

**MASTER AGREEMENT # 082025****CATEGORY: Firefighting Apparatus and Fire Service Vehicles****SUPPLIER: Siddons-Martin Emergency Group, LLC dba Skeeter Brush Trucks, LLC**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Siddons-Martin Emergency Group, LLC dba Skeeter Brush Trucks, LLC, 850 Skeeter Way, Hillsboro, TX 77073 (Supplier).

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

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

**Article 1:
General Terms**

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

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

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on December 8, 2029, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (RFP #082025), Category 3: Brush and Wildland Urban Interface (WUI) Apparatus, to Participating Entities. In Scope solutions include:
- a. **Category 3: Brush and Wildland Urban Interface (WUI) Apparatus**, such as:
- i. Wildland firefighting apparatus, such as brush trucks and wildland urban interface (WUI) units;
 - ii. Equipment, options, accessories, components, and supplies **complementary** to the offering of the unit types described in i. above;
 - iii. Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in i. – ii.; and,
 - iv. **Category 3** responders ***MAY*** include **complementary** Specialty Apparatus and Equipment solutions in their response.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) Supplier Representations:

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

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

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

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

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

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

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

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

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

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

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

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

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

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

- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.
- xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

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

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

Article 2: Sourcwell and Supplier Obligations

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

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

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

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

Sourcwell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

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

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

- Participating Entity Contact Name;
 - Participating Entity Contact Email Address;
 - Participating Entity Contact Telephone Number;
- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
 - 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
 - 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations

defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

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

Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

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

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

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

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

c) **Use; Quality Control.**

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

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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

- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.
- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
 - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to

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

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3: Supplier Obligations to Participating Entities

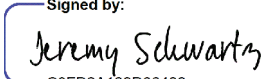
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

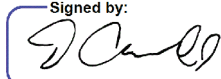
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

- 4) **Ordering Process and Payment.** Supplier’s ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcwell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier’s standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity’s unique Sourcwell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcwell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Siddons-Martin Emergency Group, LLC
dba Skeeter Brush Trucks, LLC

Signed by:

 C0FD2A139D06489...
 By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer

Signed by:

 AADC4EE62ACB47C...
 By: _____
 Jonathan Carroll
 Title: Chief Operating Officer – Siddons-Martin Emergency Group

Date: 12/10/2025 | 3:35 PM CST

Date: 12/10/2025 | 12:42 PM PST

RFP 082025 - Firefighting Apparatus and Fire Service Vehicles

Vendor Details

Company Name: Skeeter Brush Trucks, LLC
Does your company conduct business under any other name? If yes, please state: Siddons Martin Emergency Group, LLC Skeeter Emergency Vehicles, LLC
Address: 1362 E. Richey Road
Houston, TX 77073
Contact: Kathryn Williams
Email: kwilliams@siddons-martin.com
Phone: 281-606-4933
HST#: 27-4333590

Submission Details

Created On: Thursday July 03, 2025 14:03:29
Submitted On: Wednesday August 20, 2025 15:05:03
Submitted By: Jeffrey Doran
Email: jdoran@siddons-martin.com
Transaction #: 958f9365-a033-4cc7-bda9-c177c78e57f9
Submitter's IP Address: 147.243.190.86

Specifications

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

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

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

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Siddons-Martin Emergency Group, LLC
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Skeeter Emergency Vehicles, LLC
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Skeeter Brush Trucks - DBA Siddons-Martin Emergency Group, LLC – Parent Company Skeeter Emergency Vehicles – Licensed Converter
4	Provide your CAGE code or Unique Entity Identifier (SAM):	6Y5E7 DUNS - 065861693
5	Provide your NAICS code applicable to Solutions proposed.	4441110 371300 SMEG SAM = MQ5RALZU8HX5 Skeeter SAM - NZWXGN2UWR9
6	Proposer Physical Address:	Siddons-Martin Emergency Group 1362 East Richey Road Houston, Texas 77073 1-800-784-6806 Skeeter Emergency Vehicles 850 Skeeter Way Hillsboro, Texas 76645 1-888-228-9335
7	Proposer website address (or addresses):	www.siddons-martin.com www.skeeteremergencyvehicles.com
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Jonathan Carroll Chief Operating Officer – Siddons-Martin Emergency Group 1362 East Richey Rd. Houston, TX. 77073 Jonny.carroll@siddons-martin.com 1-800-784-6806
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Bill Davidson – Director of Outside Sales 850 Skeeter Way Hillsboro, TX. 76645 bill.davidson@skeeterev.com 1-888-228-9335
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Kyle Hall – Sales Manager 850 Skeeter Way Hillsboro, TX 76645 khall@skeeterev.com 1-888-228-9335 Jeffrey Doran – Director – Order Management 1362 East Richey Road Houston, TX. 77073 jdoran@siddons-martin.com 1-800-784-6806

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>This document outlines the market capabilities and foundational strengths of Skeeter Emergency Vehicles, in partnership with Siddons-Martin Emergency Group. Siddons-Martin has been in the fire apparatus business since 1974, and has now become the largest apparatus and equipment dealer in the US. Siddons-Martin has gone from a small garage operation to serving eight states with over 900 employees.</p> <p>While the quality of our apparatus speaks for itself, this bid is about more than equipment specifications—it is about the comprehensive solution we provide, from sales and delivery to long-term service and support. Our goal is to tell the story of a strategic partnership that ensures the delivery of world-class wildland apparatus and an unparalleled level of in-market support.</p> <p>The Skeeter Story: Building Mission-Specific Apparatus Skeeter Emergency Vehicles has a clear mission: to build severe-duty, high-performance wildland fire apparatus engineered for the field's extreme challenges. Unlike standard trucks, Skeeter apparatus are designed from the ground up to meet the rigorous demands of wildland urban interface firefighting within the industry standards set for the Fire community.</p> <p>For those unfamiliar with wildland apparatus, fire trucks are categorized based on their pump capacity, water tank size, and hose requirements, among other factors. We construct an apparatus specifically designed for wildland and brush firefighting. They are nimble, off-road capable vehicles that can access remote areas where larger, traditional fire engines cannot. It also hosts a host of other apparatuses like the Gull-wing fire rapid response vehicle and a line of UTVs for EMS/Fire calls beyond the roadways or off Trails where larger apparatuses cannot reach. Recue side trucks from light to heavy configurations with specific jobs in mind when we design them according to the customer's specs.</p> <p>Skeeter's expertise lies in building these specialized trucks with features like severe-duty off-road suspension, custom all-aluminum bodies, and spring-mounted chassis systems that provide superior performance and firefighter safety. We are not just building fire trucks; we are building battle-tested tools that are purpose-built for the job.</p> <p>The Power of Partnership: Siddons-Martin's Market Capabilities (Dealer Network) Siddons-Martin Emergency Group is more than just a dealer; it is a full-service partner with a deep commitment to the communities it serves. With a vast and expanding footprint, Siddons-Martin provides the essential infrastructure with the Dealer Network to support every apparatus throughout its lifecycle. This partnership ensures you are never alone—you have a dedicated team of professionals ready to assist with sales, service, and ongoing support.</p>
12	What are your company's expectations in the event of an award?	<p>An award to the Sourcewell contract will provide our customers with a national platform to purchase Skeeter products without the bid process. Skeeter will be positioned with strong backing and a partnership with Sourcewell. Sourcewell has a strong, well-known name as a national purchasing program backed by a great internal team. The presence of Sourcewell at the major national conferences is a massive testament to the support for the customer and Skeeter EV. The partnership with Sourcewell will provide advantages to our sales team that no other purchasing cooperative offers. The staff at Sourcewell will greatly help customer confidence in a correct purchasing process throughout to all bidders.</p>
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>Please see the attached financial data. Additional information is available on specific request..</p>
14	What is your US market share for the Solutions that you are proposing?	<p>The US market share for Wildland vehicles is approximately eighteen percent. Skeeter EV is a member of the Fire Apparatus Manufacturers Association (FAMA) and reports our annual sales to the FAMA organization. Many of the small builders do not participate in FAMA or follow the standards set by NFPA, or FAMA shared information with FAMA.</p>
15	What is your Canadian market share for the Solutions that you are proposing?	<p>Our Canadian market share is currently minimal, as the demand for Wildland vehicles is not near that of the US market. Our Global ARFF dealer does support Canada in sales and service.</p>

16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Siddons-Martin Emergency Group and Skeeter EV have had no bankruptcy files since our inception in 1974.	*																																																						
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Skeeter EV is described and licensed as a Motor vehicle converter by the Texas Department of Motor Vehicles (License included). By definition, a converter builds and mounts a finished body onto a commercially available chassis such as a Ford or Chevrolet. A manufacturer is defined as having the ability to build and provide one chassis as the platform to build a complete vehicle. As a converter, Skeeter EV has an extensive national dealer network that handles the sales and service of the Skeeter products. In some rare cases, Skeeter may sell directly to a properly licensed customer. Depending on the dealer's operation, the dealer network's sales force may consist of direct company employees or 1099 salespeople.	*																																																						
18	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.	Licenses as a converter are issued from Texas, where our facility is located. Licensing per individual state is also obtained to meet state and local requirements. Each Dealer organization handles its licensing per its state's codes.	*																																																						
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	We have no debarments.	*																																																						
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Skeeter EV has included patents and certifications in our uploaded documents. As a converter, we must also pass the requirements from each chassis manufacturer we use. This is done with our engineering team and companies such as Ford to allow Skeeter to promote "Factory Certified".	*																																																						
21	What percentage of your sales are to the governmental sector in the past three years?	Approximately ninety-six percent (96%) of our sales are to government agencies. Those agencies include the State Government, the local city government, Tax-funded Emergency Service Districts, Tax-funded Rural Fire Protection Districts, and, in some cases, Federal Agencies.	*																																																						
22	What percentage of your sales are to the education sector in the past three years?	Very few of our sales are to education; however, we have sold to a University that needed a smaller type 7 unit for the campus. We are not in any way opposed to sales with Educational agencies.	*																																																						
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<table border="0"> <tr> <td>HGAC -</td> <td>2023</td> <td>\$14,917,083.00</td> <td>2024 -</td> <td>\$11,037,021.00</td> <td>2025 -</td> </tr> <tr> <td>\$6,754,892.00</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Buy Board -</td> <td>2023</td> <td>\$5,106,037.00</td> <td>2024 -</td> <td>\$2,572,731.00</td> <td>2025 -</td> </tr> <tr> <td>\$2,754,353.00</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>NASPO</td> <td>2023</td> <td>\$2,953,280.00</td> <td>2024 -</td> <td>\$ 597,757.00</td> <td></td> </tr> <tr> <td>2025 -</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>\$1,773,958.00</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>NPPGOV</td> <td>2023</td> <td>\$0.0</td> <td>2024</td> <td>\$ 0.0</td> <td></td> </tr> <tr> <td>LaMas -</td> <td></td> <td>\$0.0 sales</td> <td></td> <td></td> <td></td> </tr> </table>	HGAC -	2023	\$14,917,083.00	2024 -	\$11,037,021.00	2025 -	\$6,754,892.00						Buy Board -	2023	\$5,106,037.00	2024 -	\$2,572,731.00	2025 -	\$2,754,353.00						NASPO	2023	\$2,953,280.00	2024 -	\$ 597,757.00		2025 -						\$1,773,958.00						NPPGOV	2023	\$0.0	2024	\$ 0.0		LaMas -		\$0.0 sales				*
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NPPGOV	2023	\$0.0	2024	\$ 0.0																																																					
LaMas -		\$0.0 sales																																																							
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	We are not on the GSA Advantage Schedule	*																																																						

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *
Harris-Fort Bend ESD 100 Community Fire Department	Chief Bobby Clark 16003 Bellaire Blvd Houston, Texas 77083	281-498-1310
Texas A & M Forest Service	Jared Karns 200 Technology Way College Station, TX. 77845 JKARNS@TFS.TAMU.EDU	1-976-202-0688
Oregon State Police	Shirley Smith Procurement & Contract Specialist 3565 Trelstad Ave. SE Salem, OR. 97318 shirley.smith@osp.oregon.gov	1-503-779-4221
Vendor Darley Pumps and Equipment	Bruce Ireland Director of North American Sales bruceireland@darley.com	1-817-964-4118
Vendor Cavender Grande Ford	Rocky Shoffstall Commercial Fleet Manager	1-210-860-7537

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

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

Line Item	Question	Response *
26	Sales force.	The Skeeter EV Sales force includes seventeen dealers across the US, one of which handles sales and service internationally. They also service Skeeter units and Pierce Airport Fire-Rescue vehicles. The 17 Dealership organizations include approximately 325 sales representatives who sell the entire Skeeter product line. All dealer organization sales teams have access to the Skeeter “FAST” truck builder software, allowing them to visit the customer location to develop their customer vehicle specifications electronically. The factory support team can then review and supplement the web-based specification to ensure it is accurate and buildable before submitting it as an order.
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Our dealer network covers all 50 states, including Pierce Manufacturing Fire Apparatus Sales organizations. The network works on strong customer-first principles, providing solutions for first responders with expansive product lines. All the dealers are full-service, first-class organizations held to the high standards of Skeeter EV, Oshkosh, and Pierce Manufacturing.
28	Service force.	All Dealer organizations offer full-service capabilities for all their respective sales areas, including brick-and-mortar facilities and mobile service capabilities. Service for all is not just repairing a vehicle; it also includes having a tremendous parts inventory, extensive training for all technicians, and continuous process improvement programs for the service side of the organization. Service requires a significant financial investment in parts, facilities, and people, which is a commitment of all Skeeter dealers.
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	The selling dealer organization usually handles parts and service, fulfilling the end user’s sole source supplier. In rare cases, Skeeter EV may handle parts and service directly if the dealer organization requests assistance.
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.	First responders are on the line 24/7, so our belief at Skeeter is that we are available to them 24/7. All dealers have on-call 24/7 help numbers, emergency service repair technicians, and the capabilities to be available when the responders need help. Response times for each dealer vary depending on territory size and customer location; however, they all go above and beyond to help our customers in need.
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Part of being a full-service sole-source dealer is having the capabilities to assist all customers needing parts and service. Our dealer network prides itself on sales and service, so we are prepared to be a business partner beyond the sale. The service side of the industry is often forgotten after the sale; however, this is not the case with the Skeeter EV dealer network. We go the extra mile to service what we sell and then some.
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Our market in Canada is currently handled by Global ARFF Sales and Service, which provides parts and service worldwide. Our internal parts team is also available to any of our Canadian customers.
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Skeeter Emergency Vehicles will be ready to service all United States and Canada areas.
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	We see no entities that would not be a part of the sales and service offered by Skeeter or our dealer network.
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Our dealership, which covers Hawaii and the U.S. territories, currently has Skeeter units in service, and there are no sales or service limitations.
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	We will service any members of Sourcewell.

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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<p>37</p>	<p>Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>For over 50 years, Siddons-Martin has built an unmatched reputation by forging long-term, trusted relationships with our customers. This legacy of reliability is a cornerstone of our brand, and we will continue to leverage it by reinforcing the trust we've established through personal engagement, exceptional service, and a customer-first approach. Our longstanding customers understand the value of working with a partner like Sourcewell. Siddons-Martin and Skeeter EV provide industry-leading emergency vehicles and deliver consistent, top-tier maintenance and support. By celebrating and highlighting our decades of success, we will remind current and prospective customers that Siddons-Martin's experience guarantees quality, stability, and unmatched industry expertise.</p> <p>To remain competitive and expand our market share, it is essential to adopt and integrate cutting-edge technologies within our marketing efforts to enhance the performance of our sales and service teams. Working with Sourcewell to share our brands within its marketing platforms and incorporate the Sourcewell badge into all Siddons-Martin and Skeeter EV digital media and tradeshow marketing will add tremendous value. By embracing new digital marketing tools—such as data-driven customer insights, AI-powered marketing automation, and targeted online campaigns—we can better understand customer needs, target new markets, and strengthen our market presence. Leveraging analytics will allow us to identify high-potential prospects, tailor marketing messages more effectively, and provide real-time insights to our sales teams, empowering them with the correct information at the right time. Additionally, integrated marketing solutions enable seamless communication between marketing and sales/service teams, optimizing lead generation and follow-up. By aligning our marketing technology with sales and service initiatives, we will drive growth, improve customer engagement, and ensure a more streamlined, responsive approach to meeting our customers' needs.</p> <p>Maintaining brand loyalty requires constant innovation and strategic marketing collaboration in today's competitive landscape. Siddons-Martin and Skeeter EV will enhance customer retention by leveraging digital marketing tools to offer personalized, value-driven content and create unique engagement opportunities. This includes exploring co-branded digital campaigns with industry leaders such as Sourcewell, developing targeted email loyalty programs, and utilizing customer data to offer tailored promotions for repeat service clients and our new partners at Sourcewell. Additionally, we will invest in online educational initiatives, such as virtual training seminars and webinars, to keep customers informed and engaged with our services. These digital touchpoints will foster deeper relationships by keeping our clients connected to our brand. By continuously adopting new marketing strategies and technology-driven outreach, we will strengthen our role as a trusted partner with Sourcewell and ensure that Skeeter EV is seen not only as a premier wildland product and service provider but as a critical, value-adding resource to both Skeeter EV Customers as well as all the Sourcewell membership.</p>
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38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Digital Overview: The Siddons-Martin/Skeeter EV Facebook page averaged 1.48 million views each month in 2025. Our digital content strategy includes multiple placements across all major platforms, particularly Facebook, to ensure every content type reaches audiences where they're most engaged. We've consistently maintained our position as one of the most active and most-followed emergency vehicle dealers on Facebook. The Instagram page has averaged 98K views per month in 2025. We continue to see more engagement and activity on new delivery highlights and reels, which are a big focus of our plan moving forward for continued growth on the platform. We remain the highest followed Pierce dealer on Instagram (for many years running). The TikTok page averaged 42K views per month in 2025. We have new ideas sprouting every day for ways to increase engagement and views on this platform, which we will roll out in the coming months. We also remain the highest-followed Pierce dealer organization on TikTok. Our YouTube channel has received 209,017 views this year. We surpassed 1,000 videos published and 5,000 subscribers. Our YouTube videos now rank near the top for organic Google searches related to apparatus. This remains a steady platform for long-term watch engagement. We are the highest subscribed Pierce dealer on YouTube. Our website consistently attracts approximately 50,000 clicks per month. While traffic has plateaued slightly in recent months, we're implementing more user-friendly videos and dynamic content to drive long-term engagement. The "In Production" page remains our most visited section and has held that top spot for several years. Our digital-forward strategy also extends to Events and Procurement. We're piloting "literature-free" events featuring QR code brochure stands, utilizing technologies like HoloFans, and implementing geo-fencing around event booths to enhance engagement. On the Procurement side, we've begun stocking more on-trend giveaway items, each imprinted with QR codes for quick access to our website. We've also redesigned our hats to better appeal to younger customers. We continue exploring innovative approaches in Events and Procurement to ensure we are represented at the highest level. AI adoption has been a primary focus for us this year. We're actively developing a plan to publish fresh, long-form content on our website to improve search rankings and increase our visibility across AI-powered platforms like chatbots and Google's AI search mode. Generative AI tools are now integrated into our daily workflow, supporting everything from content creation and graphic design to copywriting, video editing, and transcription. We're also continuously evaluating new AI tools to ensure we remain highly visible on every platform where prospective customers search for information. Our strong dealer network maintains its own social media platforms, which increases the visibility of Skeeter EV and Sourcewell. Also see the marketing overview attached.</p>	*
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Sourcewell will be a significant market partner in promoting Skeeter EV and Skeeter EV's promotion of Sourcewell on all our electronic marketing platforms. We will also use Sourcewell marketing materials at our tradeshow in every Skeeter EV dealer network state. All Skeeter dealers (seventeen) maintain an active website and other social marketing platforms, which will feature Sourcewell links and logos to promote the Sourcewell purchasing contracts. Skeeter EV attends the major Fire, EMS, and Law Enforcement trade shows, such as the Fire Department Instructors Conference, Fire Rescue International, and International Chiefs of Police, where we prominently display our affiliation with Sourcewell.</p>	*
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>We do not currently use a fully integrated e-procurement portal; however, this is a near-future project as we address and build our F&O platform. All order entries can be submitted electronically to the dealer network, then to Skeeter EV, along with payment in ACH and electronic funds transfer; however, true e-procurement is in design.</p>	*

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>The Skeeter EV and our dealer network offer training on every vehicle sold. During a final inspection, the customer will receive training on pumping and operating the vehicle before acceptance and delivery. Additional training can be arranged with the local selling dealer organization as part of the quoted price.</p> <p>Along with training our customers, our team attends all major trade shows seeking new ideas, technology, and components that can be incorporated into our vehicle to increase functionality, safety, and operational readiness. We believe that training our teams adds to the benefits of our vehicles and customer experience. The status quo is not an option with Skeete EV, which is instilled in all employees at Siddons-Martin Emergency Group. Training our teams, including Sales and Service, is a continuous process highlighted at our annual Sales and Service training seminar, bringing both teams together for collaboration.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>Skeeter has uploaded documents about technology, patents, patented products, chassis manufacturers, and independent testing performed. Some of the technology includes our custom-designed wheels for larger tires required in lift packages, an off-road suspension system, and shock absorbers, to name a few. Technology improvements are at the forefront of our engineering and factory team. Innovations found at conferences and trade shows are a driving force, allowing technology advances to meet the customer's needs.</p>
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Our production facilities utilize green initiatives wherever possible. We also work with the chassis manufacturers to confirm that our build process has no negative impact on the factory systems, which is included in the chassis manufacturers' certifications of our build process.</p>
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Our third-party testing involves stability, braking, and handling, which are critical to a high-lifted off-road vehicle and ensure safety for the occupants. We strive to work with our chassis suppliers to maintain the integrity of the eco-system, EPA compliance systems, and labels required on all chassis.</p>
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?	<p>Skeeter has harnessed the information from off-roaders and wildland firefighter crews to continuously improve our vehicles to access the challenging terrain involved in wildland fires. Occupant safety comes from fully engineered and tested products; many vendors simply do not offer equivalent testing. Safety first is part of every aspect of vehicle design and assembly. Years of continuous evaluation of the products, listening to customer requests, and incorporating those ideas into the functionality of the complete vehicle set Skeeter apart from other manufacturers. Our design starts from the ground up to meet the demands of wildland terrain and the punishment experienced during wildland firefighting. Testing those designs is not cheap; however, our company believes in testing to build the best. Many of our team members and dealer network are also firefighters who use our equipment, so the design and safety are very close to home. We listen to our sales and service team members' ideas to constantly build improvements and offer the best product in the industry.</p> <p>Our dealer network is unmatched in coverage, product knowledge, and capabilities, a feature you cannot put a price tag on. Our dealers sell a multitude of additional products to their customers, so there is continuous follow-up and visibility with the customer. We are not a single-sale-and-go organization; we offer an unmatched partnership to our customers.</p>
46	Describe how your solutions meet United States fire related standards, such as NFPA, for the equipment and products offered in your proposal, including applicable federal and state requirements.	<p>The Skeeter EV vehicles meet or exceed NFPA 1901 and NFPA 1906 Standards, including static stability, acceleration, and service braking requirements. (Report attached) These tests are critical to the performance of the off-road wildland vehicles for occupant safety. All build processes comply with the chassis manufacturer (Ford, Chevrolet, Dodge, International, etc.) to ensure there are no violations of warranties or issues with occupant safety.</p>
47	Describe how your solutions meet Canadian fire related standards such as NFPA, and CAN/ULC S515 for the equipment and products offered in your proposal, including applicable federal and provincial requirements.	<p>Currently, our testing does not include the Canadian standards CAN/ULC but is tailored to the US NFPA. Canadian standards are a future project and will be performed as requested.</p>
48	Describe available service and repair options for the equipment and products offered in your proposal and how the process works with those servicing the equipment.	<p>All seventeen Skeeter dealers across the US have factory-authorized warranty, parts, and service repair facilities within their local regions. With over 125 service centers and mobile service equipment dispatched from their respective service locations across the US, we have our customers covered should service needs arise. These service locations are staffed with qualified ASE-certified technicians to handle any needs. Skeeter factory support technicians back all dealer organizations and assist in troubleshooting issues. Local chassis dealers service chassis components such as the engine, transmission, HVAC, etc.</p> <p>During catastrophic events such as hurricanes, floods, and wildfires, our service networks are often on-site, supporting the first responders and any vehicle support needs.</p>

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a WMBE
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a WMBE
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not WBE
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a DOBE
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a VBE
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not an SDVOB
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not an SBE
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not an SDB
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a WOSB

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
58	Describe your payment terms and accepted payment methods.	Payment is due upon receipt of the vehicle. Payments are accepted by check, wire transfer, or ACH.
59	Describe any leasing or financing options available for use by educational or governmental entities.	We offer leasing terms to several leasing partners who work daily with our dealer network and sales teams. Many of our preferred lenders can incorporate prepayment discounts into the lease/purchase agreements, saving the customer money.
60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	Order entry is incorporated with the Dealer network, as the dealer is the primary sales point of contact. Any factory-direct sales, purchase orders, or purchase agreements are sent directly to SEV and processed into the order entry system, creating a booked sale. The dealer completes sourcwell pricing agreements, then signed by the end user to record the sales as a Sourcwell order. The Sourcwell order agreement is included in our uploaded pricing documents.
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	We do not accept P-Card for vehicle payments; however, this is being processed for future use. P-card payments are accepted for parts and services

62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	The Skeeter EV pricing consists of the vehicle type offered at a base model price attached to our uploaded pricing. All pricing for base models is 5% off the list price, and all added option content is also 5% off the list price. Pricing documentation is provided to the customer and available to Sourcewell when requested for any pricing audits. Option content is extremely difficult to include as line item pricing, as these are all custom-built units.	*
63	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.	The uploaded pricing document lists all base models at the list price and shows Sourcewell's discounted sale pricing of 5% off the list price.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	Multi-unit discounts are offered on a case-by-case basis	*
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Open-market items are rare with the Skeeter products; however, when this situation occurs, they are handled as at cost or, worst case, cost plus 5%. An example is equipment included with a purchase order for the vehicle, which would be at cost provided.	*
66	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.	The selling dealer incorporates inspection costs into the sale based on their travel costs to the factory. Freight and delivery are also incorporated into the selling price based on the delivery location and means of shipment. Some vehicles are driven, and some are trailers based on the customer's requirements. These costs are all detailed up front with the quote to the customer.	*
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Delivery and/or Freight charges are added to the customer's quote based on the customer's required shipping means. These costs are an "at-cost" item.	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Offshore deliveries are priced according to the customer's requirements and included in any pricing quote before the order is placed, eliminating surprises.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Delivery methods are always based on the customer's requirements and included in pricing quotes.	*
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	All the Skeeter Dealer organizations are familiar with identifying Sourcewell as the quoted contract price to comply with the contract terms. Internal audits are conducted with the Dealer organizations and end user, along with the truck builder software, specifying any cooperative purchasing platform used. This helps ensure contract requirements are followed.	*
71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	All our sales are tracked in SharePoint and a few additional software platforms, so there is visibility into which cooperatives are successful and which are not. We have received significant push from our current customers to become a Sourcewell vendor, so we already know we will have traction for sales once we are awarded. Other cooperative platforms we use have good and bad days, so an award on Sourcewell will be an excellent opportunity for Skeeter EV and our customers. Sourcewell offers exceptional opportunities to us with many of our other product lines sold.	*
72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	We propose a fee of \$1,000.00 per PO on vehicle sales and 2%, not to exceed \$2,000.00, on all parts, service, collision repairs, and other services sold on Sourcewell. This principle pricing keeps fees in line with other cooperatives, keeping the playing field even.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Pricing to be 5% off list price for all base models and option content. List price and Sourcwell pricing are displayed on the Pricing spreadsheet included in the uploaded documents.

Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A, 7B, 7C and 7D)

Line Item	Question	Response *
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	Siddons-Martin Emergency Group and Skeeter EV offer a full product line of new vehicle sales, used vehicle sales, equipment, parts, service, collision repair, vehicle upfitting, and refurbishment. Our new vehicles include multiple fire apparatus lines from small command vehicles to large tower ladder fire apparatus and everything in between. Many new vehicle sales include a trade-in of a customer's older unit as part of the sale package. The "trade-in" units are then serviced at our service facilities to ensure they are mechanically sound and sold as a "used vehicle. Our ambulance sales team offers seven different brands of ambulances to meet our customers' needs and design criteria. There are often "trade-in" ambulance units included in the ambulance sale then sold as used vehicles much the same as our fire sales side. Used vehicle pricing varies for every unit based on many factors, including age, mechanical, and physical condition.
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	One of the company's goals is to be a single-source supplier to meet our customers' needs. We offer vehicles, equipment, parts, and service for Fire, Emergency Medical, and Law Enforcement agencies. Some of the products included: Fire Apparatus and all associated equipment for the vehicle and firefighter Firefighter protective clothing Breathing apparatus (SCBA) Hose and Nozzles Rescue Extrication equipment Medical Stretchers Cardiac Monitoring equipment Law Enforcement tools and equipment for the vehicles and officers In total, we offer just over 140 brands or manufacturers of equipment that complement the vehicle and the first responder
76	Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.	With three collision repair/paint and body shops currently in operation, we can repair, paint, refurbish, or remount many types of vehicles. The pricing structure varies depending on the scope of work. In most cases, we work with insurance companies similar to a passenger car repair facility; we do it on larger vehicles in larger paint booths. The pricing structure includes labor, materials, and parts, so it's challenging to establish an exact price. Our Collision center labor rate is currently \$175.00 per hour. Parts and paint materials are priced at 5% off the SMEG list price.
77	Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.	Our vehicles come with a basic one-year warranty and the standard vehicle chassis warranty offered by that chassis manufacturer. We have included our warranty sheet in the upload document, which is also provided to the customer in their manual. This warranty includes a five-year (5) year warranty on the body compartment, plumbing, and Skeeter-built components. Structural integrity warranty of ten (10) years from the date of invoice.
78	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranty issues typically passed on to the original equipment manufacturer?	Component warranties are defined in the Warranty statement included in the manuals, as most component manufacturer warranties vary. We work with the customer and component manufacturer to resolve any component issues.
79	Describe any service contract options or extended warranties being offered with your proposal.	Service maintenance contracts, and extended warranties are offered on all our products. The service contract can be scheduled in two ways, whichever the customer prefers. Option one is defined as specific annual maintenance items, such as oil changes, brake inspections, or brake replacements, just as examples. The second is a fixed dollar amount, allowing the customer a set amount to be monitored by the service center and the customer for work performed. Extended warranties are offered through a third-party vendor at cost plus, which has been very successful with our customers. The warranty can be tailored to specific components, the entire vehicle, or anything in between. The warranty contract is particular in covered items, timelines, and any pro-rated items if they should exist. Both the service contracts and extended warranties have gained popularity in the past few years, working very well for the customer and dealer organizations.

Table 7B: Category 1: Structural Apparatus and Comprehensive Solutions - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

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

We will not be submitting for Table 7B: Category 1: Structural Apparatus and Comprehensive Solutions - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments	
80	Pumper trucks, aerial trucks, tanker/tender or water supply trucks, and quints	<input type="radio"/> Yes <input type="radio"/> No		*
81	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 77 above	<input type="radio"/> Yes <input type="radio"/> No		*
82	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 77 - 78 above	<input type="radio"/> Yes <input type="radio"/> No		*
83	Category 1 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment and Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response	<input type="radio"/> Yes <input type="radio"/> No		*

Table 7C: Category 2: Specialty Apparatus and Equipment - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

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

We will not be submitting for Table 7C: Category 2: Specialty Apparatus and Equipment - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments	
84	Specialty apparatus including but not limited to: aircraft rescue and firefighting (ARFF), command and communication units, mobile foam units, and custom rescue trailers	<input type="radio"/> Yes <input type="radio"/> No		*
85	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 81 above	<input type="radio"/> Yes <input type="radio"/> No		*
86	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 81 - 82 above	<input type="radio"/> Yes <input type="radio"/> No		*
87	Category 2 responders MAY include COMPLEMENTARY Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response	<input type="radio"/> Yes <input type="radio"/> No		*

Table 7D: Category 3: Brush and Wildland Urban Interface (WUI) Apparatus - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

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

We will not be submitting for Table 7D: Category 3: Brush and Wildland Urban Interface (WUI) Apparatus - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments	
88	Wildland firefighting apparatus, such as brush trucks and wildland urban interface (WUI) units	<input checked="" type="radio"/> Yes <input type="radio"/> No	Skeeter EV offers our full line of Wildland Vehicles custom built for each customers needs.	*
89	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 85 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Options content varies based on customer needs. We offer our full line of customization at 5% off list pricing for all options, extended warranties, equipment and communications devices at 5% off list pricing.	*
90	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 85 - 86	<input checked="" type="radio"/> Yes <input type="radio"/> No	We offer our full line of refurbishment, collision repair, maintenance contracts, extended warranty contracts, remounting units to new model chassis, poly storage components and equipment mounting services all at 5% off list pricing. Collision, paint and body repair will be a current shop labor rates with parts pricing at 5% off Skeeter-SMEG list pricing. Current shop labor for collision is \$175.00 per hour. Current Service shop labor rates are \$216.50 per hour with field service rates at \$226.40 per hour. All service parts are priced at 5% off SEV-SMEG list pricing.	*
91	Category 3 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment solutions in their response	<input checked="" type="radio"/> Yes <input type="radio"/> No	Some of the additional units offered include our high volume water/foam firefighting apparatus built on the same style bodies and chassis as our type 5 and 6 wildland. We will also offer our full line of tools and equipment to be included with the vehicles to compliment to efficiency of the sole source solution purchase. We offer a full line of equipment, hose, nozzles and accessory items all set at List less current discount for those manufacturer's, most of which are on Sourcewell contracts. Pricing on equipment will be list less percentage with a 2% Sourcewell fee, not to exceed \$2,000.00 per purchase.	*

Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 92. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
 - [Pricing](#) - Sourcewell Bid Skeeter EV Pricing list less 5% 2025-08-18.xls - Wednesday August 20, 2025 14:43:11
 - [Financial Strength and Stability](#) - SMEG Financial Statements 6-30-2025.pdf - Wednesday August 20, 2025 14:43:35
 - [Marketing Plan/Samples](#) - Skeeter Marketing plan.pdf - Wednesday August 20, 2025 14:44:29
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Options list-spec-drawing.zip - Wednesday August 20, 2025 14:58:37
 - [Upload Additional Document](#) - Company Information and supporting documents.zip - Wednesday August 20, 2025 14:58:50
 - Requested Exceptions (optional)

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

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

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Jeffrey Doran, Director - Order Management, Siddons-Martin Emergency Group

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

Yes No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_7_Firefighting_Apparatus_RFP_082025 Wed August 6 2025 04:28 PM	<input checked="" type="checkbox"/>	2
Addendum_6_Firefighting_Apparatus_RFP_082025 Mon August 4 2025 05:42 PM	<input checked="" type="checkbox"/>	1
Addendum_5_Firefighting_Apparatus_RFP_082025 Thu July 31 2025 04:55 PM	<input checked="" type="checkbox"/>	1
Addendum_4_Firefighting_Apparatus_RFP_082025 Fri July 25 2025 04:25 PM	<input checked="" type="checkbox"/>	2
Addendum_3_Firefighting_Apparatus_RFP_082025 Wed July 23 2025 04:42 PM	<input checked="" type="checkbox"/>	3
Addendum_2_Firefighting_Apparatus_RFP_082025 Thu July 3 2025 03:37 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Firefighting_Apparatus_RFP_082025 Wed July 2 2025 03:49 PM	<input checked="" type="checkbox"/>	1