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MASTER AGREEMENT #120925
CATEGORY: Vehicle Exhaust Removal and Filtering Systems
SUPPLIER: Rossman Enterprises, Inc. dba MagneGrip

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 Rossman Enterprises, Inc. dba MagneGrip, 11449 Deerfield Road, Cincinnati, OH 45242 (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.

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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 April 15, 2030, unless it is cancelled or extended as defined in this Agreement.

    1. **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.

    2. **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 #120925 to Participating Entities. In Scope solutions include:

    Sourcewell is seeking proposals for Vehicle Exhaust Removal and Filtering Systems designed to eliminate or reduce exhaust, pollutants, toxins, and other contaminants generated in garages, vehicle/apparatus bays, fleet settings, and attached buildings, including but not limited to:

    a. Direct exhaust capture systems for vehicles, such as:
        i. Overhead rail and hose systems;
        ii. Boom Arm systems;
        iii. Portable exhaust removal units;
        iv. In-ground and underfloor systems; and,
        v. Vehicle-mounted systems.
    b. Garage ventilation systems, such as:
        i. Ventilation and make-up air systems.
    c. Installation, maintenance, and scheduled services directly related and complementary to their offerings in 1. a - b. above.
    d. Proposers can include equipment, accessories, supplies, parts, and services directly related and complementary to their offerings in 1. a - c. above.

    2. Systems intended for other uses such as woodworking, fabrication, agricultural, etc. are allowed as long as the responders' primary offerings are Vehicle Exhaust Removal and Air Filtering Systems in 1. a. - c. above.

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.

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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:**

    a. **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.

    b. **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.

    c. **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.

    a. **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.

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

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

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

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

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

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

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

h. **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years

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after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

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

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

k. **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this 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.

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

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

n. **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this 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.

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

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

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q. **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this 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.

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

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

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

Article 2:
Sourcewell and Supplier Obligations

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

1) **Authorized Sellers**. Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.

2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
   - Identify the applicable Sourcewell Agreement number;
   - Clearly specify the requested change;
   - Provide sufficient detail to justify the requested change;
   - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
   - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

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

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

    Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

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

    If collected by Supplier, the Report may include the following fields as available:
    - Participating Entity Contact Name;
    - Participating Entity Contact Email Address;
    - Participating Entity Contact Telephone Number;

7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement, with the parties' mutually agreeing to adjust Line 73 of Proposer's response

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to reflect an Administrative Fee of 2% (two percent). 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.

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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

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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.

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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

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Participating Entities are encouraged to include all costs specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.

2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.

7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.

8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

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Sourcewell

Signed by:
C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 4/16/2026 | 8:52 AM CDT

Rossman Enterprises, Inc. dba MagneGrip

Signed by:
Margaret Rossman-Roach
C3A38E58E6284E6...

By: _____
Margaret Rossman-Roach
Title: President

Date: 4/15/2026 | 2:50 PM CDT

RFP 120925 - Vehicle Exhaust Removal and Filtering Systems

Vendor Details

Company Name:	Rossman Enterprises, Inc. DBA MagneGrip
Does your company conduct business under any other name? If yes, please state:	MagneGrip
Address:	11449 DEERFIELD RD Cincinnati, Ohio 45242
Contact:	Maggie Rossman-Roach
Email:	mrossman@magnegrip.com
Phone:	513-489-4440 105
Fax:	513-247-2502
HST#:	31-1049761

Submission Details

Created On:	Friday October 31, 2025 10:13:20
Submitted On:	Tuesday December 09, 2025 14:51:33
Submitted By:	Maggie Rossman-Roach
Email:	mrossman@magnegrip.com
Transaction #:	944b85a5-d98a-46a8-8c67-60f5b139e88c
Submitter's IP Address:	69.15.33.135

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.	Rossman Enterprises, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	DBA MagneGrip	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	8Z328	*
5	Provide your NAICS code applicable to Solutions proposed.	238290 Other Building Equipment Contractor	
6	Proposer Physical Address:	11449 Deerfield Road Cincinnati, Ohio 45242	*
7	Proposer website address (or addresses):	www.magnegrip.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):	Margaret Rossman-Roach President 11449 Deerfield Road Cincinnati, OH 45242 mrossman@magnegrip.com 513-489-4440	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Greg Roach Director of Sales 11449 Deerfield Road Cincinnati, OH 45242 groach@magnegrip.com 513-515-1941	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Heather Lester Accounting Manager 11449 Deerfield Road Cincinnati, OH 45242 heatherlester@magnegrip.com 513-489-4440	*

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.	Founded in 1982 in Cincinnati, Ohio, by Edward J. Rossman, MagneGrip (originally Clean Air Concepts) has become a leader in the design, manufacture and installation of vehicle exhaust removal and air purification systems. Our company was established to protect the health and safety of individuals by eliminating harmful airborne contaminants from indoor environments. From the early beginnings in the Midwest, we	

have grown into a nationally recognized manufacturer with systems installed in thousands of fire stations, EMS facilities, and vehicle maintenance shops across North America, Canada and internationally. MagneGrip stands alone as the only U.S. based manufacturer offering a truly complete clean-air solution, combining direct source capture exhaust extraction with continuous ambient air purification to not only fire and EMS agencies, but also fleet garages, public works and transportation facilities, maintenance shops, and any public-sector building where exhaust producing vehicles and equipment are used indoors.

In 1993, MagneGrip introduced the first magnetic connection direct source capture vehicle exhaust removal system, setting a new standard for fire and emergency service applications. Prior to this innovation, all available systems relied on pneumatic operation, often resulting in cumbersome use, air leaks, and frequent component failures. MagneGrip's magnetic connection eliminated those issues by offering greater reliability, lower maintenance, faster attachment, and improved safety performance. This breakthrough technology quickly gained industry acceptance, with competitors racing to catch up as it provided departments with easier-to-use and more dependable equipment.

In 2006, MagneGrip launched the AirHAWK line of air purification systems. These are ceiling-mounted or portable units designed to remove airborne particulates, gases, and odors. These hands free units provide whole room air cleaning that can also address airborne contaminants from other sources like off-gassing turnout gear, soot tracked in on equipment, cleaning chemicals, and daily activity. AirHAWK units continuously filter and recirculate the air in the bay and adjoining rooms, removing the particulates, VOCs, and gases from such sources.

The addition of the AirHAWK to the MagneGrip direct source capture line, solidified our position as the only U.S. manufacturer providing both direct source-capture exhaust extraction and ambient air purification solutions.

In 2022, MagneGrip introduced new technology to the magnetic direct source capture world for fire and emergency response with the release of the MagneGrip PRO Nozzle. This innovative new design on our original concept features our patented Flex-Magnet technology and a 90° transition elbow, completely unique to the market. Published industry coverage, such as the 2022 FirefighterNation article, as well as numerous customer reviews, validate this innovation as the easiest, most user-friendly magnetic nozzle available. https://www.firefighternation.com/firerescue/magnegrip-reveals-new-pro-nozzle-at-fdic-2022/

This nozzle exemplifies MagneGrip's continuing commitment to industry innovation that focuses on user-centric design, simplifying connection, minimizing maintenance, and increasing reliability for first responders. By integrating this advanced nozzle, MagneGrip once again leads the industry as the first to introduce new direct source capture technology that delivers real operational improvements directly from the needs and feedback of fire and EMS professionals.

Today, with thousands of systems installed across the U.S. and Canada, MagneGrip still operates from our Cincinnati headquarters at 11449 Deerfield Road and maintains ISO 9001:2015 certification, reflecting our unwavering commitment to quality management and continuous improvement. We are certified as a federally recognized Woman-Owned Small Business (WOSB) and Women's Business Enterprise (WBE), under the leadership of President Maggie Rossman-Roach, who succeeded her father Edward Rossman in 2018. Beyond just direct source capture exhaust systems and air purification units, MagneGrip customizes and designs air cleaning solutions that meet a variety of customers' needs, whether it's fire and emergency response, fleet and maintenance operations, public works departments, anywhere vehicles or exhaust generating equipment operates indoors. *

MagneGrip's core values are centered on health, quality, and integrity. Every product is engineered to ensure complete clean air with the elimination of exhaust and toxic particulates directly at the source and in the air, preventing exposure that can lead to serious long-term health effects. We believe that protecting first responders and fleet maintenance workers from occupational hazards is not just a business objective, but a moral responsibility. This people-first mindset drives every decision, from product design and manufacturing to customer service and training.

MagneGrip's business philosophy emphasizes reliability, innovation, and partnership. Our products are Made in the USA, designed for 100% exhaust capture with minimal maintenance, and built to withstand the demanding conditions of fire stations and fleet maintenance facilities. We maintain close communication with distributors, engineers, and end users to ensure that each installation is safe, efficient, and tailored to the customer's needs. MagneGrip also offers grant assistance services at no cost, helping customers secure federal funding for clean air systems, which reflects our belief in accessibility and community support.

		MagneGrip's longevity in the industry is a testament to our consistent quality and forward-thinking approach. Over the decades, we have continually refined our technologies, introduced new products, and improved operation reliability. MagneGrip's equipment has become synonymous with safety and dependability in the firefighting and emergency response community. We partner with agencies like Fire Fighter Cancer Foundation and many state Fire Chiefs associations, reinforcing our dedication to spreading the word to reduce carcinogenic exposure risks among first responders and fleet maintenance workers. For more than 40 years, MagneGrip has remained steadfast in our mission to deliver safe, clean air through superior engineering, responsive service, and American-made craftsmanship. MagneGrip continues to invest in R&D, expanding our complete clean-air portfolio to serve the next generation of emergency service and fleet maintenance facilities. Our reputation as a trusted manufacturer is built not only on technical excellence, but also on a deep respect for the people and communities it serves. Our business philosophy mirrors Sourcewell's cooperative values, transparent processes, reliable partnerships, and a shared commitment to community safety. From our Cincinnati roots to our nationwide presence, MagneGrip continues to uphold a simple yet powerful promise: to protect those who protect others. Recent industry articles demonstrate MagneGrip's leadership in firefighter health and air-quality innovation. • FireRescue1: "Source Capture: The Gold Standard for Keeping Toxins Out of Fire Stations," https://www.firerescue1.com/fire-products/vehicle-equipment/exhaust-removal-systems/source-capture-the-gold-standard-for-keeping-toxins-out-of-fire-stations • Firehouse: "MagneGrip Helps the Greensburg, IN, Fire Department" https://www.firehouse.com/stations/building-components/exhaust-removal/press-release/55309007/magnegrip-helps-the-greensburg-in-fire-department	
12	What are your company's expectations in the event of an award?	In the event of an award, MagneGrip's expectation is to establish a mutually beneficial partnership with Sourcewell and its members. To do this, we will work closely to ensure that all participating entities have easy access and understanding of MagneGrip's products, pricing, technical support, and training resources in relation to the Sourcewell contract and its requirements. MagneGrip would attend any Sourcewell-led trainings so that we can provide targeted training to our sales and distributor network to ensure full understanding of the contract terms, pricing structure, and purchasing procedures. Our trainings will include in person and virtual sessions along with reference materials outlining how to process orders, quote projects, and communicate the benefits of the contract to member agencies. Our team will receive updated guidance on eligibility, compliance, and reporting requirements, ensuring all transactions are accurate and consistent with Sourcewell's policies. This training ensures every MagneGrip representative can confidently support participating members and promote the program effectively and responsibly. To the Sourcewell members, MagneGrip will provide consistent communication, prompt responses to inquiries, and dedicated support for order processing, shipping coordination, and after-sale service. We also expect to collaborate on marketing and outreach efforts to help member agencies understand available products and contract benefits, as well as promoting Sourcewell to potential new members when beneficial for our customers. MagneGrip will submit quarterly sales reports and conduct internal compliance reviews to ensure alignment with all Sourcewell contract obligations. Our goal is to make the contract easy to implement, be compliant with all terms and effective in delivering value to the members, while upholding MagneGrip's long-standing commitment to quality, safety, and customer satisfaction in order to help grow our business and the Sourcewell network.	*

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.	MagneGrip is a privately held U.S. manufacturer headquartered in Cincinnati, Ohio, with over 40 years of continuous operation since our founding in 1982. We've installed our equipment in thousands of municipal, state, and federal facilities across North America, Canada and internationally. Since transitioning to second-generation leadership in 2018, MagneGrip has achieved an average annual revenue growth rate of 9.9%, resulting in a 94.6% total increase over that period. This strong record demonstrates our long-term financial strength, consistent reinvestment, and the operational capacity to support large cooperative contracts. MagneGrip maintains ISO 9001:2015 certification, confirming robust financial controls, quality management systems, and ongoing business continuity. As an ISO 9001:2015–certified manufacturer, MagneGrip documents and monitors financial and operational processes through audited systems that support long-term stability. We also hold Women's Business Enterprise (WBE) and Woman-Owned Small Business (WOSB) certifications, which further verify compliance, credibility, and operational integrity. We operate debt-free, own our manufacturing and corporate headquarters in Cincinnati, and carry comprehensive commercial and product liability insurance and have the bonding capacity required for public-sector projects. MagneGrip maintains long-standing relationships with major suppliers, some exceeding 20 years, ensuring supply chain stability and has a proven track record of fulfilling public-sector contracts efficiently and responsibly. We provide credit to several distributors and invests back in to our company to provide the most up to date technology for our customers. Supporting Documents: To substantiate this narrative without disclosing proprietary financial data, we've included the following attachments in the Financial and Certificates Sections of this bid: 1. Bank Letter of Good Standing – verifying financial stability and account performance. 2. Surety Letter – verifying financial stability and account performance. 3. WBE and WOSB Certifications – confirming financial and operational compliance under federal and state standards. 4. ISO 9001:2015 Certificate – demonstrating verified quality and operational controls. 5. Certificate of Insurance (COI) – showing current coverage for general, product, and commercial liability.	*
14	What is your US market share for the Solutions that you are proposing?	Over the past several years, MagneGrip has experienced measurable expansion in market share, driven by increased adoption of our innovative and unique solutions. Since 2022, the total number of projects awarded to MagneGrip has grown by 20.5%, reflecting an average annual project growth rate of 6.4%. Demand for MagneGrip systems in new construction fire stations, a key indicator of industry preference, has risen even faster, with 41% total growth and an average annual increase of 12% in new-construction awards. This sustained upward trajectory demonstrates that more agencies are choosing MagneGrip over competitor offerings than in the past, particularly when designing modern, health-focused facilities. After more than four decades in the air-cleaning industry, MagneGrip competes head-to-head with only a small number of brands while offering superior value, low maintenance, proven reliability, and a more focused complete clean-air solution portfolio than any other competitor. Based on our national project volume, distributor footprint, and year-over-year new-station adoption, MagneGrip is positioned among the top suppliers of vehicle exhaust removal and air purification systems in the United States. We remain the only company that offers both direct source capture and ambient air purification, including combined-system designs, providing complete clean-air coverage across fire and EMS agencies as well as fleet, public works, and other municipal facilities that house or service vehicles or exhaust-producing equipment. This dual system production capability is a major driver of our increasing market share. A great example of how customers benefit from this integrated approach can be seen in a testimonial video on the FireRescue1 website, featuring a Michigan Fire Department discussing its installation of MagneGrip direct source capture exhaust removal and AirHAWK air purification systems. In the video, the fire chief and captain highlight the system's ease of installation, reliability, and the measurable improvement in station air quality. https://www.firerescue1.com/fire-products/apparatus-accessories/videos/mich-fd-talks-about-installation-of-magnegrip-exhaust-removal-and-airhawk-air-purification-systems-60ddaTBf18rZsRDH/ Together, these performance metrics and market behaviors confirm that MagneGrip continues to gain market share by delivering the most complete, reliable, and versatile clean-air solution available in the public safety sector.	*

15	What is your Canadian market share for the Solutions that you are proposing?	MagneGrip expanded into the Canadian market in 2015 with a single authorized distributor. Since that time, we have tripled our distributor network and established a growing presence across multiple provinces. A sales territory map identifying distributors and coverage areas is available on our website for customer reference and has also been uploaded as Additional Documentation as part of this bid. Our systems are now installed in fire and emergency facilities throughout Canada, and awareness of MagneGrip's clean-air technology continues to increase through referrals, training partnerships, and offering an alternative solution to the few options available. Looking ahead, MagneGrip sees significant opportunity to expand its reach within Canada's municipal and emergency service sectors. By aligning with Sourcewell, we will be able to offer member agencies competitive pricing, streamlined procurement, and access to U.S.-manufactured, ISO 9001:2015-certified equipment, simplifying purchasing and ensure compliance for public entities. MagneGrip will continue to strengthen its regional distributor training, increase participation in national fire and EMS trade events, and collaborate with engineering firms and municipal buyers to drive adoption through education and specification support. Through this partnership, MagneGrip intends to expand market share responsibly while ensuring every installation meets the same high standards of performance, safety, and service that have defined our success in the United States. With over 40 years of experience and a proven record of delivering value to public agencies, MagneGrip is confident that the Sourcewell contract will accelerate growth and extend the benefits of clean, safe air to more Canadian fire departments, fleet and maintenance facilities, public works buildings, and other municipal environments where vehicles or equipment operate indoors.	*
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.	MagneGrip has never petitioned for bankruptcy protection. Since our founding in 1982, we have maintained continuous, debt-free operation under private ownership. Our financial stability, long-standing vendor relationships, and ISO 9001:2015-certified management system reflect decades of sound fiscal management and responsible growth.	*
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?	b) MagneGrip is both a manufacturer and a service provider. We design, build, install and service our vehicle exhaust removal and air-purification systems. Our internal sales and service force, who are MagneGrip employees, manage defined U.S. territories and provide custom support to customers. This includes eight Regional Sales Managers, a Director of Sales, two Inside Sales staff and an Operations Department who support the sales team by managing leads, quotes, compliance, and scheduling. MagneGrip's sales structure is intentionally streamlined so departments can move from inquiry to complete clean-air solution without navigating multiple vendors or manufacturers. To extend coverage and responsiveness, MagneGrip also works with a factory-authorized dealer/distributor network. These are independent third-party companies under distribution agreements that serve territories not covered by our internal team. These distributors are trained and supported by MagneGrip in product selection, layout, installation practices, and after-sale service. A sales territory map is included on our website and uploaded under Additional Documentation for this bid to illustrate the regions managed by MagneGrip's internal sales personnel versus those covered by authorized distributors. Our Canadian and International markets are covered solely by distributors. Whether product is sold directly to a customer through internal sales, or through a distributor, delivery of products and services is a coordinated effort. Both channels are backed by MagneGrip's customer support programs ensuring members receive consistent specifications, compliant pricing, superior material, quality installation and post-installation support regardless of geography. This structure ensures MagneGrip can deliver nationwide coverage consistent with Sourcewell's expectations for scalability and responsiveness.	*

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.	MagneGrip is registered to do business in all states where we sell directly, holding contractor and business licenses where required. MagneGrip is ISO 9001:2015 certified, operating under a globally recognized quality management system verified by an accredited third party. We demonstrate a strong commitment to consistent quality, accountability, and ongoing performance excellence in every aspect of operations. We hold vendors and suppliers to the same high standards, auditing them annually. Many of our key vendors are ISO-certified and operate under comparable quality programs. Annual supplier quality audits review product conformity, delivery performance, and responsiveness, allowing us to proactively address quality issues or requalify vendors to maintain reliability. All MagneGrip installers and service technicians, direct and distributor-based, are factory trained and certified. This ensures every system is installed, commissioned, and maintained to the company's exact specifications. Local electricians and core drillers are subcontracted as needed, and MagneGrip ensures they are licensed and insured within the state of work. MagneGrip is also certified as a WBE and WOSB, confirming leadership and operational excellence under federal and state guidelines. Our AirHAWK air purification units are ETL certified by Intertek, meeting national electrical safety and performance standards comparable to UL-listed products.	*
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.	MagneGrip has never been suspended, debarred, or otherwise restricted from bidding or contracting with any federal, state, or local government agency. For over 40 years, we have maintained an unblemished record of compliance and good standing with our customers, suppliers, and government entities. MagneGrip operates with a strong commitment to ethical business practices, transparency, and adherence to all applicable laws and regulations governing public procurement and manufacturing.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Both our MagneGrip direct source capture exhaust removal systems and our AirHAWK air-purification systems have been installed in many Firehouse Station Design Awards winners' facilities, demonstrating peer-recognition of brand presence in award-winning station designs. An example of this is soon to be featured on an episode of CBS New's America By Design https://www.bydesign.global/americabydesign/ambd. We are ISO 9001:2015 certified and hold certifications as both a WBE and WOSB, confirming leadership and eligibility for supplier-diversity programs. Our systems are consistently specified by architects and engineers as the preferred clean-air solution in new public-safety facilities, reinforcing our industry standing as a trusted and proven manufacturer.	*
21	What percentage of your sales are to the governmental sector in the past three years?	Because 95.5% of MagneGrip's sales over the past three years have been to governmental entities, we are highly familiar with public-sector expectations and have built strong, reliable relationships with agencies across the country. We understand that word of mouth is our most powerful growth tool, and when customers are satisfied, the MagneGrip name spreads and strengthens across the industry. This has fueled our significant growth and reinforces our continued focus on customized care utilizing a personal sales experience back by strong operations, installation and customer service teams.	*
22	What percentage of your sales are to the education sector in the past three years?	Approximately 1% of MagneGrip sales have been to the education sector in the past three years, however we are cognizant of and continue to grow in this sector. In the past two years we've installed in more firefighting and vocational schools than ever before.	*
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?	MagneGrip is a privately held company and does not publicly disclose financial data; however, we actively participate in several nationwide and state-level cooperative purchasing contracts and have achieved consistent success through these partnerships. Each contract is strategically selected to align with our customers' needs and to provide streamlined, compliant purchasing options for public agencies. Current cooperative and state contracts include: • SAVVIK Buying Group • HGACBuy (Houston-Galveston Area Council) • North Carolina Sheriffs' Association • Virginia Sheriffs' Association Annual sales under these programs typically range between $400K and $1.5M collectively. These partnerships enable MagneGrip to deliver competitive pricing, responsive service, and high-quality clean-air solutions to agencies across the United States. We look forward to working with Sourcewell to further increase market reach and contract utilization.	*
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?	MagneGrip does not currently hold any GSA contracts or Standing Offers and Supply Arrangements.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
City of Sevierville, Tennessee	Chief Matt Henderson	(865)-868-1712	*
City of Detroit, Michigan	Deputy Commissioner Derek Hillman	(313) 596-2805	*
City of Corsicana, Texas	Assistant Chief Wade Gilled	(903)-654-4956	*

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.	MagneGrip's sales force is a combination of direct sales representatives and factory-authorized distributors, providing comprehensive national coverage and consistent support for agencies of all sizes. Our internal sales team, based at our Cincinnati, Ohio headquarters, includes eight Regional Sales Managers responsible for defined territories across the United States, supported by a Director of Sales, two Inside Sales staff and an Operations Department who support the sales team by managing leads, quotes, and compliance, and eventually project management. MagneGrip's sales structure is intentionally streamlined so departments can move from inquiry to complete clean-air solution without navigating multiple vendors, manufacturers, or separate installation teams. Each team member is factory trained in system design, specification development, and contract compliance to public agencies, engineering firms, and contractors to ensure that every project aligns with applicable codes and purchasing requirements. Our sales force has consistently delivered hundreds of thousands of dollars each month in sales, but more importantly, keeping hundreds of customers and thousands of users satisfied and safe from diesel exhaust. MagneGrip utilizes a Customer Relationship Management (CRM) platform to track leads, orders, and follow-up activities. This system ensures transparency and responsiveness from initial inquiry to project completion. In territories not covered by direct sales, MagneGrip partners with a carefully selected network of authorized distributors in the U.S and Canada. These distributors are trained and supported through ongoing product and technical education to maintain the same high standards of quality and customer service. Our US distributors have been partnered with MagneGrip for over 20 years, and we've been growing strong with our Canadian distributors for the past 10 years. Together, MagneGrip's internal and external teams collaborate daily. They share project leads, communicate during large or complex bids, and discuss installation or service techniques. If selected, MagneGrip will make a positive impact on Sourcewell's member network by offering members easy and consistent access to a variety of air cleaning products with a simplified, cooperative purchasing process. Our experienced sales and service network will work closely with Sourcewell members to streamline procurement, assist with specifications, and provide ongoing support, ensuring each customer receives a reliable, cost-effective clean-air solution backed by 40+ years of proven performance, as proven by our already thousands of customers across the U.S. and Canada. Unlike competitors, MagneGrip offers Sourcewell members a complete clean air solution from one U.S. based location. MagneGrip is the only provider in the industry that manufactures both direct source capture exhaust removal systems and air purification units, delivering a truly complete clean-air solution for fire stations, EMS facilities, fleet maintenance shops, and other municipal environments. While other companies specialize in one approach, MagneGrip uniquely integrates the two technologies to eliminate contaminants at their origin and from the surrounding air, ensuring that diesel exhaust and airborne particulates are removed before they can migrate into living quarters or gear rooms, protecting personnel around the clock. The combination of MagneGrip direct source-capture exhaust removal systems and AirHAWK air-purification units allows agencies to achieve the highest level of indoor air quality, meeting health, safety, and regulatory goals through one coordinated, ISO-certified manufacturer. A detailed sales map is provided, illustrating the regions managed by MagneGrip's internal sales team versus authorized distributors. This approach guarantees that 100% of U.S. and Canadian regions are represented, allowing us to meet Sourcewell's expectations for nationwide scalability and accessibility.	*

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	MagneGrip's Authorized Distributor Network consists of six independent partners strategically located throughout the United States and Canada. Each distributor manages defined territories chosen to ensure complete geographic coverage, allowing MagneGrip to provide direct or local service to every Sourcewell member. This focused footprint allows for close oversight, consistent factory training, and reliable nationwide performance. All distributors are factory trained and certified, with annual renewals that include performance reviews, sales audits, and refresher training. This ensures every distributor remains current on product updates, installation procedures, and Sourcewell pricing compliance. Training covers product design, installation procedures, safety standards, and after-sale service to ensure every system is delivered and supported to the same high standard of quality. Distributors maintain close communication with MagneGrip's internal sales, engineering and services teams to coordinate project design, installation logistics, and warranty support. Several of our distributors have partnered with MagneGrip for more than 20 years, giving them the same level of expertise and operational familiarity as our direct sales team. MagneGrip's network includes authorized distributors responsible for local sales and service within defined territories, as well as factory-direct account manager who support these accounts. This structure allows MagneGrip to deliver responsive, hands-on service to customers of all sizes while maintaining the consistency and accountability of a single manufacturer. This model combines local presence with national-level support, providing Sourcewell members with consistent quality and responsiveness across all locations. A great example of this close collaborative partnership between distributor and manufacturer occurred during a recent project with our western distributor for a customer in Idaho. After the sale, the customer informed our distributor that project needed completion before year-end. With the deadline quickly approaching, MagneGrip coordinated with our long-standing vendors to expedite materials, move the project to the top of our production schedule, and ship the equipment directly to the customer in record time. This integrated approach ensures both local responsiveness and national consistency, increasing overall efficiency and customer satisfaction. A detailed sales map is provided, illustrating the regions managed by MagneGrip's internal sales team versus authorized distributors. This approach guarantees that 100% of U.S. and Canadian regions are represented, allowing us to meet Sourcewell's expectations for nationwide scalability and accessibility.	*

28	Service force.	Service is one of MagneGrip's strengths. While both of our direct source capture exhaust removal and air purification systems are known for their exceptional durability and low maintenance requirements, we take pride in providing responsive, dependable support to every customer. MagneGrip's in-house service team is available by phone, email, or text to assist with troubleshooting, parts support, or on-site service. Since MagneGrip operates through both direct and distributor networks, customers have convenient service options that ensure fast response and minimal downtime. This dual structure approach allows MagneGrip to deliver the same high-quality support to every customer, whether they work directly with the factory or through a local distributor. Direct Factory Support: Customers may contact MagneGrip directly for service assistance. Our in-house service department includes a Service Coordinator, Service Manager, Factory-Certified Technicians, and a Shipping Specialist responsible for quickly identifying, packaging, and shipping replacement parts. The team is available via phone at 800-875-5440, email at helpdesk@magnegrip.com, or text to troubleshoot issues remotely (which many issues are addressed in this manner for a quick fix at no cost) or dispatch a technician to the customer site when needed. Much of this is covered under our robust warranty at no extra cost to the customer. In addition, many customers elect to participate in our Preventative Maintenance (PM) program, which results in even less downtime during the warranty period and fewer expenses after the warranty expires. This structure ensures that customers always have direct access to manufacturer level expertise and fast turnaround for any service need. Local Distributor Support: Customers may contact their authorized MagneGrip distributor for immediate, localized assistance. Distributors are factory trained and equipped to diagnose issues, provide hands-on troubleshooting, and perform on-site repairs. Distributors maintain their own inventory of replacement parts for rapid response. If additional components are required, distributors can order directly from MagneGrip's fully stocked warehouse in Cincinnati, Ohio, where parts are kept on hand for same-day processing and shipment. This close collaboration ensures that local service is both prompt and backed by direct manufacturer support. This integrated model, combining local responsiveness with direct manufacturer oversight, provides MagneGrip customers with exceptional flexibility, reliability, and confidence. Whether through a trusted distributor or the factory itself, MagneGrip's service network ensures every system remains fully operational and supported throughout its lifetime. We maintain a fully stocked parts warehouse in Cincinnati, Ohio, supporting same-day shipment for orders received before 2 p.m. EST. Our goal is to maintain 95% of parts availability and provide a response within 24 hours for all service inquiries. Performance is measured using internal KPIs, including ticket resolution time, customer satisfaction scores, and warranty claims per installation. This proactive approach ensures Sourcewell members experience consistent, reliable service nationwide. In addition to responsive repair and troubleshooting, MagneGrip offers Preventive Maintenance programs to ensure systems operate at peak performance and remain current with the latest updates and technologies. With fast access to replacement parts, factory-trained personnel, and nationwide coverage through our distributor network, MagneGrip delivers a comprehensive and reliable service experience that keeps equipment operating safely and efficiently for years to come. More information about our service and preventive maintenance programs is provided in the documents uploaded as Additional Documentation for this bid.	*

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Whether a customer purchases from MagneGrip Direct or Distributor, the process is designed to be easy, efficient, and customer focused. We pride ourselves on being responsive and proactive, ensuring every customer receives prompt attention and smooth experience from initial inquiry through installation and follow-up. A MagneGrip sales representative or authorized distributor will meet directly with the customer to understand their facility layout, application needs around apparatus operation, and desired outcomes. Our representatives will conduct on-site visits to take precise measurements, review vehicle configurations, and discuss system options. Based on these findings, a detailed proposal and system design is provided for customer review. Once the proposal is accepted and signed by the customer, and the participating entity issues MagneGrip a PO, the order is processed by the assigned Sales Representative or Distributor and entered into MagneGrip's production system. An order confirmation is issued back to the customer that includes estimated lead time and installation plan. From there, our Operations and Manufacturing teams coordinate procurement, fabrication, quality control, and shipping to ensure the equipment is delivered on schedule. Our project manager stays in contact with the customer to communicate timeline and any customer specific request. MagneGrip's Accounting department issues an invoice upon shipment or project completion, while the sales team follows up to verify customer satisfaction and address any additional needs. Orders may be handled through factory-direct or distributor channels, depending on territory. • In direct territories, MagneGrip manages all aspects of the sale, from proposal and production to delivery, installation coordination, and post-installation support. • In distributor-managed territories, the authorized distributor serves as the customer's primary point of contact, managing site visits, installation, and ongoing service. The MagneGrip factory team supports each distributor with technical design, order processing, manufacturing, and logistics to ensure consistent, high-quality experience for every customer. This integrated approach, combining local responsiveness with direct factory oversight, ensures that every order is handled promptly, accurately, and with the same high standard of service that has defined the MagneGrip brand for 40+ years. An accepted proposal sequence would have the following documents: • Survey completed by onsite sales representative or authorized distributor • Sketch layout • CAD drawing (see uploaded example under Transaction Documents) • Proposal (see uploaded example under Transaction Documents)	*

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.	Customer service is one of MagneGrip's greatest strengths and a key part of our long-standing reputation for quality and dependability. Service after the sale is viewed as a critical part of the customer relationship, not an afterthought. Our commitment to quality extends well beyond manufacturing and installation. While both our MagneGrip direct source-capture exhaust removal and AirHAWK air-purification systems are built for exceptional durability and low maintenance, MagneGrip strives to deliver responsive, personalized support throughout the entire product life cycle. Our sales team often serves as the first line of service, providing immediate troubleshooting assistance and coordinating with the in-house service department when more complex issues arise. Customers have several direct lines of support through a dedicated service email address and hotline that are monitored daily. All inquiries are addressed within 24 hours and many issues can be resolved remotely that same day by our technical or sales team at no cost to the customer. If an issue remains unresolved beyond 24-48 hours, it escalates to the Service Manager for priority handling, which could include phone support that resolves the issue, or scheduling of on site repair. Service activity is tracked through the same Enterprise Resource Planning (ERP) system used for manufacturing and installation, and our sales Customer Relationship Management (CRM) system, ensuring traceability and accountability. MagneGrip's commitment to responsiveness and reliability is reinforced internally through defined response-time goal of less than 24 hours and service performance tracking through ERP and CRM. Most parts orders can be shipped within 24-48 hours thanks to the extensive parts inventory maintained at our Cincinnati, Ohio home office. While MagneGrip has a dedicated, factory-trained service department, our installers and even our sales team are also technically trained and equipped to respond when needed. This multi-layered support structure, combined with the fact that we manufacture the systems we service, gives our personnel direct access to engineering resources, parts data, and full system history, enabling significantly faster diagnosis and resolution than competitors who rely solely on distributor networks. A great example of this responsiveness occurred when a customer in North Carolina reported an issue with an older hose. Because our salespeople are local, technically trained and in constant contact with the manufacturer, they were able to respond and complete the repair in less than 24 hours, demonstrating the speed and flexibility that MagneGrip's service model provides.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	MagneGrip is willing, capable and excited to have the opportunity to provide products and services to Sourcewell participating entities. MagneGrip already serves many public safety and municipal entities that are part of the Sourcewell network, and we continue to receive inquiries from additional members who are eager to access our solutions through a cooperative purchasing contract. Our success with other purchasing groups demonstrates proven capability to manage large national cooperative programs. We currently serve thousands of fire, EMS, and public works facilities through direct sales and multiple cooperative contracts for public agencies across the U.S. Since MagneGrip works directly with government agencies to deliver reliable, code-compliant, U.S.-manufactured equipment that protects personnel health and ensures operational readiness, Sourcewell members would be a great fit. In addition, while other competitors divide their focus between public and private sectors, MagneGrip specializes almost exclusively in the fire and emergency services industry, dedicated to protecting those who protect us. This focused commitment allows us to deeply understand the unique needs of fire departments and emergency facilities, driving continuous innovation and performance improvements. We truly understand the unique needs of Sourcewell members and can meet those needs with responsive, reliable solutions. It is this specialization that has established MagneGrip as a recognized leader and trusted partner in firefighter health and safety. While we have successfully built these relationships independently, we recognize that the Sourcewell cooperative model will allow us to reach and support member agencies more efficiently and effectively.	*

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	MagneGrip has the ability to sell directly to customers in Canada and currently works with three authorized distributors strategically located to ensure full regional coverage. We continue to expand this network to enhance regional coverage and responsiveness. As recently as last month, we welcomed a new Canadian distributor who is currently completing MagneGrip's formal onboarding and factory training program. This distributor, although having just joined, is already working on two government projects to offer MagneGrip projects. This growth reflects our ongoing commitment to providing local expertise and fast, reliable service to Canadian public sector agencies. MagneGrip products are ETL certified, confirming compliance with Canadian CSA-equivalent standards for electrical safety and performance. All distributors are factory trained, contractually authorized, and undergo annual reviews to ensure compliance and updated training. No organization may represent MagneGrip products without completing this certification process. This ensures every Sourcewell member in both the U.S. and Canada receives professional, code-compliant installations, responsive technical support, and dependable long-term service.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	MagneGrip will provide full coverage throughout the United States and Canada. Our combination of factory-direct territories and authorized distributors ensures nationwide and provincial representation, including remote and rural regions. Each authorized distributor is factory trained, equipped with service inventory, and supported by MagneGrip's Cincinnati-based team. Between MagneGrip's direct sales team or distributor sales teams, no area is unattended, ensuring full coverage and consistent customer experience for all Sourcewell members, no matter their location.	*
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.	All Sourcewell members in need of vehicle exhaust removal or air purification equipment will have full and equal access to MagneGrip's solutions, pricing, and services under this agreement. MagneGrip does not restrict access by customer type, size, or geography. Our contract pricing, warranties, and service support are available uniformly to all authorized Sourcewell members in both the United States and Canada.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	MagneGrip is fully able and willing to provide products and services to Sourcewell Participating Entities located in Hawaii, Alaska, and U.S. Territories. In fact, we are currently coordinating on a project that we were awarded within the last two weeks in the southern part of Alaska. These above mentioned areas are covered by a MagneGrip direct salesperson, or a strategically located authorized distributor, so contract terms, warranties, and service commitments would apply equally and as seamlessly to these regions, as well as the rest of the US and Canada areas. Shipping and travel logistics are priced based on distance and shipper parameters. These costs would be provided to the customers fairly and transparently. MagneGrip is well positioned to deliver products not matter the distance as we also sell to entities outside the US and Canada. While this does not directly affect this contract, it demonstrates our ability to provide to customers of long distance. Products are packaged and shipped from MagneGrip's Cincinnati, Ohio facility using major international carriers familiar with remote and island delivery requirements. Replacement parts and consumables can be shipped directly to customers or coordinated through regional contractors. MagneGrip has successfully completed installations in remote and rural regions of North America and maintains the logistics experience necessary to support members in Hawaii, Alaska, and U.S. Territories without interruption or reduced service quality.	*

36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Not only will we, but it is also MagneGrip's procedure to extend all terms, pricing, and benefits of any awarded Sourcewell master agreement to eligible nonprofit entities recognized under Sourcewell's cooperative purchasing framework. We make no distinction between governmental, educational, or nonprofit Participating Entities in terms of pricing, warranty, or service, if they are in the market for MagenGrip's direct source capture exhaust removal and air purification products. All eligible nonprofit organizations that meet Sourcewell's membership requirements will receive the same access to MagneGrip products, installation, training, and post-sale support as any other member. In addition, MagneGrip has partnered with several fire training institutes and firefighter education programs across the United States, providing equipment at significantly discounted costs to support their mission of training first responders. This long-standing commitment to public safety education underscores MagneGrip's willingness to extend contract benefits to nonprofit organizations that serve the broader emergency response community. There is a video testimonial of a recent partnership that can be found on FireRescue1's website (https://www.firerescue1.com/fire-products/vehicle-equipment/exhaust-removal-systems/illinois-fire-service-institute-chooses-magnegrips-exhaust-removal-system) This approach ensures fairness, transparency, and full compliance with Sourcewell's cooperative purchasing model while expanding access to MagneGrip's clean-air safety solutions for the nonprofit community.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	

37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	MagneGrip partners with a large, Cincinnati-based marketing firm to develop and implement a comprehensive marketing strategy focused on education, awareness, and accessibility. This partnership demonstrates both our financial strength and our ongoing investment in brand development. Our materials emphasize MagneGrip's position as the only U.S. based manufacturer delivering complete clean-air solutions. Education is central to our mission. Our marketing efforts emphasize helping departments understand the health, safety, and procurement benefits of clean-air systems as well as how to procure these systems using grants and/or cooperative purchasing. If awarded a Sourcewell contract, MagneGrip will extend this proven, education-based marketing framework to promote contract awareness and accessibility among Sourcewell Participating Entities through coordinated direct and distributor-based outreach. Our objective is to ensure that every public-sector agency seeking vehicle exhaust removal or air-purification systems understands that a competitively awarded Sourcewell contract is available for immediate, compliant purchase. MagneGrip already maintains an active, multi-channel marketing program that reaches fire departments, EMS agencies, and public-sector facilities across North America. Our campaigns consistently include digital newsletters, social media engagement, trade show participation, and targeted outreach through both our internal sales team and distributor network, including those listed below. Because these marketing systems are well-established and data-driven, integrating Sourcewell's information and branding into our existing framework will be seamless. Our marketing team will coordinate to ensure that all messaging, graphics, and digital content clearly communicate Sourcewell's cooperative purchasing benefits while maintaining MagneGrip's brand consistency. Part of MagneGrip's marketing strategy includes providing national education and awareness efforts surrounding cancer prevention and clean-air requirements. This includes regular AFG grant-cycle promotions and educational materials. During the annual AFG application period, our marketing channels help departments understand eligibility, project justification, clean-air requirements identified by FEMA and NFPA, as well as how to get support for grant writing and review. Here are a couple articles that demonstrate a small piece of our marketing campaign: • Preparing for FY24 AFG: Exhaust removal systems: https://www.firerescue1.com/fire-grants/preparing-for-fy24-afg-exhaust-removal-systems-tip-sheet • Grant Guide for Fire and EMS Departments: https://www.firehouse.com/stations/building-components/exhaust-removal/press-release/53071660/magnegrip-fire-station-exhaust-removal-systems-firehouse-diesel-extractors-magnegrip-provides-free-grant-guide-for-fire-and-ems-departments Upon Sourcewell award, MagneGrip would launch a co-branded marketing campaign that includes: • Email campaigns and digital newsletters sent to our database of over 29,000+ fire, EMS, and public works contacts across the United States and Canada. • Co-branded flyers explaining how to purchase through Sourcewell, distributed at trade shows and directly to customers. • Social media announcements through LinkedIn, FireRescue1, and other industry platforms, highlighting the benefits of cooperative purchasing and successful installations under the Sourcewell contract. • Initial and ongoing Factory Direct and Distributor training webinars, ensuring that our entire sales force can confidently present Sourcewell pricing, documentation, and eligibility to their customers. MagneGrip's marketing emphasizes education over promotion. Understanding this, we would focus on helping departments understand the benefits of a complete clean air solution and the procurement and compliance advantages of using Sourcewell. This integrated marketing plan will align with Sourcewell's cooperative mission by increasing contract utilization and simplifying purchasing for members. Please see an example of our MagneGrip Sourcewell co-branded flyer and digital banner, as well as brochures and other advertising materials currently in use in the Media Plan upload section of this bid.	*

38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	MagneGrip employs a data-driven marketing strategy supported by digital tools and analytics to continually refine outreach and maximize visibility. Working with a large Cincinnati-based marketing firm, we monitor engagement across multiple platforms, including LinkedIn, Instagram, Facebook, YouTube, Vimeo, and FireRescue1, Firehouse, all of which regularly feature MagneGrip news, product articles, and customer success stories to target customers wherever they may be seeking information. Our Customer Relationship Management (CRM) system integrates with website forms and campaign tracking, enabling our sales and distributor teams to monitor inquiries, response times, and regional interest in real time. We have dedicated inside sales staff that are able to field these requests as we receive them and get them to the appropriate salesperson or distributor for response. Our marketing team ensures that website traffic and keyword performance are analyzed through Google Analytics and SEO metadata tools, helping us identify trending topics, search patterns, and opportunities to improve visibility for both MagneGrip and, if awarded, our Sourcewell contract. This continuous feedback loop ensures marketing investments remain data-driven and performance-based. In the last 10 years, MagneGrip has refined its marketing approach to focus on digital reach and audience targeting, directing advertising resources toward the platforms that generate the highest traffic and engagement. To expand our digital footprint, we have partnered with several industry-relevant podcast producers and a national video production company whose programs air on CBS affiliate networks, ensuring our educational message remains visible and relevant in today's evolving media landscape. Across all digital channels, our messaging consistently highlights MagneGrip's role as the only U.S.-based manufacturer offering a complete clean-air solution which combines MagneGrip direct source capture systems and AirHAWK air purification to ensure departments understand that comprehensive protection is both accessible and easy to procure. MagneGrip also leverages digital tools during the pre-sales and design phase to enhance customer decision-making. Our CAD planning services allow departments, architects, and engineers to visualize direct source capture exhaust removal and air purification system layouts early in the station-design process. As highlighted in a Firehouse feature article, MagneGrip's CAD program "helps fire departments, architects, and engineers consider how source-capture exhaust removal and air-purification systems can be integrated into the station's design from the start," streamlining installation and reducing design conflicts. https://www.firehouse.com/technology/cad-dispatch-systems/press-release/55305751/magnegrip-fire-station-exhaust-removal-systems-firehouse-diesel-extractors-magnegrip-cad-services-provides-simple-installation This digital-design capability reinforces MagneGrip's commitment to technology-driven support throughout the entire customer journey. Here are some examples of where and what our marketing approach looks like: • LinkedIn: linkedin.com/company/magnegrip – company updates, product insights, and industry engagement. • Facebook: facebook.com/MagneGrip – community outreach, installation photos, and educational content. • FireRescue1: firerescue1.com/MagneGrip-Exhaust-Extraction-Systems – dedicated brand page featuring MagneGrip articles, videos, and testimonials. • Firehouse: https://www.firehouse.com/stations/building-components/exhaust-removal/press-release/55092231/magnegrip-fire-station-exhaust-removal-systems-firehouse-diesel-extractors-magnegrip-offers-solution-for-the-dangers-of-diesel-exhaust – case studies and press coverage of MagneGrip installations and technology updates. MagneGrip is highly strategic in executing its marketing plan. Our marketing team holds monthly digital strategy meetings with our marketing partners to review campaign metrics, including impressions, reach, click-through rates, and conversion data. These insights drive content adjustments, ad placement refinements, and audience targeting strategies that keep messaging current and effective. By combining analytics-based insights with educational messaging, MagneGrip ensures that every digital initiative supports our mission: promoting cleaner air, firefighter health, and awareness of cooperative purchasing solutions like Sourcewell.	*

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?	MagneGrip views Sourcewell as a strategic and complementary partner, one whose established credibility and national reach align naturally with our own. Both organizations are already well recognized and trusted within their respective markets, Sourcewell for its cooperative purchasing expertise, and MagneGrip for its proven, American-made clean-air systems used in thousands of fire and emergency facilities across the United States and Canada. Partnering with another respected, widely utilized organization like Sourcewell will further expand awareness, simplify access, and amplify impact for public-sector agencies seeking reliable clean-air solutions. If awarded, MagneGrip will integrate the Sourcewell contract directly into our national sales and distributor workflow, ensuring that all sales representatives can identify and serve eligible members efficiently. Our internal workflow will include Sourcewell membership identification and contract details, as we currently do with other cooperative purchasing partnerships, allowing our sales and customer-service teams to immediately recognize when a customer qualifies to purchase through Sourcewell. In addition to identifying current members, MagneGrip will actively inform and educate existing and prospective customers about the Sourcewell partnership through direct communications, distributor meetings, and sales conversations, encouraging participation for those not yet enrolled. Our sales process will include: • Sourcewell training for internal staff and distributors, explaining eligibility, quoting, and documentation requirements. • Contract integration within our internal systems, so Sourcewell pricing is automatically applied where appropriate. • Reference tools and proposal templates co-branded with Sourcewell, ensuring consistent and compliant messaging. • Quarterly reports summarizing all sales activity. MagneGrip will continue to manage all sales, lead follow-up, and post-sale service while leveraging Sourcewell's platform to strengthen our credibility and simplify procurement for participating agencies. This partnership, combining Sourcewell's national visibility with MagneGrip's technical expertise and long-standing relationships within the fire and emergency services market, will maximize contract utilization, enhance member satisfaction, and advance clean-air solutions for first responders across the United States and Canada. Together, MagneGrip and Sourcewell could share a common mission: protecting those who protect others.	*
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.	Yes. While most MagneGrip systems are custom-engineered and require a site visit to ensure proper sizing, configuration, and installation, we do maintain an online storefront for standard replacement parts and accessories at shop.magnegrip.com. If awarded, a Sourcewell discounting option would be applied at check out. As with all purchases, quoting, order entry, and invoicing for e-procurement are managed through our integrated Customer Relationship Management (CRM) and Enterprise Resource Planning (ERP) systems, ensuring full traceability and compliance with public procurement standards. Because MagneGrip is ISO 9001:2015 certified, every process, from quote generation to final invoicing, is documented, tracked, and subject to regular internal and external audits. This certification confirms that MagneGrip's procurement, quality, and documentation systems meet rigorous international standards for consistency, accountability, and continual improvement. Customers may initiate orders in several convenient ways: • Online request forms through MagneGrip's website, which routes to the appropriate regional sales representative or authorized distributor. • Direct email or phone submissions, which are entered electronically into our order-management system for real-time tracking and confirmation. • E-procurement integration for electronic purchasing of parts and accessories MagneGrip also supports secure electronic invoicing and credit-card payment processing, providing a fully digital and auditable transaction experience when required by participating entities. All order documentation, including quotes, purchase orders, and invoices, is stored digitally for transparency, auditability, and easy reporting. This structure is already in place today and can immediately accommodate Sourcewell Participating Entities upon contract award. This hybrid model combines website accessibility, electronic processing and recording keeping, ISO-certified process control, and human expertise, ensuring that Sourcewell members can access MagneGrip's clean-air systems quickly, compliantly, and with minimal administrative burden.	*

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.	MagneGrip provides start up and training upon installation by a factory or distributor technician certified by MagneGrip, which includes how to operate and care for the system. In addition, each customer receives a Standard Operating Guide and videos reinforcing the on-site instruction. A QR code is placed on every product, linking directly to these resources and to MagneGrip's Helpdesk for quick access to support after installation. Training is included in the base project scope (no additional cost), with optional extended programs available upon request. In addition, MagneGrip's Helpdesk Support Team is available to customers by phone, email, or text at any time to provide immediate assistance. Because our systems are simple to operate and designed for long-term reliability, many issues can be resolved quickly over the phone, saving customers time, service costs, and downtime. The helpdesk is staffed by MagneGrip's in-house service coordinator and technical team, who have direct access to system documentation, installation records, and parts data to guide troubleshooting efficiently. When on-site service is necessary, the same team coordinates directly with the nearest factory-certified technician or authorized distributor to ensure a prompt response. Our systems are intentionally designed to be user-friendly, long-lasting, and require very little maintenance. Each component, from the PRO Nozzle's ergonomic magnetic connection to the AirHAWK's automatic air-cleaning cycle, has been engineered for simplicity and reliability, reducing operator burden and the need for frequent service calls. Because of this, training focuses more on operational awareness and safety best practices than on complex upkeep. For customers who want more support, MagneGrip offers structured Preventative Maintenance (PM) programs paired with refresher training. Preventative Maintenance checklists cover nozzle inspection, tailpipe adapters, balancers, hoses, pressure sensors, timers/relays, and rail/track, aligning with ISO-documented procedures for quality and consistency. For departments pursuing grant funding, such as AFG, MagneGrip provides guidance on project justification, cost-benefit documentation, technical specifications and budget alignment to help ensure strong, compliant applications. MagneGrip also partners with GrantFinder (formerly FireGrantsHelp) to offer free grant review services and 50% off grant writing.	*
42	Describe any technological advances that your proposed Solutions offer.	MagneGrip has led clean-air innovation for more than 40 years, continuously improving firefighter safety and indoor air quality through reliable, easy-to-use technology. The MagneGrip PRO Nozzle, launched in 2022, represents our most advanced and user-focused design to date. It features patented flex magnetic technology, allowing effortless magnetic connection from any angle to keep users safely away from exhaust fumes. It's one-of-a-kind 90° space-saving aluminum elbow provides the industry's lowest-profile connection, increasing bay clearance and offering a solution that works in tight situations when other competitor products will not. The PRO Nozzle's stainless-steel heat shield, positive-pressure check valve, and corrosion-resistant components and 100% exhaust-seal with zero leaks, extends service life, reduces maintenance costs and allows firefighters to focus on more important aspects of their daily life in the fire house. Departments consistently report faster, safer, easier and more ergonomic operations compared to legacy systems. The AirHAWK Air Purification System, with integrated Photo-Catalytic Oxidation (PCO) chamber, provides continuous air cleaning by neutralizing gases, VOCs, and airborne pathogens without filters or ozone, using UV-activated titanium-dioxide cells. Our most technologically advanced systems include our ECM control panel that allows for run time and speed programing. Together, these technologies deliver the most comprehensive air-quality solution available for fire and emergency facilities. All MagneGrip products are engineered and manufactured under ISO 9001:2015–certified quality controls, ensuring traceability, consistency, and continual improvement. In a FireRescue1 article discussing best practices for reducing toxic exposure in fire stations, MagneGrip's PRO Nozzle was highlighted as the "gold standard for keeping toxins out of fire stations." [1] This recognition underscores MagneGrip's commitment to user focused design, operational reliability, and health and safety of building personnel. These advancements directly benefit Sourcewell members by reducing maintenance burdens, improving air-quality outcomes, and enhancing overall facility safety. [1] FireRescue1: "Source capture: The gold standard for keeping toxins out of fire stations" https://www.firerescue1.com/fire-products/vehicle-equipment/exhaust-removal-systems/source-capture-the-gold-standard-for-keeping-toxins-out-of-fire-stations.	*

43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	MagneGrip's clean-air systems are inherently "green" by design, as they are designed to remove airborne pollutants and prevent the release of toxic emissions inside and around public facilities. MagneGrip direct source capture vehicle exhaust removal systems utilizing the optional filter box and AirHAWK air purification systems directly contribute to cleaner, safer air by capturing diesel exhaust, filtering particulates, and neutralizing harmful gases before they can enter the environment. These systems help participating entities meet sustainability and ESG objectives while protecting personnel. Our filtered direct source capture vehicle exhaust removal systems and AirHAWK air purification systems eliminate airborne pollutants that would otherwise accumulate in the workplace or be released into the atmosphere. Since our direct source capture systems can be paired with filter box, this allows customers of the option of not only removing exhaust particulates from their indoor environment, but filtering them before discharge, reducing environmental contamination beyond their facility. These solutions help municipalities, fire departments, and government entities meet or exceed EPA and OSHA clean-air objectives. The AirHAWK's Photo-Catalytic Oxidation (PCO) chamber uses UV-activated titanium-dioxide cells to break down VOCs, gases, and airborne pathogens into water vapor and CO_2, without disposable filters or chemicals. This process significantly reduces landfill waste and maintenance requirements compared to traditional filtration systems. All MagneGrip products are Made in the USA, manufactured and assembled at our Cincinnati, Ohio facility. Producing locally not only supports domestic jobs but also reduces the environmental impact associated with long-distance shipping and overseas production common among competitors. By sourcing U.S. made components and minimizing freight miles, MagneGrip's carbon footprint is substantially lower than imported alternatives. MagneGrip operates with sustainability in mind across every department. We: • Recycle all metal remnants from fabrication and assembly • Use an industrial box grinder to create packaging fillers from scrap cardboard, eliminating the need for new packing materials. • Reuse incoming boxes and pallets whenever possible. • Employ LED lighting in all our buildings, and utilize digital documentation and paperless ERP/CRM systems to reduce energy and paper use and waste. Certifications and Verifications • ISO 9001:2015 – Certified Quality Management System, ensures all processes are documented, efficient, and continually improved. • ETL Listed to UL/CSA Standards, Intertek Testing Services – confirms safety, energy efficiency, and regulatory compliance for U.S. and Canadian installations. MagneGrip's commitment to sustainability extends from product design to packaging, ensuring that our operations are as clean as the air our systems provide. By manufacturing domestically, recycling our materials, and continually advancing pollutant-removal technology, MagneGrip supports both environmental stewardship and the health of first responders, protecting those who protect others, and the world they serve.	*
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.	At present, there are no widely recognized eco-label programs that apply specifically to direct source capture vehicle exhaust systems or air purification units. That said, MagneGrip's manufacturing and service practices are governed by a certified quality management system that supports life-cycle control and continuous improvement: ISO 9001:2015 (QAS International, Certificate US2788; scope: design, manufacture, assembly, supply, installation, and servicing of air-cleaning systems), supporting MagneGrip's ongoing environmental responsibility. While ISO 9001 is not an environmental label, it verifies disciplined, auditable processes that underpin product longevity, repairability, parts traceability, and waste minimization across the product life cycle. In addition, MagneGrip's AirHAWK systems are independently tested for electrical safety and performance (ETL/Intertek equivalent to UL/CSA where applicable); these are safety certifications rather than eco-labels but demonstrate third-party verification of compliant, efficient operation.	*
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?	MagneGrip stands apart in the vehicle exhaust removal and air purification industry for many reasons. While a highly specialized market, MagneGrip distinguishes itself by offering the most complete clean-air solution portfolio available to fire and EMS agencies as well as fleet, public works, and other municipal facilities that house or service vehicles and equipment in the United States and Canada. Unlike many competitors who manufacture only a single system type (source capture or air purification) or only offer a few accessory options, MagneGrip designs, procures and produces a full range of direct source capture systems, boom arms, swing arms, fume extraction arms, hose reels, portable hose reels, air purification systems (both ceiling mounted and portable) and more. Used together, these solutions provide comprehensive protection against exhaust, particulates, and airborne contaminants, capturing pollutants at the source and purifying the surrounding air, in a way our competitors cannot. MagneGrip's expertise lies in clean air systems and that specialization enables us to deliver	

a truly complete and integrated solution. Rather than producing only one style of product in our industry (either direct source capture or air purification), MagneGrip offers a multitude of products offering a complete clean-air solution. We serve as a full lifecycle partner designing, engineering, manufacturing, installing, training, and servicing every system we sell. This allows customers to work with a single, accountable supplier for the entire project scope, eliminating the need for multiple vendors and ensuring consistency, quality, and long-term reliability.

In addition, MagneGrip's focus on the fire and emergency services industry is unmatched. While competitors attempt to serve multiple sectors, MagneGrip has spent more than four decades refining products specifically for the unique needs of fire stations and first responder environments. We understand the unique needs of this environment, therefore, every component is engineered to withstand daily use under demanding conditions. Our commitment to firefighter health, safety, and air quality drives every decision we make.

MagneGrip also stands out as the only fully U.S.-based manufacturer in this industry of multiple exhaust removal and air filtration solutions. While our main competitors maintain U.S. offices and U.S. distributor networks, they are ultimately owned and operated by foreign entities. In contrast, all MagneGrip products are engineered and manufactured in Cincinnati, Ohio, using U.S.-sourced materials and produced under an ISO 9001:2015-certified quality management system. This certification ensures that every unit meets rigorous standards for consistency, safety, and long-term reliability. Because our production is entirely domestic, MagneGrip offers shorter lead times, tighter quality control, and a lower environmental footprint than imported systems, advantages that translate directly into value and dependability for Sourcewell members. And, unlike competitors who depend on distributor-based supply chains and multiple third parties, MagneGrip delivers single-vendor accountability. Our design, manufacturing, installation, training, and service all provided directly by the same U.S. manufacturer. This ensures clear responsibility, consistent quality, and dependable long-term support for every Sourcewell member. In addition, MagneGrip is unique in offering grant support resources to help departments secure FEMA AFG funding for direct source capture and air purification projects. MagneGrip also provides value-added support, including grant-funding support, free CAD layout services, custom engineered solutions, and ongoing educational resources, all designed to help agencies select, fund, and sustain the right clean-air system for their unique application. *

MagneGrip is a second-generation, family-owned manufacturer that has operated continuously in Cincinnati, Ohio, since 1982. This legacy ownership ensures long-term stability, direct accountability, and an unwavering commitment to the customers we serve. Unlike large corporate competitors headquartered outside the United States and driven by shareholder priorities, MagneGrip's family owned and operated structure allows us to make decisions that prioritize U.S. manufacturing, product quality, customer satisfaction, and continuous improvement above all else. MagneGrip's history, dedication and deep commitment to their employees, their suppliers and their customers is what sets us apart.

As a privately held, mid-sized manufacturer, MagneGrip combines the resources of a national company with the personal accountability of a family business. Our size allows us to be agile and attentive, small enough to care deeply about each Sourcewell member's success, yet large enough to deliver national reach, advanced engineering, and dependable service. When a customer calls, they get to talk to a real person, not a recording or AI, or even a call center. Departments that work with MagneGrip deal directly with experienced staff who understand their project from proposal through installation and service. This agility allows us to respond faster, customize more precisely, and maintain long-term relationships that large, multinational corporations often cannot.

MagneGrip's offerings encompass the full range of mainstream exhaust removal and air purification solutions used in public sectors across U.S and Canada. These systems are fully scalable for departments of all sizes, from single-station rural volunteer agencies to multi-station metropolitan districts, fleet and maintenance facilities, public works buildings, and other municipal environments where vehicles or equipment operate indoors, ensuring that every member receives an appropriately engineered clean-air solution. Our systems are adaptable, scalable, and proven through thousands of installations across the United States and Canada. Combined with our AirHAWK® line, MagneGrip delivers the most practical, comprehensive and diverse clean-air solution available to Sourcewell members.

For more than 40 years, MagneGrip has earned the trust of fire departments, EMS agencies, and fleet and maintenance operations across the United States and Canada by delivering systems that protect first responders from harmful exhaust exposure. Our comprehensive, lifecycle-based approach, paired with our U.S. manufacturing and people-first philosophy, allows MagneGrip to be the "complete solution provider" for Sourcewell's member.

46	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.	MagneGrip stands behind every system it manufactures with a comprehensive product warranty and dedicated service support network that extends across the United States and Canada. Our systems are intentionally engineered for simplicity and durability, minimizing the need for complex maintenance or service calls. We strive for our customers to receive dependable, low-maintenance performance backed by one of the strongest warranties in the industry. All MagneGrip direct source capture vehicle exhaust removal and air purification systems include full standard coverage for parts, labor, and technician travel. MagneGrip provides a five-year parts-and-labor warranty for retrofit installations, one of the strongest in the industry. Certain MagneGrip direct source capture components, such as track, rail, duct and support legs carry a lifetime warranty when installed and maintained according to MagneGrip's standards. AirHAWK® air purification systems include a lifetime limited warranty, provided filters are purchased through MagneGrip and changed at recommended intervals extending the quality and life of the units. These robust warranties further demonstrate MagneGrip's U.S. based engineering reliability and manufacturer control. This flexibility ensures that every Sourcewell member receives warranty coverage appropriate to its project type while maintaining MagneGrip's long-term commitment to system reliability. For direct sales, warranty service is coordinated through MagneGrip's in-house Service Department, located at the company's Cincinnati, Ohio headquarters. For distributor sales, warranty service is administered through the distributor's experienced service department, with full factory support from MagneGrip. All customers may contact MagneGrip's Helpdesk at any time, by phone, email, or text, for immediate assistance and routing to the appropriate support channel. Since our systems are designed with simplicity in mind, many issues can be diagnosed and resolved remotely, often within minutes, by our trained technical staff, including those in the service or sales departments. When on-site support is required, the Service Department dispatches a factory-certified technician or authorized distributor to the customer's location to complete repairs promptly. Since MagneGrip is ISO 9001:2015-certified, warranty claims are logged, tracked, and documented through MagneGrip's integrated CRM and ERP systems, ensuring complete visibility for both the service department and the sales representative. This process allows MagneGrip to maintain detailed records of installation, maintenance, and warranty activity, guaranteeing transparency, accountability, and continuous improvement for Sourcewell members. Although not required to maintain warranty, MagneGrip offers a Preventative Maintenance (PM) program to keep the system at peak performance and decrease any downtime. This program includes inspection, system calibration, and filter replacement if applicable. These are offered as an option at time of sale, if requested by the customer, or can be purchased down the road, if desired, even years after the purchase or warranty expiration for the same low cost. These programs are meant to extend system life, reduce service costs, and allow firefighters, emergency service personnel, and fleet and maintenance teams to focus on their core mission rather than equipment upkeep. All warranty and preventive-maintenance services are available nationwide and throughout Canada, administered directly by MagneGrip or through our network of factory-trained distributors, ensuring consistent, responsive support to every Sourcewell member.	*

47	Describe any safety features incorporated into or available as options for systems offered, including features for specific use cases such as public safety operations.	MagneGrip's clean-air systems are engineered, installed, and maintained in full compliance with all major U.S. and Canadian mechanical, electrical, environmental, and safety standards relevant to direct source capture vehicle exhaust removal and air filtration systems. Each system is designed and installed in accordance with IMC, NFPA, OSHA, NEC, SMACNA, EPA, and NIOSH standards, ensuring that every installation is safe, efficient, and code-compliant. In addition, MagneGrip provides full training so that the staff understand how to operate and maintain the system at optimal performance. Care is given in training materials, standard operating guides and how to videos that are given to personnel for further training. All MagneGrip direct source capture systems incorporate automatic start/stop controls that engage when a vehicle starts and disengage when it leaves the bay, capturing harmful exhaust before it can enter occupied spaces. This fully automated operation allows the system to function without any interaction from firefighters during emergency response. This automation allows firefighters to focus on their mission, while the system automatically safeguards their environment and the air they breathe, supporting Sourcewell's goal of safer, smarter facilities. The MagneGrip PRO Nozzle is the latest advancement in firefighter safety and system efficiency. Its flexible magnetic connection securely attaches to the vehicle tailpipe during operation and releases automatically as the vehicle exits, requiring no interaction from fire personnel during emergency response. The ergonomic 90-degree elbow design reduces spatial clearance requirements, opening aisleways and improving station accessibility, while high-temperature, impact-resistant materials ensure safe, long-term performance under extreme exhaust conditions. MagneGrip's unique internal cable ensures consistent safe release of the nozzle from the tailpipe adapter on the vehicle while extending the life of the hose, and the balancer-lifting elbow external safety cable prevents unexpected hose displacement. To protect personnel from lingering airborne hazards, MagneGrip's AirHAWK® air purification units multi-stage HEPA and activated-carbon filtration combined with photo-catalytic oxidation (PCO) and UV treatment to neutralize particulates, gases, and biological contaminants. The units available are ceiling mounted and portable to meet the needs of a variety of spaces large and small. The system design provides a safe environment allowing firefighters to focus on driving vehicles in and out of the station without any interaction, while the units focus on cleaning the air. Combined direct source capture and air purification allows for the most complete solution and aligns with NFPA 1500, EPA indoor air-quality guidelines, and NIOSH diesel exhaust exposure limits, helping reduce occupational cancer risks for firefighters and emergency personnel. MagneGrip products are engineered and manufactured in Cincinnati, Ohio, under an ISO 9001:2015-certified quality-management system (QAS International US2788). This certification governs every process from design, manufacture, assembly, installation, and service, and provides auditable process control, traceability, and continuous improvement in both safety and efficiency. Electrical components are independently ETL-tested (Intertek) for U.S. and Canadian electrical-safety compliance equivalent to UL/CSA standards. MagneGrip provides comprehensive startup and safety training at installation, and provides detailed Standard Operating Guides, how-to videos, and QR-code links affixed directly to products for quick access to documentation or service support. Our Helpdesk Support Team is available via phone, email, or text at any time, and most operational issues can be resolved remotely, ensuring continued safe operation and minimal downtime. MagneGrip systems are intentionally designed to be simple, durable, and low-maintenance. Optional Preventive Maintenance (PM) programs provide annual inspection of safety-critical components such as hoses, rails, fans, and electrical controls to ensure long-term compliance and reduce potential hazards. Finally, every project is reviewed and commissioned by MagneGrip's engineering, installation and service teams. Together, these design, manufacturing, installation and service safeguards create a proven, reliable and safe system.	*

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
48	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.		(●) Yes ( ) No	MagneGrip is certified as both a Women's Business Enterprise (WBE) and Women-Owned Small Business (WOSB). Our commitment to diversity however extends beyond ownership. We perform annual supplier audits through our ISO 9001:2015 process to ensure equitable sourcing and maintain relationships with small, local, and minority-owned vendors and subcontractors across our supply chain. Internally, MagneGrip fosters an inclusive workplace by promoting equal opportunities for all employees. These practices reflect our broader mission to strengthen community impact while supporting Sourcewell's cooperative values of inclusion, transparency, and social responsibility. See certifications attached.	*
49		Minority Business Enterprise (MBE)	( ) Yes (●) No	MagneGrip is not currently certified as Minority Business Enterprise (MBE). However, we pursue partnerships with diverse suppliers and subcontractors whenever feasible and encourage participation by diverse businesses within our distributor network.	*
50		Women Business Enterprise (WBE)	(●) Yes ( ) No	MagneGrip holds certification as a Women's Business Enterprise (WBE) through the Women's Business Enterprise National Council (WBENC). Recertified annually, this certification recognizes majority ownership and control by women and validates the company's eligibility for federal and cooperative procurement opportunities. This credential demonstrates MagneGrip's alignment with supplier-diversity goals across government, education, and public-safety procurement channels.	*
51		Disabled-Owned Business Enterprise (DOBE)	( ) Yes (●) No	MagneGrip is not currently certified under Disabled-Owned Business Enterprise (DOBE) but supports diverse supplier engagement whenever possible.	*
52		Veteran-Owned Business Enterprise (VBE)	( ) Yes (●) No	MagneGrip is not currently certified as a Veteran-Owned Business (VBE) but supports diverse supplier engagement whenever possible.	*
53		Service-Disabled Veteran-Owned Business (SDVOB)	( ) Yes (●) No	MagneGrip is not currently certified as a Service-Disabled Veteran-Owned Small Business (SDVOB) but supports diverse supplier engagement whenever possible.	*
54		Small Business Enterprise (SBE)	( ) Yes (●) No	MagneGrip is not formally certified as a Small Business Enterprise (SBE) under federal or state programs. However, we do qualify as a small business under U.S. Small Business Administration size standards for manufacturing and contracting services. In addition, MagneGrip is certified as a Women-Owned Small Business (WOSB), which verifies both our small-business status and majority women ownership. This certification provides equivalent eligibility for small-business participation in government and cooperative purchasing programs.	*
55		Small Disadvantaged Business (SDB)	( ) Yes (●) No	MagneGrip is not currently certified under Small Disadvantaged Business (SDB) but supports diverse supplier engagement whenever possible.	*
56		Women-Owned Small Business (WOSB)	(●) Yes ( ) No	MagneGrip is certified as a Women-Owned Small Business (WOSB) by the Women's Business Enterprise National Council (WBENC). Recertified annually, this designation reflects our leadership commitment to inclusion and equitable participation in the public-sector procurement.	*

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 *	

57	Describe your payment terms and accepted payment methods.	For equipment-only purchases, MagneGrip's standard payment terms are Net 30 days from the invoice date. For projects that include both equipment and installation, standard payment terms are "Due Upon Completion of Project." That being said, we understand that public sector facilities operate under varying fiscal calendars, procurement rules, and approval cycles. Therefore, we work with each customer to establish a mutually workable invoicing and payment schedule. MagneGrip accepts ACH transfer and check as standard forms of payment and credit card payments for smaller parts or accessory orders. For larger, multi-station projects, we offer the option to invoice per completed station rather than issuing a single lump-sum invoice, giving agencies flexibility within their budget parameters. When unique purchasing procedures apply, our accounting team works directly with the agency's finance department to develop a mutually acceptable payment schedule. For example, MagneGrip is currently working with a large municipality in Alabama that requires all invoices and pay applications to be submitted through its internal project-management system. This process provides the municipality with enhanced transparency and organized tracking across their multiple departments. MagneGrip was pleased to accommodate this requirement and follows their prescribed invoicing workflow, accepting payments according to the schedules and procedures defined within their system. All transactions, whether MagneGrip or customer driven, are managed through MagneGrip's integrated Enterprise Resource Planning (ERP) system and ISO 9001:2015-certified quality-management system, ensuring full documentation, traceability, and transparency for Sourcewell members. MagneGrip does not impose late-payment penalties or finance charges on government or public-sector entities and accepts payments from both U.S. and Canadian customers. This allows Sourcewell members to complete purchases efficiently while maintaining full compliance with public-sector fiscal policies. These flexible payment practices are long-established within MagneGrip's public-sector customer base and therefore will align seamlessly with Sourcewell member needs.	*
58	Describe any leasing or financing options available for use by educational or governmental entities.	While MagneGrip does not directly provide in-house leasing or financing programs, we work closely with government, education, and nonprofit customers to structure payment schedules that align with each entity's procurement and budget procedures. This flexibility often includes 30 to 60 day grace periods or phased invoicing for multi-station projects to accommodate fiscal-year timing, budget constraints or grant reimbursement cycles. Our focus is to remove financial barriers so departments can get the clean-air protection they need, whether through payment flexibility, phased invoicing, or grant support. MagneGrip actively connects agencies with grant funding opportunities and grant support services to help public-safety agencies obtain FEMA Assistance to Firefighters Grants (AFG) and other federal, state or local programs that can offset or fully fund system costs. National fire-service publications, including Firehouse, routinely highlight MagneGrip's AFG support resources, reinforcing our commitment to helping departments secure funding for clean-air projects, as demonstrated in this article: https://www.firehouse.com/stations/building-components/exhaust-removal/press-release/55239268/magnegrip-fire-station-exhaust-removal-systems-firehouse-diesel-extractors-afg-application-period-opens-nov-4-and-magnegrip-can-assist. Our sales and administrative staff assist departments with developing budget estimates and connecting them with trusted grant-support partners, including GrantFinder (formerly FireGrantsHelp), to increase the likelihood of successful funding. Through this partnership, departments receive free grant-assistance and review services, while full grant-writing support is offered at a 50 % discount.	*

59	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.	MagneGrip would use the same standardized, ISO-documented transaction process for Sourcewell participants that we currently employ with all public-sector customers. This will ensure consistency, transparency, and a seamless transition under a Sourcewell-awarded contract. Our standard documents include: • Formal Proposal / Quote Form – defines the project scope, system configuration, pricing, inclusions/exclusions, and standard terms. • Customer Purchase Order / Sales Order Acknowledgment – confirms pricing, schedule, and delivery terms for mutual accuracy. • Warranty Statement – outlines MagneGrip's comprehensive five-year parts-and-labor coverage and lifetime component warranties. • Preventive Maintenance Program Agreement (optional) – details available PM options and associated inspection schedules. • Installation Checklist and Customer Sign-Off Form – verifies system performance, training completion, and customer satisfaction at turnover. • Customer Satisfaction Survey – issued after installation to collect feedback on product performance, installation experience, and service responsiveness. Results are reviewed internally and incorporated into ISO 9001:2015 quality metrics to drive continuous improvement. All documents are governed by MagneGrip's Terms and Conditions of Sale, which align with Sourcewell's Master Agreement provisions. All transactional documents are stored electronically within MagneGrip's integrated Enterprise Resource Planning (ERP)/Customer Relationship Management (CRM) systems for audit traceability, reporting, and easy access by Sourcewell members upon request. Because MagneGrip manufactures, sells, installs and services its systems, all documentation comes from a single accountable source, simplifying contract administration for Sourcewell members. Several examples of these have been uploaded under Transaction Documents and Additional Documentation.	*
60	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Yes. MagneGrip accepts Procurement Card (P-Card) payments, including Visa, MasterCard, and American Express, for smaller parts orders and purchases. There are no additional fees for P-Card transactions under $10,000 USD. For larger orders, P-Card payments are still accepted with a 3% processing fee to offset bank transaction costs. Most customers, however, choose ACH or check payments for project-level purchases. All P-Card transactions are processed securely through MagneGrip's integrated ERP system, ensuring PCI compliance, audit traceability, and proper documentation under ISO 9001:2015 controls. This flexibility allows Sourcewell members to use whichever payment method best fits their procurement policies and approval processes.	*

61	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.	MagneGrip's pricing model is based on a product-category discount structure applied consistently across all Sourcewell participating entities in both the United States and Canada. A comprehensive pricing schedule is attached, showing MSRP (list) pricing and Sourcewell discounted pricing in both USD and CAD. Each product is identified by a part number, similar to a SKU, for full traceability and consistency with our ISO 9001:2015 documentation system. Pricing is organized into the following categories: • Equipment and Accessories – Line-item pricing showing both MSRP and Sourcewell discounted rates, in USD and CAD is uploaded to this bid under Pricing. Specific system configurations are determined through an on-site assessment conducted by a MagneGrip sales representative or authorized distributor. The visit includes facility measurements, layout review, and consultation with department personnel to recommend the most suitable equipment for their operational needs. In addition, MagneGrip has the ability to offer many custom items depending on customer need, operation, size of facility, etc. • Installation and Training – Priced as a project-based amount depending on system type, station or building layout, and site complexity. Training is included at no cost with every installation. These costs cannot be determined ahead of time, however will be submitted to the customer in the proposal based on their unique project requirements as defined during the site visit and project assessment. • Freight and Shipping – Priced as a project-based amount depending on amount of equipment. These costs cannot be determined ahead of time, however will be submitted to the customer in the proposal based on their unique project requirements as defined during the site visit and project assessment. All pricing is transparent, uniform, and auditable, ensuring that every Sourcewell member receives the same published discount and support level. Comprehensive equipment pricing schedules, including list and discounted pricing, are provided in the uploaded with this bid proposal.	*
62	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.	MagneGrip offers Sourcewell members a guaranteed 3% discount off current published list pricing (MSRP) for all qualifying equipment and accessories purchased under this contract. This discount is applied uniformly across all Sourcewell participating entities in both the United States and Canada and is reflected directly in the attached pricing schedules. Because MagneGrip's list pricing is already nationally competitive and updated regularly through our ISO 9001:2015-documented pricing process, this additional discount provides Sourcewell members with immediate, measurable savings while maintaining transparent cost control and auditability. All pricing and discounts are managed through MagneGrip's integrated ERP system to ensure traceability, consistency, and compliance with Sourcewell's reporting standards. See uploaded pricing documentation for full list and discounted pricing details.	*

63	Describe any quantity or volume discounts or rebate programs that you offer.	MagneGrip's pricing is designed to be scalable and flexible, accommodating the unique needs of departments of all sizes. No fire department, or fleet and maintenance facility is alike, each has its own unique needs and requirements. Each project receives customized pricing based on scope, logistics, equipment configuration and installation. Volume Discounts – Discounts are often available for multi-station projects and are determined by overall system quantity, installation efficiencies, and project logistics. These discounts are confirmed during the proposal phase. Rebate Programs – MagneGrip does not currently operate a rebate program; however, discounts may be extended for bundled equipment purchases, parts packages, or preventive-maintenance agreements when ordered as part of a large-scale deployment or during initial installation. All volume pricing adjustments are documented and managed through MagneGrip's ERP and ISO 9001:2015-certified pricing process, ensuring transparency, auditability, and consistent application for every Sourcewell member. Since MagneGrip works with such a variety of customers, these scalable pricing options help departments of all sizes, from small volunteer stations to large metropolitan districts, achieve affordable access to full clean-air coverage.	*
64	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.	For items or services outside MagneGrip's standard Sourcewell contract catalog, which are typically custom add on products that are determined during MagneGrip's site visit with the customer to determine their custom design, MagneGrip will provide a written quote upon request, typically priced at cost plus 10% to cover administrative handling and coordination. These requests are handled on an individual basis to meet the unique needs of each customer. This allows Sourcewell members to obtain related products efficiently while ensuring consistent pricing oversight and auditability. Nearly all components, accessories, and installation materials required for a complete solution are manufactured or stocked directly by MagneGrip, however with our wide network of vendors, we are able to quote a variety of add on products to ensure our customers get the most complete clean-air solution on the market. Although our price list includes many solutions solicited in this bid, MagneGrip, through its long-standing relationship with a variety of vendors can create custom solutions around: direct exhaust capture systems, hose drops, portable hose drops, hose reels, portable hose reels, boom arms, swing arms, fume extraction arms and more. This is why we work so closely with customers to determine their needs, facility operation, building layout and budget.	*

65	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.	MagneGrip can provide turnkey project pricing, ensuring that equipment, installation, and training are clearly defined and included whenever possible. Certain elements of total project cost will vary by facility based on need, layout, operation and budget and are therefore quoted separately at the time of proposal. Examples of items not included in the base equipment pricing include: • Installation labor and materials (quoted after on-site assessment based on ceiling height, electrical availability, and building layout) • Demolition or removal of existing systems (if requested to be handled by others) • Electrical connections (can be performed by the customer's preferred contractor or a MagneGrip partner) • Special engineering, permitting, or structural modifications outside MagneGrip's project scope • Specialized and custom equipment including boom arms, swing arms, fume extraction arms, customized hose reels (specialized and need to be quoted at time of sale) In all cases, and as established with other similar cooperative purchasing agreements, these items are investigated and fully disclosed in the formal quotation, with no hidden charges or surcharges. Each proposal identifies clearly what is included and excluded, allowing Sourcewell members full visibility into total project cost before approval. All proposals and pricing are generated and tracked through MagneGrip's ISO 9001:2015-certified ERP/CRM system, ensuring transparency, traceability, and consistency across all Sourcewell transactions. Training and system startup are always included at no additional charge.	*
66	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	MagneGrip ships nationwide from its Cincinnati, Ohio headquarters using common carrier, LTL freight, or dedicated transport depending on order size and destination. Freight charges are calculated individually based on shipment weight, destination, and current carrier rates. All delivery costs are included in the customer's formal proposal, with no separate or hidden freight fees billed after the fact. Shipments are coordinated through MagneGrip's ISO 9001:2015-certified ERP and warehouse systems, which provide complete visibility from order entry through delivery confirmation. Tracking information and delivery documentation are provided to both the customer and MagneGrip's project team to ensure alignment with installation scheduling and site readiness. Whenever possible, MagneGrip consolidates shipments to minimize freight costs and environmental impact. All products are professionally packaged using recyclable materials and protective fillers produced from recycled cardboard within our facility. Freight methods are selected to protect equipment and to align arrival precisely with scheduled installation windows. This program ensures that every Sourcewell member receives transparent, cost-effective, and traceable delivery service from factory to installation site.	*

67	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	MagneGrip provides full sales, shipping, and service support to customers in Alaska, Hawaii, and Canada. All products are manufactured and shipped from our Cincinnati, Ohio facility, with freight arranged through major national and international carriers experienced in remote and cross-border logistics. Alaska and Hawaii: Shipments are typically routed via common carrier or ocean freight, depending on size and timing requirements. Freight charges are quoted in advance and included in the customer's proposal. Delivery coordination is managed by MagneGrip's logistics team to ensure on-time arrival and installation readiness. Canada: MagneGrip provides direct shipment and service support to Canadian Sourcewell members directly or through our network of factory-authorized distributors, depending on region. All cross-border shipments are managed in compliance with Canadian customs regulations, with duties, taxes, and brokerage handled transparently in the quoted price. Canadian customers are invoiced in CAD at no additional cost beyond the agreed-upon proposal amount. MagneGrip's distributor and service network in Canada ensures local responsiveness while maintaining full manufacturer control, quality, and accountability. This ensures that Sourcewell members in the U.S., Canada, and remote regions receive the same reliable service, transparent pricing, and responsive support as those located near our main distribution hub.	*
68	Describe any unique distribution and/or delivery methods or options offered in your proposal.	MagneGrip takes a strategic, customer-focused approach to distribution and delivery, designed to minimize cost, reduce downtime, and eliminate storage burdens for fire departments and municipal facilities. All systems ship directly from MagneGrip's Cincinnati, Ohio manufacturing facility either to the project site or, when appropriate, to an authorized distributor's staging area. This approach supports just-in-time (JIT) delivery, ensuring that products arrive precisely when installation is scheduled instead of in advance when they might occupy valuable apparatus bay space. Shipping and installation schedules are closely coordinated between MagneGrip's logistics team, project managers, and installers to achieve maximum efficiency. This process not only saves customers freight and handling costs but also ensures materials are protected and installation can begin immediately upon arrival. To further protect the customer's investment, warranty coverage begins only after system installation is complete and the customer has signed off on performance verification instead of at the time of shipment. This guarantees that Sourcewell members receive the full benefit of their warranty coverage once the system is operational. All delivery and installation activities are documented and tracked within MagneGrip's ISO 9001:2015-certified ERP system, providing full traceability, communication, and accountability throughout the process.	*

69	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.	MagneGrip will implement a structured internal audit process to ensure full compliance with the Sourcewell Master Agreement and consistent pricing for all Sourcewell Participating Entities. This will be similar to the processes we have in place for our other cooperative purchasing agreements and our standard contracts. All MagneGrip sales, administrative, and accounting personnel will receive training on Sourcewell's procurement procedures, pricing structure, and reporting requirements prior to the contract's launch. Refresher training will occur annually or as needed to accommodate updates to the Sourcewell agreement. Each sales representative will be responsible for confirming that quotes and orders referencing Sourcewell include the correct contract number, pricing schedule, and member eligibility verification. MagneGrip's Director of Sales and Administrative Department will oversee Sourcewell compliance and pricing integrity. They will review all Sourcewell-related quotes and purchase orders before final approval to ensure the correct discounts and contract terms are applied. All related documents such as quotes, purchase orders, invoices, and correspondence will be stored in MagneGrip's ERP/CRM system, tagged with the Sourcewell identifier for full traceability and audit readiness. On a quarterly basis, MagneGrip will conduct a self-audit of Sourcewell transactions to verify: • Proper contract reference and pricing application • Member eligibility confirmation • Timely and complete documentation in accordance with ISO procedures • Accurate administrative fee reporting and remittance to Sourcewell Discrepancies, if identified, will be logged through MagneGrip's ISO-corrective action process, investigated, and resolved with documented follow-up to prevent recurrence. This proactive, ISO-aligned self-audit framework ensures that Sourcewell participating entities receive the correct pricing, documentation, and service quality, just as all MagneGrip customers do. This maintains transparency, accountability, and compliance throughout the contract term.	*

70	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.	MagneGrip tracks performance and customer outcomes through integrated CRM and ERP systems as part of our ISO 9001:2015-certified quality-management process. These systems allow us to monitor activity, measure results, and continuously improve both operational efficiency and customer satisfaction. If awarded an agreement, we would apply our practices already in place to our Sourcewell projects. MagneGrip runs reports that determine: • Active Sourcewell Proposals in the Pipeline – number and dollar value of open opportunities by region and market segment. The occurs in our CRM. • Number of Orders Processed Through Sourcewell – total contract utilization, tracked monthly and cumulatively. This can occur through our CRM or ERP. • Average Order Processing Time – elapsed time from quote to order entry, used to measure responsiveness. This occurs through our internal documentation. • Order Sold-to-Installation Time – total project cycle time, ensuring efficiency from sale through completion. This occurs through our internal documentation. • Customer Satisfaction Scores – feedback gathered through post-installation surveys, service follow-ups, and Helpdesk interactions. This occurs through our customer survey platform. To ensure consistent results, all sales and administrative personnel will be trained on Sourcewell procedures and reporting metrics. The Director of Sales will review Sourcewell activity reports quarterly to confirm compliance, identify opportunities for improvement, and ensure that all members receive accurate pricing and responsive service. Sourcewell sales data will be tracked monthly within MagneGrip's CRM system and reported quarterly to Sourcewell in accordance with contract requirements, including administrative fee submissions and utilization summaries. This data-driven process ensures transparency, accountability, and continual alignment with Sourcewell's performance objectives.	*
71	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed 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.	MagneGrip proposes to remit a one percent (1%) administrative fee on all completed transactions processed under the Sourcewell Master Agreement. This fee will be calculated on the equipment amount (excluding taxes and freight) and remitted in accordance with Sourcewell's reporting schedule. All Sourcewell transactions will be tracked electronically within our ISO 9001:2015-certified ERP system to ensure accurate calculation, reporting, and timely remittance of administrative fees. This reporting and remittance process is already well-established within our operations through similar cooperative purchasing agreements so onboarding Sourcewell into our existing reporting workflow will be seamless, ensuring immediate compliance and a smooth administrative experience.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
72	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Please refer to pricing table and pricing information as included in this bid.	*

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

Line Item	Question	Response *	
73	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	MagneGrip provides a complete portfolio of engineered clean-air systems designed to protect first responders and maintenance personnel from harmful vehicle exhaust and airborne contaminants. Each system is engineered and manufactured in Cincinnati, Ohio, under our ISO 9001:2015-certified quality-management system. Systems are custom, with a variety of options, to meet the unique needs of each customer. Because MagneGrip designs, manufactures, installs, and maintains both source-capture systems and air purification units, Sourcewell members can obtain a complete clean-air solution from a single manufacturer, eliminating the need to coordinate multiple vendors or technologies. Unlike competitors that focus on a single	

exhaust type, MagneGrip delivers integrated, facility-specific solutions, from vehicle exhaust extraction to whole-room air purification, giving departments full clean-air coverage. Industry publication Firehouse highlights MagneGrip's unique offering: 'Complete Clean Air Solutions', combining exhaust-removal systems and ambient air purification in fire station design. https://www.firehouse.com/safety-health/press-release/55292935/magnegrip-fire-station-exhaust-removal-systems-firehouse-diesel-extractors-station-design-complete-clean-air-solutions-by-magnegrip

Direct Exhaust Capture Systems

Fire/EMS
Each MagneGrip magnetic direct source capture exhaust removal system captures 100 percent of vehicle exhaust directly at the tailpipe, preventing diesel and gasoline emissions from entering occupied spaces. Systems automatically disengage as the vehicle exits, allowing emergency response without delay or user interaction.

Fleet and Maintenance
MagneGrip hose reels, simple hose drops, swing arms, fume extraction arms, portable exhaust removal and other custom exhaust and fume extraction systems eliminate toxins in fleet and maintenance settings.

Specific products include: (Some products can be used in either emergency-based or maintenance-based facilities.)

1. Sliding Balancer Track (SBTM)
- A durable, high-capacity system designed for high-traffic bays and heavy apparatus.
- Utilizes a smooth-travel track and balancer assembly to support hoses and nozzles during vehicle movement.
- Ideal for multi-vehicle stations requiring continuous operation and dependable alignment.

2. Straight Suction Rail (SSRM)
- Our most durable and versatile system.
- A no-loop hose and rail system optimized for stations where vehicles drive straight in and out or are tandem parked.
- Engineered for minimal maintenance and long-term reliability.

3. Sliding Flexhose Track (SFTM)
- A no-loop hose and track system optimized for dependability, cost-savings, and space prioritization.
- Designed for lighter-duty or retrofit applications where ceiling height or obstructions limit space.
- Typically for back-in apparatus in emergency-based facilities, but customization around fleet and maintenance facilities can also be achieved.

4. Simple Drop System (SHDD and SHDM)
- A fixed overhead hose system for smaller bays or limited-use facilities.
- Ideal for one- or two-vehicle departments or fleet or maintenance shops, that need safe, affordable source capture without full rail or track systems.
- The SHDM includes MagneGrip's PRO Nozzle with flex magnetic connection, allowing easy one-handed attachment and automatic release.
- The SHDD includes a non-emergency vice-grip nozzle for connection versatility for any vehicle application.

5. Vertical Stack Rail (VSR) and Other Vertical Stack Exhaust Systems
- Specialized design for vehicles with vertical exhaust stacks such as ambulances and larger trucks.
- The spring-loaded rail and specialized nozzle maintain a perfect seal during movement and automatically release as the vehicle exits.
- Reduces spatial requirements and improves bay accessibility.
- Multiple catchers are available for drive through operation when required.
- Other Vertical Stack Exhaust Hybrid solutions like our SHDV and SFTV allow for a budget-friendly solution or fleet and maintenance-based solutions.

6. Boom Arms, Swing Arms, and Hose Reels
- Fume extraction arms, such as boom and swing arms to provide clean air around unique exhaust and fume locations available.
- Spring Operated or Custom operated hose reels (i.e. motorized) provide multiple options for any budget and many uses.
- Custom temperature rated, diameter and length of hoses are available on all products.

7. Portable Exhaust Removal Units *
- Simple plug-in fan, exhaust hose and connection nozzle for non-installation-based solutions.

• Portable hose reels and fan system also available for larger exhaust volumes and distances.

8. More Custom Solutions and Accessories
• Hose Reels on Rail to span large spaces and large number of maintenance bays but reduce number of connections.
• Custom lengths, distance and articulating Swing and Boom Arm fume extraction systems for unique exhaust and fume removal applications.
• A variety of nozzles and adapters, even customized to specific exhaust pipes shapes, sizes, locations, and uses are readily available.
• Air quality monitoring systems powered by Attune available for customers interested in data collection

9. Fans
• Made in the USA (Cincinnati, OH)
• Backward incline, continuously welded for optimized CFM per HP and durability
• Lower CFM fans also available to meet any budget
• Available in several different Horsepower, Phases, and Voltage

10. Control Panels
• Emergency based Auto On/Off or Custom Manual On/Off
• Switches or Wireless Activation
• Pendulum Hose Reel Activation

AirHAWK Air Purification Systems (Garage Ventilation/Filtration Systems, including Portable Filtration)

MagneGrip's AirHAWK line complements its source-capture systems to provide full clean-air coverage throughout the facility or can be used independently to offer a hands-free ambient air cleaning through its multistage filtration system in both emergency-based and maintenance-based facilities.

Specific products include:
1. AirHAWK® 3000, 2000,1000 Units
• Ceiling-mounted or ducted model for large apparatus bays and/or adjoining bunk/gear rooms.
• Combines HEPA filtration with optional Photo-Catalytic Oxidation (PCO) and UV technology to neutralize particulates, VOCs, and pathogens.
• ETL-listed for electrical safety and built for continuous operation.
• ECM motors are available for 24/7 or programmable runtime and/or programable speed.
• Different filtration and CFM levels for use and budget parameters
• Activation equipment to be determined based on operation and use utilizing control panels (below), photo-eyes, sensors, basic switches, and other customized solutions.

2. AirHAWK® AH-265
• Portable, compact, no installation necessary version designed for smaller spaces or offices.
• Uses the same filtration and PCO technology as our larger units.
• Operates quietly and efficiently, providing continuous ambient air cleaning with minimal maintenance.

3. Control Panels
• Emergency based Auto On/Off or Custom Manual On/Off
• Sensors, Switches and/or Wireless Activation
• Programmable run time, programmable speed available on ECM units

4. More Custom Solutions and Accessories
• Air quality monitoring systems powered by Attune available for customers interested in data collection
• Custom solutions available around ducting, locations and installation

All models reduce airborne contaminants and meet the intent of NFPA 1500 and NIOSH diesel-exhaust guidelines to reduce exposure to cancer causing toxins.

Installation, maintenance, scheduled services, accessories, supplies, parts, and services
Integrated and Support Services
• System Design and Engineering – Site-specific CAD layouts, performance modeling, and airflow verification.
• Installation and Commissioning – Conducted by factory-certified technicians or authorized distributors.
• Training and Support – Onsite instruction with printed and digital guides, QR-

		coded resources, and a 24/7 Helpdesk. • Preventive Maintenance (PM) Programs – Optional annual inspections, filter changes, and calibration to maintain warranty compliance. • Warranty Coverage – 5-year parts and labor; lifetime on select components and AirHAWK® units (when serviced by MagneGrip).	
74	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Please see question 73 for the products and subcategories as described. We've also uploaded literature on a variety of products offered. Examples below of subcategories: Category: direct source capture vehicle exhaust systems (emergency based or maintenance-based facilities), air purification systems (all facilities) Subcategory: Sliding Balancer Track (SBTM), Straight Suction Rail (SSRM), Sliding Flexhose Track (SFTM), Simple Drop System (SHDM and SHDM), Vertical Stack Rail (VSR), Fan, Control Panels, Hose Reels, Custom Solutions including Portable hose reels, Hose reels on rail, Swing and boom arm fume extraction systems, AirHAWK® 3000, 2000,1000 Units, AirHAWK® AH-265.	*

Table 7B: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Description	Offered *	Comments	
75	Direct exhaust capture systems for vehicles, such as:		(•) Yes ( ) No	MagneGrip has been providing direct exhaust capture systems for vehicles since 1993. See question #73 for specific products.	*
76		Overhead rail and hose systems	(•) Yes ( ) No	Overhead rail and hose systems are one of MagneGrip's specialties. Architects, Engineers, Fire departments and maintenance facilities across the country reach out to MagneGrip for the design and installation of this type of equipment.	*
77		Boom Arm systems	(•) Yes ( ) No	MagneGrip can provide many custom boom arm solutions depending on customer's needs including boom, swing and fume extraction arms.	*
78		Portable exhaust removal units	(•) Yes ( ) No	MagneGrip can provide many custom portable exhaust removal solutions depending on customer's needs including portable hose reels and portable simple exhaust removal connections.	*
79		In-ground and underfloor systems	( ) Yes (•) No	While we have seen these solutions at stations that have antiquated systems, by and large our customer base finds more problems with this solution than the products we offer. This is why MagneGrip chooses not to offer in-ground and underfloor systems.	*

80		Vehicle-mounted systems	○ Yes ○ No	We find most of our customers do not want to modify their apparatus exhaust system to such a degree to install vehicle mounted systems. Most customers are looking for a more complete, comprehensive and trusted solution which is why MagneGrip chooses not to offer vehicle mounted solutions.	*
81	Garage ventilation systems, such as:		◉ Yes ◉ No	MagneGrip AirHAWK filtration systems can be used in a variety of garage settings.	*
82		Ventilation and air make-up air systems	◉ Yes ◉ No	MagneGrip offers AirHAWK 3000, 2000, 1000, 265 for a variety of air filtration needs. See question #73 for a detailed description of AirHAWK units.	*
83	Installation, maintenance, and scheduled services directly related and complementary to their offerings in 75 - 82.		◉ Yes ◉ No	MagneGrip offers design, installation, training, service, preventative maintenance and substantial warranties on all of our offerings.	*

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

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 PRICE LIST 2025.pdf - Tuesday December 09, 2025 14:48:53
- Financial Strength and Stability - Combined Letters.pdf - Monday December 08, 2025 16:54:41
- Marketing Plan/Samples - Marketing Examples and Brochures Combined 2025.pdf - Tuesday December 09, 2025 07:35:03
- WMBE/MBE/SBE or Related Certificates - 2026 Certificate Combined.pdf - Monday December 08, 2025 16:56:01
- Standard Transaction Document Samples - Proposal CAD Invoice Examples Combined.pdf - Monday December 08, 2025 16:56:14
- Requested Exceptions (optional)
- Upload Additional Document - Territory Map Warranty PM Service Docs Combined.pdf - Monday December 08, 2025 16:56:42

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. - Margaret Rossman-Roach, President, Rossman Enterprises, Inc. DBA MagneGrip

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
Amendment_1_Vehicle_Exhaust_Removal_RFP 120925 Wed October 22 2025 04:34 PM	☑	1