free blower clutch; • Reversing engagement to unplug (safety) • Calibrated overload protection device; T-Serie: • (Optional) Free vision obstruction heated glasses; • Sound proof cab having operational average level of 72 dBa.	*
42	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	Larue is engaged with partners on preliminary designs for electric/hydrogen apparatus to meet the need of moving towards green solutions. Larue has also invested in R&D to make our equipment more efficient. Here are some examples: All, except: D40, D87, D97, T80. • Use engine with European emission certification rather than the North American certification for less emission. • Service-free drive shaft to reduce the use of petroleum grease. T95 : Power Management System of the dual engine increase efficiency and reduce the fuel consumption. D5*, D6* : (optional) 2-speed transmission with the power Management System to minimize the power requirement and increase the efficiency of operation to reduce the fuel consumption. All Model: (optional) On demand Fan to reduce the fuel consumption and noise We also recycle: 100% of the metal waste, paperboard and pallet wood from our manufacturing activities and 100% of the paperboard, paper, aluminum and glass from our administrative activities. Larue eliminated use of plastic water bottles from our hospitality fridges.	*
43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	We do not have any third-party certification. However, we have integrated the vast majority of our machines engines with European emission certification rather than North American certification for lower emissions	*
44	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	N/A	*

45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	Larue offers the industry's widest range of industrial snow blowers with 11 loader-mounted and 5 self-propelled models. There is a Larue product designed for any type of operation and work environment. From airports, mountains, municipalities, larger cities and ski areas, we cover all those applications. Larue products deliver great value for money with exceptional manufacturing quality and are very easy to service, which takes care of our customers' bottom line. OEM parts are easily and rapidly found through our global dealer network or sometimes through us directly. Larue also has the biggest selection of product options which helps to provide highly customized equipment adapted to customers' specific needs. As a family-owned business with almost 50 years of history, customer satisfaction has always been our core philosophy and continues to guide our actions and decisions. We dedicate a great part of our budget to product innovation and growth, as evidenced by our recent investment in a modern facility with almost 100,000 square feet. Needless to say, we have the capacity to supply the market and since building snow removal equipment is our primary focus, Sourcewell's participating entities can rest assured that we will deliver.
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**Table 9: Warranty**

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

Line Item	Question	Response *
46	Do your warranties cover all products, parts, and labor?	For the applicable warranty period, Larue warranties its products against any defects in material and workmanship including any parts or labor necessary to remedy the warranty claim. Please see standard warranty policy for Canada and the USA in supporting documents along with our certificates: Full machine standard warranty is provided - 1 year or 2,000 hours of operation, whichever occurs first, as outlined in the standard warranty document. (These warranties cover parts and labor) Engine -two years or 2,000 hours of operation, whichever occurs first
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	N/A
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Larue warranty provides travel time, up to four -hours round trip, if in the opinion of the VENDOR, the product cannot reasonably be transported to business of a LARUE authorized Service Center or other source approved by LARUE (travel labor in excess of fourhours round trip, any meals, mileage, lodging, etc. are the owner's responsibility)
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	NO
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	We coordinate all warranty claims through our local dealer network. The dealer's professional service department have all the necessary relationships to coordinate any and all warranty claims for the component manufacturers involved in the construction of the Larue product, and this, in conjunction with Larue. This ensures a simple, single-point-of-contact for all services after the sale.
51	What are your proposed exchange and return programs and policies?	Larue Reman remanufactures an extensive line of components ranging from transmission, gear box, planetary and complete engines. These products are competitively priced and offer "Same as New" warranty. Larue Reman's quality remanufacturing process requires that all cores be completely disassembled, thoroughly cleaned, and inspected for damage to ensure they meet or exceed our rigid reusability guidelines. All wear items are replaced with new parts. Once the remanufacturing process has been completed, all units are fully tested to ensure they meet industry standards and to provide the customer with unequalled performance.
52	Describe any service contract options for the items included in your proposal.	Our dealer network offers preventive maintenance programs.They also offer a variety of preventive maintenance programs and tool tailored to each department need. (Examples provided in the supporting documents)

**Table 10: Payment Terms and Financing Options**

Line Item	Question	Response *	
53	Describe your payment terms and accepted payment methods.	Standard payment term for Larue product is payment in full upon delivery. On occasion our dealers will make special term arrangement with their customers.	*
54	Describe any leasing or financing options available for use by educational or governmental entities.	Leasing solution are offered through our dealer. Also, we have DLL who offer wide range of products and services includes loans and lease products. Examples provided in supporting Document. Pricing upload)	*
55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	All documentation is internal between Larue and the dealerships. However, the dealers have been trained on how to properly invoice a Sourcewell transaction to clearly show the Sourcewell contract number, as well as the Sourcewell discount, on their final invoice to the end customer. We have provided samples of our pricing and order form.	*
56	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	N/A	*

**Table 11: Pricing and Delivery**

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

Line Item	Question	Response *
57	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Our equipment model is based on a percentage discount of the manufacturer list price.  Larue give 5% discount on the MSRP
58	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Sourcewell members benefit from a 5% discount off the Standard List Price (MSRP)
59	Describe any quantity or volume discounts or rebate programs that you offer.	Quantity discount: 3-9 units = additional 2% 10 + =additional 5%
60	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Sourced products will be priced using a cost-plus model. For the purpose of this proposal, Sourcewell members will be quoted cost + 20% through the dealer network for any item that must be sourced externally.
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Dealer Provided goods and services: Customer requested nonfactory goods/services will be quoted by dealer. Set-Up and Installation fees: Dealer applied charges that cover their costs for installing and ensuring the proper operation. The set-up fee and installation fees are quoted by the dealer. Pre-Delivery Inspection (PDI): A PDI is performed on all new machine purchases to ensure proper fluid levels, check system pressures, verify accurate system operation, and cleaning of the unit prior to delivery. The cost of the PDI is quoted by the dealer and will vary by machine model and complexity. Taxes: Local taxes, if applicable, will be assessed.
62	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Larue has tremendous leveraging power as manufacturers with inbound and outbound freight costs and we will pass all savings into the members. Freight, delivery, or shipping are prepaid and added on the member's order as a pass-through cost.  The member has the option of picking up or hiring a third-party to retrieve the order.  Freight is FOB shipping point unless otherwise discussed and noted during the quoting process.
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	All proposed prices are FOB our factory in Quebec City, Quebec, Canada. Transport costs will be arranged by the local dealer with the end customer at the time of purchase. These amounts are separate from the apparatus price and are not considered for discount or fee to the sourcewell.
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	N/A

**Table 12: Pricing Offered**

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

**Table 13: Audit and Administrative Fee**

Line Item	Question	Response *
66	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	Sourcewell contract discount will be published to our dealer network and the dealers will be required to reference the Sourcewell contract on all related request for quotes through our Larue Pricing & Order form. Quarterly, the Director of Business Development and Administrator Manager will extract a report of all invoices that reference the Sourcewell contract. Larue will submit a copy of the report along with the applicable cheque for the fee payable to the NJPA.
67	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Larue will monitor dealer performance at the bid stage to give them constructive feedback on how to leverage the program with their end users. Specific metrics that will be monitored include total number of Sourcewell quotes per quarter, percentage of total quotes attributed to Sourcewell, and win/loss ratio of Sourcewell quotes vs non-Sourcewell quotes. Specific metrics that will be monitored include total number of sourcewell quotes per quarter, percentage of total quotes attributed to Sourcewell, and win/loss ratio of Sourcewell quotes vs non-Sourcewell quotes.
68	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Larue proposes 2% administrative fee. This 2% fee will be calculated on the vendor's total sales.

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

Line Item	Question	Response *
69	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	Larue manufactures industrial snow removal equipment such as loader-mounted and self-propelled snow blowers, self-propelled runway brooms and self-propelled runway plows. Our customers are municipalities, airports, contractors, government agencies and ski areas all over the world.
70	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<ul style="list-style-type: none"> <li>Loader mounted snowblowers</li> <li>Self-propelled snowblowers</li> <li>Self-propelled brooms &amp; plows</li> <li>Snow Truck</li> <li>Snow Tractor</li> <li>Airport snowblowers</li> <li>Airport brooms &amp; plows</li> <li>Multi Tasks</li> </ul>



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

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

Line Item	Category or Type	Offered *	Comments
71	Plows;	<input checked="" type="radio"/> Yes <input type="radio"/> No	We only offer plows that will be installed on our self-propelled trucks. This is an accessory to make our equipment more versatile.
72	Blowers;	<input checked="" type="radio"/> Yes <input type="radio"/> No	Larue offers the industry's widest range of industrial snow blowers with 11 loader-mounted and 5 self-propelled models. There is a Larue product designed for any type of operation and work environment.
73	Brushes and sweepers;	<input checked="" type="radio"/> Yes <input type="radio"/> No	We only offer brushes and sweepers that will be installed on our trucks. This is an accessory to make our equipment more versatile.
74	Anti-icing equipment and deicing equipment;	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
75	Rubber removal equipment;	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
76	Runway closure markers;	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
77	Runway traction equipment;	<input checked="" type="radio"/> Yes <input type="radio"/> No	Larue offers the industry's widest range of self-propelled with 5 models. We have the best in class airport equipment.
78	Equipment accessories and technology related to production of a turn-key solution complementary to the solutions described in Lines 71-77 above.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
79	Complementary offering of parts, supplies, and services, related to the upkeep, repair, or maintenance of equipment described in Lines 71-77 above.	<input type="radio"/> Yes <input checked="" type="radio"/> No	We offer all services listed. Larue has a dedicated service parts warehouse of more of 10M. We are proud to offer a 25 year parts availability service. This guarantees our customers peace of mind and secure their investment.

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

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

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification

**Documents**

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed

by 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](#) - List price.zip - Tuesday November 15, 2022 12:04:12
- [Financial Strength and Stability](#) - Finance.zip - Sunday November 13, 2022 20:02:48
- [Marketing Plan/Samples](#) - Larue - MKTG.zip - Tuesday November 15, 2022 12:06:16
- [WMBE/MBE/SBE or Related Certificates](#) - WSDOT - T80 Reference ITB+20221671+Attachment+6-Reference+Form+Rotary+Snow+Blowers.zip - Tuesday November 15, 2022 12:08:45
- [Warranty Information](#) - Warranty.zip - Sunday November 13, 2022 20:03:50
- [Standard Transaction Document Samples](#) - Larue - Equipment Pricing & Order Form 2022 USD T-Series.zip - Tuesday November 15, 2022 12:10:04
- [Upload Additional Document](#) - Larue D-Series - Operation Training.zip - Tuesday November 15, 2022 12:12:15

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

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

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

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

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

Yes  No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum_3_Airport_Runway_Eqpt_RFP_111522</b> Tue October 25 2022 01:23 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_2_Airport_Runway_Eqpt_RFP_111522</b> Mon October 24 2022 03:59 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_1_Airport_Runway_Eqpt_RFP_111522</b> Mon October 17 2022 11:06 AM	<input checked="" type="checkbox"/>	1