



**MASTER AGREEMENT #120925**  
**CATEGORY: Vehicle Exhaust Removal and Filtering Systems**  
**SUPPLIER: Air Purifiers Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Air Purifiers Inc., 1 Pine St., Rockaway, NJ 07866 (Supplier).

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

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

**Article 1:**  
**General Terms**

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

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

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on 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:
1. 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.

- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcwell 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 Sourcwell 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 Sourcwell 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. § 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

Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

- d. **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcwell 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 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.
- 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 Sourcwell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

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

Sourcwell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcwell 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 Sourcwell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcwell 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;
- Sourcwell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcwell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
    - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
    - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
  - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
  - c) **Use; Quality Control.**
    - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
    - ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under

this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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

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

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

22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
- \$1,500,000 each occurrence Bodily Injury and Property Damage
  - \$1,500,000 Personal and Advertising Injury
  - \$2,000,000 aggregate for products liability-completed operations
  - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

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

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

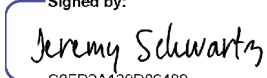
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all costs specifically associated with or included within 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.

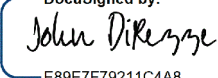
Sourcewell

Air Purifiers Inc.

Signed by:  
  
C0FD2A139D06489...

By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer

Date: 4/16/2026 | 9:36 AM CDT

DocuSigned by:  
  
E89E7F79211C4A8...

By: \_\_\_\_\_  
John Di Rezze  
Title: President

Date: 4/16/2026 | 3:15 AM PDT

# RFP 120925 - Vehicle Exhaust Removal and Filtering Systems

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## Vendor Details

Company Name: Air Purifiers Inc.  
Does your company conduct business under any other name? If yes, please state: NJ  
Address: 1 Pine Street  
ROCKAWAY, NJ 07866  
Contact: John Di Rezze  
Email: john@airpurifiersinc.com  
Phone: 973-586-3988 12  
Fax: 973-586-3988  
HST#: 222401480

## Submission Details

Created On: Wednesday October 22, 2025 06:55:16  
Submitted On: Monday December 08, 2025 09:31:20  
Submitted By: John Di Rezze  
Email: john@airpurifiersinc.com  
Transaction #: 008f9975-7be4-4a62-9df8-c3164b4053ea  
Submitter's IP Address: 147.243.65.242

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**Specifications**

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

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

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

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Air Purifiers Inc.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes
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).	None
4	Provide your CAGE code or Unique Entity Identifier (SAM):	068N5
5	Provide your NAICS code applicable to Solutions proposed.	333411, 333412,
6	Proposer Physical Address:	1 Pine Street ROCKAWAY, NJ 07866
7	Proposer website address (or addresses):	www.airpurifiersinc.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):	John Di Rezze President 1 Pine St. Rockaway, NJ 07866
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	John Di Rezze 973-632-2058 C 973-586-3988 ext 12 john@airpurifiersinc.com President 1 Pine St. Rockaway, NJ 07866
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Shannon McElrath shannon@airpurifiersinc.com Office Manager AIR PURIFIERS INC. 1 Pine St. Rockaway NJ 07866 Office: 973-586-3988 ext. 13

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

Line Item	Question	Response *
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<p>11</p>	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p><b>Company History &amp; Qualifications</b></p> <p>Air Purifiers Inc. (API) is a specialized industrial ventilation and air quality solutions provider that has served the region for over four decades. Founded with a mission to deliver safe, compliant, and high-performance air filtration systems, we have grown into one of the most trusted experts in diesel exhaust removal, dust collection, and industrial air-cleaning technologies. Our long-standing relationships with fire departments, municipalities, manufacturers, universities, and commercial clients reflect our commitment to reliability, responsiveness, and results.</p> <p><b>Core Values</b></p> <ul style="list-style-type: none"> <li>• Safety First — We ensure every system we install helps protect personnel, equipment, and facilities from harmful airborne contaminants.</li> <li>• Integrity &amp; Accountability — We take pride in transparent communication, accurate engineering, and professional execution—standing behind our work long after installation.</li> <li>• Innovative Solutions — By partnering with industry-leading manufacturers, we deliver proven technology customized to each facility's needs.</li> <li>• Customer Service Excellence — We are committed to timely, dependable support with the goal of maintaining long-term client satisfaction.</li> </ul> <p><b>Business Philosophy</b></p> <p>Our philosophy is simple: We engineer systems that work—every day—for the people who rely on them.</p> <p>Every project begins with a detailed assessment to ensure compliance with NFPA, OSHA, state, and local building codes. We prioritize proper design, ease of operation, and long-term serviceability. Our focus on lifecycle value ensures that clients receive cost-effective, durable solutions that are installed correctly and supported for years to come.</p> <p><b>Industry Longevity &amp; Relevant Expertise</b></p> <p>Air Purifiers Inc. has more than 40 years of experience delivering:</p> <p>Vehicle exhaust removal systems for firehouses, fleet garages, EMS, and public works facilities</p> <p>Dust collection systems for industrial processes, woodworking, metalworking, and transfer stations</p> <p>High-efficiency filtration including HEPA, carbon, and MERV-rated media</p> <p>Turnkey installation + ongoing service, maintenance, and inspections</p> <p>We bring deep knowledge of system integration, permitting requirements, and post-installation support. Our trained technicians ensure every system continues to operate safely, efficiently, and up to code.</p>
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12	<p>What are your company's expectations in the event of an award?</p>	<p>If Air Purifiers Inc. is awarded this project, our primary expectation is to provide the correct equipment that fully meets the operational, safety, and performance requirements of the facility. To support that effort, we anticipate:</p> <p>Timely and Accurate Information Confirmation of bay layout, vehicle types, exhaust locations, and any site-specific conditions to ensure precise equipment sizing and configuration.</p> <p>Coordination With the Customer A clear point of contact for equipment approvals, delivery logistics, and document exchange throughout the project.</p> <p>Payment in Accordance With Contract Terms Payment milestones aligned with equipment production and delivery schedules.</p> <p>Product Review and Acceptance Acceptance of all specified materials and equipment upon delivery and verification against approved submittals.</p> <p>Our Commitment Air Purifiers Inc. will:</p> <p>Provide properly engineered, code-compliant equipment tailored to the needs of this facility</p> <p>Supply products from industry-leading manufacturers with proven reliability</p> <p>Ensure all components meet performance expectations for airflow, durability, and safety</p> <p>Deliver complete submittal packages, O&amp;M documentation, and warranty information</p> <p>Support the owner long-term with parts availability and technical resources</p>	*
13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Air Purifiers Inc. is a financially stable and well-capitalized company with consistent year-over-year growth. We maintain strong liquidity and a healthy balance sheet to support material procurement, project mobilization, and long-term client commitments.</p> <p>Key indicators of our financial stability include:</p> <p>Annual Revenue: Approximately \$7 million in recent fiscal years</p> <p>Positive Net Income and Cash Flow sustained for over 40+ years of operation</p> <p>Strong Vendor Credit Standing with major manufacturers (Nederman, AAF, Movex, etc.)</p> <p>No outstanding liens, claims, or litigation impacting our financial position</p> <p>Commercial banking relationship with PNC, maintaining a positive borrowing base and credit capacity of 500,000, which currently is at -0-</p> <p>Bonding Capacity: Available through Colonial Surety Surety line in the Amount of \$1,000,000.00 Single and \$2,500,000.00 Aggregate</p> <p>Insurance Coverage: Complete liability, auto, worker's compensation, and umbrella coverage meeting or exceeding contract requirements</p>	*
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>95%</p>	*
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>5%</p>	*
16	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>Bankruptcy Disclosure</p> <p>Air Purifiers Inc. confirms that:</p> <p>There have been no bankruptcy filings involving the company or any principals, owners, or other responsible parties within the past seven (7) years.</p> <p>Air Purifiers Inc. is not currently involved in any bankruptcy proceedings.</p> <p>Should any bankruptcy proceeding be initiated at any point during the pendency of this RFP evaluation, written notice will be provided to Sourcewell immediately, as required.</p> <p>Air Purifiers Inc. remains financially stable, with no legal or financial actions that would impede our ability to fulfill the obligations of this contract.</p>	*

<p>17</p>	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Organizational Classification &amp; Authorization</p> <p>Air Purifiers Inc. is best described as a distributor/dealer/reseller and service provider for the manufacturers whose products are proposed in this RFP.</p> <p>We maintain formal, authorized relationships with industry-leading manufacturers of vehicle exhaust removal systems, dust collection systems, and industrial air filtration equipment. Written authorization letters confirming our status as an approved distributor/dealer/reseller are available and can be provided upon request or uploaded as supporting documentation.</p> <p>Our dealer and supplier relationships include (not exhaustive):</p> <p>Nederman</p> <p>Movex</p> <p>Micro Air</p> <p>Additional specialty manufacturers as needed per application</p> <p>Dealer Network &amp; Service Team Structure</p> <p>Our operations are company-owned and managed directly by Air Purifiers Inc.</p> <p>All sales and service functions are performed by our own employees — not subcontracted dealer networks</p> <p>We provide full technical support, equipment sourcing, warranty processing, and customer coordination on behalf of our manufacturers</p> <p>This structure ensures consistent system knowledge, direct accountability, and unified customer support from product selection through long-term service.</p>
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<p>18</p>	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Licenses and Certifications – Required and Held</p> <p>Air Purifiers Inc. (API), along with our qualified subcontractors, maintains all licenses, certifications, and training necessary to perform the work contemplated under this RFP. These requirements ensure all services comply with federal, state, and local regulations, as well as all relevant standards and codes.</p> <p>1. Business Licensing &amp; Contractor Compliance</p> <ul style="list-style-type: none"> <li>• New Jersey Licensed Master HVACR Contractor: One of the owners of Air Purifiers Inc. holds an active New Jersey Master HVACR License, ensuring compliance, oversight, and technical competency for mechanical system design, installation, and service.</li> <li>• State Business Registration &amp; Contractor Authorization: API is fully registered and authorized to operate in any US State</li> <li>• Municipal / Local Permitting: API secures all necessary permits — including electrical, mechanical, and building — in accordance with the International Mechanical Code (IMC) and local Authority Having Jurisdiction (AHJ) requirements.</li> <li>• Insurance &amp; Bonding: API carries commercial General Liability, Workers’ Compensation, Automotive, and Excess Liability insurance. Bonding available as required.</li> </ul> <p>2. Manufacturer Certifications</p> <p>API personnel are factory-trained and certified by the manufacturers whose products we represent and service, including:</p> <ul style="list-style-type: none"> <li>• Nederman – Vehicle Exhaust &amp; Dust Collection Systems</li> <li>• AAF – OptiFlo® Dust Collectors &amp; Filtration</li> <li>• Movex – Source Capture Arms &amp; Rails</li> <li>• Airflow Systems / Industrial Air Cleaners</li> <li>• Chicago Blower / – Industrial Fans</li> </ul> <p>This guarantees systems are designed, installed, and commissioned per OEM specifications.</p> <p>3. Safety Training &amp; Regulatory Compliance</p> <p>All API field technicians maintain required safety credentials, including:</p> <ul style="list-style-type: none"> <li>• OSHA 10-hour / OSHA 30-hour Construction Safety</li> <li>• Lock-Out / Tag-Out (LOTO)</li> <li>• Fall Protection &amp; Ladder Safety</li> <li>• Silica Exposure &amp; Dust Hazard Awareness</li> <li>• Confined Space Awareness (as required)</li> <li>• NFPA Standards Familiarity (NFPA 33, 91, 652, 1500, etc. depending on application)</li> </ul> <p>API enforces a Safety-First culture and ensures subcontractors meet or exceed these same standards.</p> <p>4. Specialized Trades &amp; Licensed Subcontractors</p> <p>As required by project scope:</p> <ul style="list-style-type: none"> <li>• API employees a Licensed electrician to perform all power and control work</li> <li>• Licensed sheet metal contractors execute ductwork fabrication/installation</li> <li>• Certified welders and rigging professionals support structural work</li> <li>• Certified equipment operators ensure safe aerial/material handling</li> </ul> <p>No subcontractors</p> <p>Summary</p> <p>Air Purifiers Inc. exceeds all licensing and certification requirements for industrial ventilation and vehicle exhaust removal system installation. With an owner holding a New Jersey Master HVACR License, factory-certified personnel, and strong regulatory compliance practices, API ensures the highest levels of safety, quality, and code adherence for every project.</p>
<p>19</p>	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>NONE</p> <p>Debarment &amp; Suspension Disclosure</p> <p>Air Purifiers Inc. hereby certifies that neither the company, its owners, officers, nor any subcontractors or responsible parties engaged in support of this proposal have been debarred, suspended, proposed for debarment, declared ineligible, or otherwise excluded from participation in any federal, state, or local government contracting programs at any time.</p> <p>Furthermore, Air Purifiers Inc. affirms that if at any point during the evaluation or term of this RFP we were to become subject to any debarment or suspension action, we will provide immediate written notice to Sourcewell in accordance with the requirements outlined in the solicitation.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p><b>Industry Awards &amp; Recognition</b></p> <p>Air Purifiers Inc. has consistently demonstrated leadership and excellence within the industrial ventilation and vehicle exhaust extraction industry. Over the past five years, we have been recognized as one of the top distributors in the United States by several leading manufacturers whose products we represent and support. These recognitions are based on overall sales performance, market coverage, continued growth, technical expertise, and outstanding customer service.</p> <p>Our awards and rankings include:</p> <ul style="list-style-type: none"> <li>• Nederman LLC – Top U.S. Distributor (multiple consecutive years)</li> <li>• Movex, Inc. – Top Performing Distributor (multiple consecutive years)</li> <li>• Airflow Systems – National Top Distributor Recognition</li> <li>• Chicago Blower / – High Performance Distributor Award</li> <li>• Monoxivent – National Sales Achievement &amp; Market Leadership Recognition</li> </ul> <p>These honors reflect API's strong reputation in the industry, our commitment to delivering high-quality engineered solutions, and our ongoing dedication to customer satisfaction and long-term relationships with manufacturers and end users alike.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	<p><b>Government Sector Sales Percentage</b></p> <p>Over the past three (3) years, approximately 40% of Air Purifiers Inc.'s total sales have been to governmental and public-sector entities. This includes municipal, county, state, and federal agencies, as well as fire districts, public works departments, transit authorities, police and emergency service organizations, and other qualifying public institutions.</p>	*
22	What percentage of your sales are to the education sector in the past three years?	<p><b>Education Sector Sales Percentage</b></p> <p>Over the past three (3) years, approximately 25% of Air Purifiers Inc.'s total revenue has been generated from the education sector. This includes K-12 public schools, vocational and technical institutions, and higher education facilities (universities and community colleges).</p>	*
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?	<p><b>State &amp; Cooperative Purchasing Agreements</b></p> <p>Air Purifiers Inc. currently holds the following procurement agreement:</p> <ul style="list-style-type: none"> <li>• State of New Jersey Cooperative Purchase Contract                             <ul style="list-style-type: none"> <li>– Contract Type: Statewide Procurement Contract</li> <li>– Coverage: Vehicle exhaust systems, dust collection equipment, industrial ventilation equipment, installation services, preventive maintenance</li> <li>– Annual Sales Volume (past 3 years): Varies between \$250,000 – \$500,000 annually depending on awarded projects</li> </ul> </li> </ul>	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>Air Purifiers Inc. does not currently hold any:</p> <ul style="list-style-type: none"> <li>• General Services Administration (GSA) Federal Supply Contracts</li> <li>• Standing Offers or Supply Arrangements (SOSA)</li> </ul> <p>However, API frequently performs work for federal agencies and military/public safety facilities through other compliant purchasing mechanisms and subcontract partnerships. We remain fully prepared to pursue federal supply contracting opportunities as they arise.</p>	*

**Table 2B: References/Testimonials**

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

Entity Name *	Contact Name *	Phone Number *	
MTA NYCT Dept of Buses MTA Bus Company	Paul Lee Manager, Contract Services	O: (718) 927 - 8132 C: (332) 271 - 5834	*
FDNY	Jared Armendariz Bureau of Facilities Management	(P) 718-389-1968	*
NJ Transit	Joseph Gomes Foreman I, Facilities	Office: 973-491-4851	*

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

Describe your company's capability to meet the needs of Sourcwell 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.	<p>Sales Force Description</p> <p>Air Purifiers Inc. maintains a highly specialized and technically proficient sales organization dedicated to delivering engineered clean-air solutions for industrial, municipal, emergency services, and educational environments. Our team members combine strong technical knowledge with decades of practical field experience, ensuring accurate system design, code compliance, and long-term customer support.</p> <p>Our sales team includes:</p> <ul style="list-style-type: none"> <li>• John Di Rezze – Owner / Senior Sales Engineer Over 30 years of experience in industrial ventilation and vehicle exhaust system design. Holds a New Jersey Master HVACR License and oversees sales engineering, technical compliance, and major project execution.</li> <li>• David Di Rezze – Owner / Director of Business Development More than 30 years of experience in public-sector industrial ventilation projects, with strong expertise in municipal and cooperative procurement programs and key manufacturer partnerships.</li> <li>• Tim Eaton – Senior Sales &amp; Project Specialist Site assessment and project development specialist with extensive on-site installation and service experience, ensuring solutions are engineered correctly and delivered efficiently.</li> <li>• Pat Raso – Sales &amp; Technical Field Specialist Focused on system evaluations, quoting, and installation coordination, with deep product knowledge and strong customer support capabilities for both new and existing client systems.</li> </ul> <p>Sales Force Strengths</p> <ul style="list-style-type: none"> <li>• Technical Expertise – All sales personnel are factory-trained by Nederman, Movex, AAF Flanders/OptiFlo, Airflow Systems, Chicago Blower, Monoxivent, and others.</li> <li>• Integrated Project Support – Sales is fully aligned with engineering, installation, and service operations for seamless delivery from design through commissioning.</li> <li>• Public Sector Experience – Deep knowledge of fire service environments, school district facilities, permitting, compliance standards (OSHA, NFPA, IMC), and capital planning.</li> <li>• Responsive Regional Coverage – Fast turnaround for site visits, proposals, field measurements, and emergency support across NJ, NY, and PA.</li> <li>• Long-Term Client Relationships – Focused on lifecycle system support, training, and preventive maintenance programs.</li> </ul> <p>This experienced, well-rounded team enables Air Purifiers Inc. to deliver high-performance ventilation solutions with the professionalism, accountability, and responsiveness required by public and institutional customers.</p>

<p>27</p>	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p><b>Authorized Seller Network &amp; Distribution Structure</b></p> <p>Air Purifiers Inc. operates as a direct authorized distributor and trained reseller for the manufacturers whose products we supply, install, and service. We do not rely on a large multi-tier dealer network or third-party resellers for fulfillment. Instead, all projects are managed, delivered, and supported through our in-house personnel, ensuring consistent quality control, accountability, and expertise throughout every stage of the equipment lifecycle.</p> <p>Key attributes of our distribution approach include:</p> <p><b>Direct Supply &amp; Installation</b></p> <p>API purchases equipment directly from OEM manufacturers (Nederman, Movex, AAF Flanders/OptiFlo, Airflow Systems, Chicago Blower, Monoxivent, etc.) and delivers and installs those solutions using our own trained staff and pre-qualified licensed subcontractors where required.</p> <p><b>Single-Source Accountability</b></p> <p>We serve as the sole point of responsibility for:</p> <ul style="list-style-type: none"> <li>• System design and product selection</li> <li>• Order management and logistics</li> <li>• Installation and integration with facility systems</li> <li>• Commissioning, operator training, and documentation</li> <li>• Warranty handling and ongoing service/maintenance</li> </ul> <p>This eliminates risks that can arise when work is fragmented across multiple intermediaries.</p> <p><b>Regional Service Coverage</b></p> <p>From our headquarters in Rockaway, NJ, we maintain robust sales and field support coverage throughout the United States &amp; Canada</p> <p>This service footprint aligns directly with our core customer base in fire/rescue, education, public works, industrial, and commercial sectors.</p> <p><b>Qualified Subcontract Partnerships</b></p> <p>When local trade licensing or specialty skills are required (e.g., electrical, rigging, welding, roofing), API utilizes a small, vetted pool of authorized subcontract partners who:</p> <ul style="list-style-type: none"> <li>• Are trained on the systems we sell</li> <li>• Maintain required insurance and safety credentials</li> <li>• Comply with OSHA/NFPA and site-specific standards</li> </ul> <p>API retains full oversight and responsibility for subcontracted work to ensure quality and compliance.</p> <p><b>Summary</b></p> <p>Air Purifiers Inc. provides a vertically integrated delivery model — from engineering support through installation and long-term service — without dependence on outside distribution channels. This ensures every solution delivered under this RFP maintains the high standards of performance, reliability, and safety required by Sourcewell members.</p>
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<p>28</p>	<p>Service force.</p>	<p><b>Service Force Description</b></p> <p>Air Purifiers Inc. maintains a dedicated, in-house Service Force comprised of eight (8) factory-trained service technicians. Our technicians specialize in installation support, preventive maintenance, troubleshooting, system repairs, and emergency response for industrial air filtration and vehicle exhaust removal systems.</p> <p>Key strengths of our service organization include:</p> <p><b>Highly Skilled, Manufacturer-Trained Technicians</b></p> <p>All technicians receive ongoing factory certification and technical training from our key OEM partners, including Nederman, Movex, AAF/OptiFlo, Airflow Systems, Chicago Blower, and Monoxivent. This ensures proper service and warranty compliance across all systems we support.</p> <p><b>Geographic Reach</b></p> <p>Our service team provides reliable support to customers throughout:</p> <ul style="list-style-type: none"> <li>• The United States (primary focus in NJ, NY &amp; Eastern PA)</li> <li>• Puerto Rico and the Dominican Republic — including long-term municipal and industrial clients in these territories</li> </ul> <p>Our multilingual capabilities allow seamless communication and training for diverse customer bases and facility personnel.</p> <p><b>Bilingual Workforce</b></p> <p>Every technician on our team is bilingual, enabling better safety coordination, user training, and communication in multilingual work environments.</p> <p><b>Rapid Response &amp; Lifecycle Support</b></p> <p>We provide:</p> <ul style="list-style-type: none"> <li>• Scheduled preventive maintenance programs</li> <li>• On-call repairs and emergency response</li> <li>• Equipment commissioning and operator training</li> <li>• Spare parts support and filter replacements</li> </ul> <p>Our service operation is a key differentiator — offering direct, local support long after the initial equipment installation.</p> <p><b>Summary</b></p> <p>Air Purifiers Inc. delivers a full-service model supported by skilled, bilingual technicians with international deployment capability — ensuring that systems remain safe, compliant, and fully operational throughout their life cycle.</p>
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<p>29</p>	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>Ordering Process</p> <p>Air Purifiers Inc. manages a streamlined, centralized ordering and fulfillment process designed to ensure accuracy, accountability, and exceptional customer support. All orders under this contract will be placed directly with Air Purifiers Inc. — not through third-party distributors or indirect sales channels.</p> <p>1. Order Initiation</p> <p>Orders may be placed by authorized Sourcewell members through multiple convenient methods:</p> <ul style="list-style-type: none"> <li>• Email submission of purchase orders</li> <li>• Phone orders with follow-up written confirmation</li> <li>• Electronic/online ordering (when applicable)</li> <li>• On-site orders generated in conjunction with field evaluations</li> </ul> <p>A dedicated account manager validates the order details, confirms contract eligibility, and ensures pricing is applied per the awarded agreement.</p> <p>2. Order Review &amp; Configuration</p> <p>API reviews all technical and scope details to ensure:</p> <ul style="list-style-type: none"> <li>• Correct product selection</li> <li>• System compatibility and required accessories</li> <li>• Code compliance and airflow requirements</li> <li>• Accurate delivery, installation, and service specifications</li> </ul> <p>If needed, a sales engineer or technician performs a site survey prior to final processing.</p> <p>3. Order Confirmation &amp; Scheduling</p> <p>A formal order acknowledgment is issued including:</p> <ul style="list-style-type: none"> <li>• Expected ship and/or installation dates</li> <li>• Submittal drawings, if required</li> <li>• Any permitting or special coordination notes</li> </ul> <p>Installation orders are scheduled with our internal service and project teams.</p> <p>4. Fulfillment &amp; Delivery</p> <p>Equipment is shipped directly from the manufacturer to the customer's location or to API's staging area depending on project needs. API technicians or approved licensed subcontractors perform:</p> <ul style="list-style-type: none"> <li>• Delivery to the point of installation</li> <li>• System installation and mechanical/electrical connections</li> <li>• Commissioning and training</li> </ul> <p>5. Invoicing &amp; Closeout</p> <p>Following delivery or project completion, API issues:</p> <ul style="list-style-type: none"> <li>• Detailed invoices compliant with contract terms</li> <li>• Warranty documentation and O&amp;M manuals</li> <li>• Required closeout, commissioning, and permit documents</li> </ul> <p>Single-Source Responsibility</p> <p>Air Purifiers Inc. maintains full accountability across:</p> <ul style="list-style-type: none"> <li>• Sales</li> <li>• Order processing</li> <li>• Delivery logistics</li> <li>• Installation</li> <li>• Warranty handling</li> <li>• Ongoing service</li> </ul> <p>No external dealers or distribution intermediaries are used for orders placed under this offering — ensuring consistent quality and a unified point of contact for all contract users.</p>
<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Customer Service Program &amp; Response Procedures</p> <p>Air Purifiers Inc. delivers a fully integrated, customer-focused support program designed to ensure the continued performance, reliability, and safety of all equipment supplied under this contract. Our goal is to provide clear communication, fast response, and long-term service value to every Sourcewell member.</p> <p>1. Centralized Customer Support</p>

All customer service requests are coordinated through our main office in Rockaway, NJ, which manages:

- Service call intake
- Scheduling and dispatch
- Warranty issues and OEM coordination
- Preventive maintenance programs
- Parts identification and fulfillment

Customers can initiate service through:

- Dedicated phone support (live staff during business hours)
- 24/7 voicemail response for urgent needs
- Email ticketing and support intake
- On-site technician escalation

Each service request is logged, tracked, and documented through completion.

## 2. Response Time Standards & Commitments

We pride ourselves on rapid service and communication responsiveness:

Service Level	Response Time	Commitment	Coverage
Standard Service Request	Within 1 business day		All customers
On-Site Diagnostic Visit	Typically within 2–5 business days	depending on location	NJ, NY, PA primary region
Emergency/Urgent Issues	Same day phone support and rapid dispatch	priority	Safety or system-down situations

For Puerto Rico and Dominican Republic customers, service is supported through scheduled travel programs with expedited deployment available as needed.

All commitments are strengthened through our bilingual team to ensure clear communication on every site.

## 3. Proactive System Support

To maximize equipment uptime and compliance, we offer:

- Scheduled preventive maintenance plans
- Filter/replacement part tracking and forecasting
- Annual inspection programs
- Operator training refreshers
- System condition reporting and safety recommendations

Performance trends are documented to prevent unexpected failures or operating hazards.

## 4. Warranty & Parts Management

- API acts as the sole warranty coordinator for systems we install
- OEM parts are stocked or expedited through factory channels
- Technicians are factory-trained to ensure full warranty compliance

Our customers receive timely resolution and single-source accountability.

## 5. Continuous Improvement & Incentives

API maintains service quality through:

- Technician performance metrics tied to response time, resolution rate, and customer satisfaction
- Regular product and safety training for all field personnel
- Direct customer feedback surveys used to drive improvement
- Long-term relationship focus rather than transactional support

This ensures our service levels continuously meet or exceed expectations of public and institutional clients.

## Summary

Air Purifiers Inc.'s customer service program ensures fast response, expert support, and full lifecycle care for each system installed. Our structure — including bilingual technicians, regional presence, and centralized accountability — guarantees Sourcewell members dependable, professional support from initial commissioning through the lifespan of their equipment.

<p>31</p>	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities.</p>	<p>Ability and Willingness to Provide Products and Services to Sourcewell Participating Entities</p> <p>Air Purifiers Inc. (API) is fully committed and equipped to provide our complete line of products, installation services, and ongoing support to all Sourcewell Participating Entities throughout the United States. As an authorized and factory-trained distributor for industry-leading manufacturers—including Nederman, Movex, Micro Air, and AAF—we maintain direct relationships that ensure priority support, competitive pricing, and timely product availability.</p> <p>We serve a broad customer base including municipal agencies, fire departments, public works facilities, transportation authorities, educational institutions, healthcare facilities, and government-operated industrial environments. Our team is experienced in navigating the purchasing and compliance requirements associated with public entities and cooperative purchasing programs.</p> <p>API employs a professional staff of sales engineers, certified service technicians, and project managers who oversee each project from concept through installation and commissioning. We provide:</p> <ul style="list-style-type: none"> <li>• Turnkey system delivery – equipment supply, installation, and startup</li> <li>• Engineering support – system design, submittals, and code compliance guidance</li> <li>• Lifetime customer service – preventive maintenance, repairs, spare parts, and filtration programs</li> <li>• Rapid response – bilingual service force located within quick reach of many major metropolitan areas, including support for customers in the Caribbean region</li> </ul> <p>We maintain a robust inventory of critical system components, replacement parts, high-temperature hoses, nozzles, filters, and emergency service materials to minimize downtime for our customers. API is committed to meeting all service-level requirements established by Sourcewell and will ensure that all participating entities receive consistent pricing, priority scheduling, and exceptional technical support.</p> <p>Our mission is to deliver safe, reliable, code-compliant air quality solutions wherever they are needed—and we welcome the opportunity to support Sourcewell members nationwide.</p>
<p>32</p>	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.</p>	<p>Ability and Willingness to Provide Products and Services to Sourcewell Participating Entities in Canada</p> <p>Air Purifiers Inc. (API) is fully capable and prepared to provide our products, system installations, and ongoing services to Sourcewell Participating Entities throughout Canada. As an authorized distributor for numerous internationally recognized manufacturers—including Nederman, Movex, Micro Air, and AAF—we have the established supply-chain infrastructure and technical expertise to support Canadian public agencies with code-compliant and reliable air-quality solutions.</p> <p>API has extensive experience coordinating cross-border fulfillment, including product logistics, customs documentation, and compliance with Canadian safety guidelines, including applicable CSA, ULC, provincial building codes, and environmental health requirements. Our engineering and application teams work closely with local partners to ensure that every system is designed and installed correctly for the specific facility and local authority having jurisdiction (AHJ).</p> <p>We provide Canadian Sourcewell entities with:</p> <ul style="list-style-type: none"> <li>• Full product access to our complete portfolio of vehicle exhaust removal and dust/fume collection equipment</li> <li>• Engineering support including stamped drawings through licensed Canadian professionals, when required</li> <li>• Logistics and delivery services to all provinces and territories</li> <li>• Local installation and service partnerships for rapid response, maintenance, and warranty support</li> <li>• Spare parts and filtration programs for long-term operational readiness and cost control</li> </ul> <p>Air Purifiers Inc. will uphold all pricing, service commitments, and performance standards established under a Sourcewell contract. We are committed to providing seamless procurement, exceptional technical support, and a consistent customer experience to all participating entities in Canada.</p> <p>We welcome the opportunity to expand our proven solutions and support throughout the Canadian market.</p>

<p>33</p>	<p>Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.</p>	<p><b>Geographic Areas Not Fully Served</b></p> <p>Air Purifiers Inc. (API) intends to support Sourcewell Participating Entities across the United States and Canada to the fullest extent possible. We do not place restrictions on where our products can be shipped or where we can provide technical support.</p> <p>However, there are a few remote regions where on-site installation or service response times may be extended due to travel logistics:</p> <ul style="list-style-type: none"> <li>• Certain rural or hard-to-access locations in Alaska, northern Canada, and remote island communities</li> <li>• Locations requiring special travel arrangements such as ferry-only access, float-plane access, or extended winter-restricted routes</li> </ul> <p>In these rare cases, API will still provide products, technical support, and consultation—and will coordinate on-site work through either:</p> <ul style="list-style-type: none"> <li>• Our own trained technicians, or</li> <li>• Qualified local service partners with manufacturer approval</li> </ul> <p>Any impacted entity will be fully informed of schedule considerations prior to order acceptance so expectations remain transparent and aligned.</p> <p>Aside from the geographic limitations listed above, Air Purifiers Inc. does not exclude any U.S. state, Canadian province, or territory from service availability under the proposed agreement.</p>
<p>34</p>	<p>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.</p>	<p><b>Participating Entity Account Types Not Granted Full Access and Reasoning</b></p> <p>Air Purifiers Inc. (API) is committed to making our complete product portfolio and service offerings available to all Sourcewell Participating Entities without limitation. Our business is structured to support a wide range of public-sector organizations, including municipal, county, state/provincial, federal, educational, transportation, and emergency service agencies.</p> <p>At this time, we do not restrict access to any specific entity type under a Sourcewell contract. All eligible Participating Entities will be able to:</p> <ul style="list-style-type: none"> <li>• Purchase equipment and components</li> <li>• Utilize our design and engineering support</li> <li>• Receive installation, training, and commissioning services</li> <li>• Access maintenance, spare parts, and long-term support programs</li> </ul> <p>The only instance where limitations may arise involves jurisdiction-specific requirements that affect either product certification or installation labor. Examples include:</p> <ul style="list-style-type: none"> <li>• Provincial or state regulations requiring licensed trades unique to that region</li> <li>• Facility-specific credentials or security clearance requirements for on-site access</li> <li>• Agency-imposed procurement rules beyond the Sourcewell cooperative framework</li> </ul> <p>In these cases, API will work collaboratively with the Participating Entity to secure proper compliance measures or approved subcontractors so the project can continue without compromise.</p> <p>API does not exclude any public-sector account type from receiving full access to our solutions under this agreement.</p>

35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Requirements or Restrictions for Participating Entities in Hawaii, Alaska, and U.S. Territories</p> <p>Air Purifiers Inc. (API) is committed to providing our full scope of equipment, installation, and support services to Sourcewell Participating Entities located in Hawaii, Alaska, and U.S. Territories (including Puerto Rico, Guam, the U.S. Virgin Islands, and others).</p> <p>While no limitations exist on product access or technical support, certain requirements and logistical considerations may apply due to geographic and transportation factors:</p> <p>Shipping and Logistics</p> <ul style="list-style-type: none"> <li>• Extended transit times and higher freight costs may apply for ocean or air cargo shipments</li> <li>• Routing may require advance scheduling for oversized or hazardous-classified items</li> <li>• Customs or bonded freight may be required for U.S. Territories outside the continental tax and port system</li> </ul> <p>On-Site Installation and Service</p> <ul style="list-style-type: none"> <li>• Travel and mobilization fees may be greater due to distance and limited air routes</li> <li>• Weather or seasonal accessibility may impact final scheduling in remote areas</li> <li>• Local skilled trade requirements may necessitate coordination with approved subcontractors</li> </ul> <p>Product Compliance</p> <ul style="list-style-type: none"> <li>• Certain facilities may require additional certifications or local approvals depending on jurisdiction (e.g., seismic requirements, unique hurricane standards, territory-specific laws)</li> <li>• Federal facilities located in territories may enforce unique security or workforce clearance rules</li> </ul> <p>Despite these considerations, API will ensure transparent communication on cost and scheduling before order acceptance. We remain committed to providing reliable support to every Sourcewell Participating Entity, regardless of location.</p>
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Extension of Master Agreement Terms to Nonprofit Entities</p> <p>Yes. Air Purifiers Inc. (API) will fully extend the terms, pricing, and benefits of any awarded Sourcewell master agreement to all eligible nonprofit organizations recognized as Participating Entities under the Sourcewell program.</p> <p>As with public-sector agencies, qualified nonprofit entities will have access to:</p> <ul style="list-style-type: none"> <li>• Cooperative contract pricing on all products and solutions</li> <li>• Engineering design and application support</li> <li>• Installation, training, and commissioning services</li> <li>• Preventive maintenance and aftermarket parts programs</li> <li>• Dedicated customer support and expedited service coordination</li> </ul> <p>API is committed to advancing public health, safety, and environmental protection across all community-focused organizations, including nonprofits that support emergency services, educational initiatives, healthcare, veterans, and other vital missions.</p> <p>We welcome the opportunity to assist nonprofit entities nationwide through the cooperative purchasing structure provided by Sourcewell.</p>

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

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Air Purifiers Inc. (API) is committed to partnering with Sourcewell to maximize the visibility and utilization of the awarded contract across eligible public sector agencies. Our marketing strategy is focused on education, accessibility, and proactive outreach to support purchasing efficiency, regulatory compliance, and improved indoor air quality.</p> <p>1. Direct Outreach to Public Entities</p> <p>We maintain a robust CRM and contact database of municipal and government agencies including fire departments, DPW facilities, transit authorities, universities, and public safety facilities.</p> <p>Our outreach activities include:</p>

		<p>Territory-based email marketing campaigns highlighting Sourcewell contract benefits</p> <p>Regular phone and in-person visits from our trained regional sales staff</p> <p>Distribution of digital and printed product brochures and case studies relevant to specific markets (e.g., fire stations, waste facilities, vocational schools)</p> <p>2. Co-Branding With Sourcewell</p> <p>We will co-brand all marketing efforts to reinforce the availability and ease of procurement under the Sourcewell contract. This includes:</p> <p>Website pages dedicated to Sourcewell procurement</p> <p>Flyers, data sheets, and proposal templates featuring Sourcewell contract details</p> <p>Training webinars that include procurement guidance for public entities</p> <p>3. Industry Events and Demonstrations</p> <p>API actively participates in relevant trade shows, conferences, and organized product demonstrations including:</p> <p>Fire Service-focused conferences (career and volunteer)</p> <p>Municipal and government purchasing exhibitions</p> <p>Industrial air quality and safety seminars hosted jointly with manufacturers</p> <p>Our show trailer and mobile demonstration systems will be used for live equipment demonstrations at government facilities.</p> <p>4. Partnership With Manufacturers &amp; Authorized Sellers</p> <p>We work closely with our manufacturers and authorized seller network to deliver:</p> <p>Joint marketing campaigns</p> <p>Lead sharing for public sector opportunities</p> <p>Site evaluations and engineering support specifically for Sourcewell-eligible applications</p> <p>This extends our reach into new municipalities and supports faster contract adoption.</p> <p>5. Digital Marketing Presence</p> <p>To reinforce accessibility and transparency:</p> <p>SEO-driven landing pages directly referencing the awarded contract solutions</p> <p>Online request-for-quote functionality identifying Sourcewell eligibility</p> <p>Social media posts featuring product installations, safety improvements, and customer testimonials</p> <p>6. Education-Focused Content</p> <p>We provide free information resources to decision-makers including:</p> <p>Compliance guidance for NFPA, OSHA, and EPA standards</p> <p>Funding assistance and grant-support content</p> <p>Virtual training for operators and facility managers</p> <p>This ensures participating entities receive not just equipment, but also expertise and long-term support.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Air Purifiers Inc. (API) strategically leverages digital tools, platforms, and data analytics to increase visibility, optimize targeting, and efficiently educate prospective customers about indoor air quality and vehicle exhaust solutions.</p> <p>1. CRM-Driven Outreach &amp; Reporting</p> <p>We utilize a Customer Relationship Management (CRM) platform to:</p> <p>Track all customer interactions and proposals</p>

Automate follow-ups and lead nurturing campaigns

Segment public sector agencies to deliver tailored messaging

Measure conversion performance from initial engagement to purchase

This ensures consistent communication and a data-backed sales strategy.

## 2. Social Media Engagement

We maintain an active presence on platforms including:

LinkedIn

Facebook

YouTube

These channels are used to:

Showcase successful installations and case studies

Promote webinars, demonstrations, and funding opportunities

Highlight technical expertise, safety compliance, and new product innovations

Engagement analytics guide optimization of content and posting frequency.

## 3. SEO & Website Analytics

Our website serves as a primary educational hub for municipal buyers.

We deploy:

Search Engine Optimization (SEO) strategies to boost organic visibility for government-focused keywords (e.g., "fire station exhaust removal," "NFPA diesel exhaust compliance")

Google Analytics and metadata-driven performance tracking to evaluate visitor behavior, geography, and search relevance

These tools help us improve content and ensure fast access to procurement support.

## 4. Email Marketing & Automated Campaigns

We conduct targeted email campaigns that include:

Product spotlights

Compliance reminders under OSHA, NFPA, and EPA standards

Contract procurement guidance (including Sourcewell)

Analytics such as open rates, click-through rates, and engagement heatmaps inform continuous improvement.

## 5. Digital Product Demonstrations & Virtual Training

We deploy:

Interactive virtual product demos

Digital submittal packages with CAD/Revit models

Web conferencing for remote design assistance and procurement support

These tools reduce the time and cost of onsite evaluations while accelerating the decision process for participating agencies.

## 6. Data-Driven Education Content

We analyze industry trends and public sector purchasing patterns to prioritize:

Relevant technical resources (e.g., firehouse exhaust, dust collection, air purification)

Grant-focused outreach during peak seasonal funding cycles

This allows us to provide the right information at the right time to the right audience.

		<p>Through these digital strategies, API enhances the speed, reach, and effectiveness of marketing efforts—ultimately supporting Sourcewell participating entities in quickly procuring compliant, mission-critical solutions.</p>
<p>39</p>	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>Air Purifiers Inc. (API) views Sourcewell as a critical partner in increasing purchasing efficiency and accessibility for public sector agencies seeking compliant indoor air quality and vehicle exhaust extraction solutions.</p> <p>Sourcewell's Role</p> <p>We understand Sourcewell's core role to include:</p> <p>Promoting the availability of competitively awarded contracts to eligible government and education agencies</p> <p>Providing public procurement guidance that streamlines purchasing and eliminates redundant bid requirements</p> <p>Offering a trusted national platform that validates vendor credibility and ensures fair, open competition</p> <p>Educating purchasing officials on the benefits of cooperative procurement agreements and how they can support regulatory compliance, safety, and operational readiness</p> <p>API values Sourcewell's national outreach and market recognition, which significantly expands reach and increases buying confidence for agencies evaluating mission-critical safety solutions.</p> <p>Integration Into Our Sales Process</p> <p>Upon award, API will fully embed the Sourcewell contract into our standard sales and customer engagement workflow through the following processes:</p> <p>Dedicated Contract Support</p> <p>Sales teams trained to identify Sourcewell-eligible customers</p> <p>Designated internal coordinator to manage contract compliance, reporting, and pricing integrity</p> <p>Contract-Based Proposals</p> <p>All written proposals and quotes for eligible entities will reference the awarded contract number, pricing structure, and compliant procurement pathway</p> <p>Co-Branded Marketing &amp; Education</p> <p>Printed and digital collateral highlighting Sourcewell procurement advantages</p> <p>Training webinars and demonstrations to educate agencies on contract utilization</p> <p>CRM &amp; Tracking Enhancements</p> <p>CRM tagging for all Sourcewell-related opportunities</p> <p>Reporting on contract adoption and customer satisfaction metrics</p> <p>Collaboration With Sourcewell Outreach Teams</p> <p>Development of joint campaigns targeting fire service, DPW, transit, waste, public safety, and educational facilities</p> <p>Participation in Sourcewell events, trade shows, and partner initiatives</p> <p>Through this integrated approach, API ensures that the Sourcewell cooperative purchasing pathway is visible, accessible, and actively recommended—allowing participating entities to focus on improving air quality and safety while Sourcewell and API streamline the procurement process.</p>

40	<p>Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>Yes. Air Purifiers Inc. (API) offers an e-procurement ordering option through our secure online web store. Governmental and educational customers who are eligible to purchase through our Sourcewell cooperative contract will be issued a unique Sourcewell-specific access code. This code automatically applies the awarded contract pricing and ensures compliance with the contract terms.</p> <p>Online Ordering Features</p> <p>Dedicated Sourcewell purchasing portal within our web store</p> <p>Contract pricing automatically applied when the customer enters their code</p> <p>Online quote requests for configured systems (e.g., vehicle exhaust rails, dust collectors)</p> <p>Option to upload purchase orders for fast processing</p> <p>Order tracking and shipment status available through customer login</p> <p>How Public Entities Utilize the System</p> <p>Government and education customers commonly use the online ordering platform to:</p> <p>Streamline the purchasing of standard, repeat, or consumable items such as filters, hoses, and parts</p> <p>Submit purchase orders for larger turnkey projects after reviewing digital product information and contract pricing</p> <p>Manage their equipment operational lifecycle with easier parts sourcing and reorder capability</p> <p>Support</p> <p>Our Inside Sales and Customer Service teams are available by phone, email, or online chat to assist with:</p> <p>Contract eligibility verification</p> <p>Pricing confirmation</p> <p>Online ordering and account setup</p>
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**Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)**

Line Item	Question	Response *												
41	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>Air Purifiers Inc. (API) offers comprehensive product, equipment, maintenance, and operator training to ensure that Sourcewell participating entities are fully equipped to safely and efficiently operate the solutions we provide.</p> <p>1. Standard Operator Training (Included at No Cost with System Purchase)</p> <p>All turnkey installations include on-site startup and operational training for facility personnel. This covers:</p> <p>Proper daily operation of the equipment</p> <p>Safety procedures per NFPA, OSHA, and manufacturer guidelines</p> <p>Routine maintenance and inspection requirements</p> <p>Troubleshooting and system controls overview</p> <p>Training is performed by API factory-trained service technicians or qualified manufacturer representatives.</p> <p>A full operations manual and quick-start guide are provided along with digital documentation.</p> <p>2. Maintenance Training Options</p> <p>We offer both standard and enhanced maintenance training programs:</p> <table border="1" data-bbox="537 1858 1521 1911"> <thead> <tr> <th>Training Level</th> <th>Included?</th> <th>Format</th> <th>Focus</th> <th>Who Provides It</th> <th>Cost</th> </tr> </thead> <tbody> <tr> <td>Basic Maintenance</td> <td>Yes</td> <td>On-site at commissioning</td> <td>Filter changes, belt tensioning,</td> <td></td> <td></td> </tr> </tbody> </table>	Training Level	Included?	Format	Focus	Who Provides It	Cost	Basic Maintenance	Yes	On-site at commissioning	Filter changes, belt tensioning,		
Training Level	Included?	Format	Focus	Who Provides It	Cost									
Basic Maintenance	Yes	On-site at commissioning	Filter changes, belt tensioning,											

		<p>cleaning schedules API Technicians Included  Advanced Maintenance Certification Optional On-site or virtual Deeper system  diagnostics, controls settings, code compliance API Senior Technicians or Manufacturer  Engineering Teams Quoted per project</p> <p>Advanced training is particularly beneficial for departments with internal maintenance staff.</p> <p>3. Specialized Equipment Training</p> <p>Product-specific training programs are available for:</p> <p>Vehicle exhaust removal systems (MagnaRail, hose reels, nozzles)</p> <p>Dust collection systems (pulse-jet collectors, arm extraction systems)</p> <p>Air filtration equipment (HEPA &amp; carbon systems)</p> <p>Training emphasizes:</p> <p>Proper attachment and detachment methods</p> <p>Emergency procedures</p> <p>NFPA 1500 diesel exhaust compliance guidance</p> <p>Included for all system installations.</p> <p>4. Refresher &amp; Ongoing Training</p> <p>Available as recurring programs or upon request:</p> <p>Annual system refresher demonstrations</p> <p>Replacement personnel training for new hires</p> <p>Seasonal readiness evaluations</p> <p>Refresher training fees vary depending on travel and system complexity, with discounts for service contract customers.</p> <p>5. Digital &amp; Remote Training Support</p> <p>To support flexible access for public entities, we provide:</p> <p>Live video training sessions</p> <p>Recorded tutorials for operators</p> <p>Troubleshooting guides accessible via web portal</p> <p>Remote monitoring support (where applicable)</p> <p>These services are typically included with equipment warranties or service agreements.</p> <p>Commitment to Participating Entities</p> <p>API's training philosophy ensures that every entity not only receives equipment but is also empowered with knowledge and confidence to operate, maintain, and sustain its investment—maximizing system performance and extending operational life.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>Air Purifiers Inc. (API), together with our manufacturing partners, provides innovative indoor air quality, dust collection, and vehicle exhaust extraction solutions that incorporate the latest advancements in performance, automation, and sustainability.</p> <p>1. Intelligent Automation &amp; Controls</p> <p>Our systems utilize advanced controls to enhance operational efficiency and reliability:</p> <p>Auto-start and wireless activation triggered by vehicle movement or equipment demand</p> <p>Variable Frequency Drives (VFDs) to reduce energy consumption while maintaining optimal airflow</p> <p>Centralized system monitoring for static pressure, filter loading, and fan performance</p> <p>Predictive maintenance alerts to reduce downtime and extend system life</p>

These features improve energy efficiency and ensure continuous code-compliant performance.

2. High-Efficiency Filtration Technology

Across all system types, we provide advanced filtration options including:

Nanofiber and high-efficiency particulate media for superior capture of airborne contaminants

Pulse-jet cleaning optimization to maintain low static pressure and airflow stability

HEPA and carbon options for hazardous or odor-driven applications

These solutions support compliance with OSHA, EPA, and local environmental standards.

3. Modular, Scalable Engineering Design

Our systems are designed for flexibility and long-term value:

Expandable configurations to accommodate future fleet or facility upgrades

Modular extraction components easily reconfigured for changing layouts

Controls that can integrate with Building Automation Systems (BAS)

This reduces capital investment in the long term as facilities adapt or expand.

4. Durable, Field-Proven Construction

Reliability and longevity are central to our design approach:

High-temperature and abrasion-resistant hoses and nozzles

Corrosion-resistant components for long service life

Track and rail systems engineered for repetitive duty cycles

These features ensure dependable performance in rigorous municipal and industrial environments.

5. Safety & Compliance Integration

All systems are engineered to support:

NFPA, OSHA, and EPA requirements based on application

Airflow validation and proper source capture engineering

Installation documentation aligned with inspection expectations

Facilities gain peace of mind with systems that directly support regulatory obligations.

Result for Participating Entities

These advanced technologies deliver:

Improved indoor air quality and worker protection

Reduced energy and maintenance costs

Extended system life and stronger return on investment

Simplified compliance with safety and environmental standards

<p>43</p>	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>Air Purifiers Inc. (API) is committed to delivering solutions that improve indoor air quality while reducing environmental impact across the facilities we serve. Many of the products and systems we provide are designed to reduce energy consumption, limit hazardous emissions, and improve filter life cycles — all of which support sustainability goals for government and educational entities.</p> <p>Our green initiatives include:</p> <p>① Energy-Efficient Mechanical Systems</p> <p>High-efficiency motors and smart fan controls reduce overall electrical consumption.</p> <p>Automated start/stop transmitters and demand-based operation minimize run-time and energy waste.</p> <p>Systems designed to meet ASHRAE energy performance standards.</p> <p>Certifying/Standards Bodies:</p> <ul style="list-style-type: none"> <li>• ASHRAE (American Society of Heating, Refrigerating and Air-Conditioning Engineers)</li> <li>• DOE (U.S. Department of Energy) Motor Efficiency Guidelines</li> </ul> <p>② High-Performance Filtration Technology</p> <p>Long-life, cleanable filters and pulse-jet collectors reduce landfill waste.</p> <p>MERV-rated and HEPA options meet environmental health requirements for sensitive applications.</p> <p>Carbon filtration solutions extend air-filter system life and reduce hazardous emissions.</p> <p>Certifying/Standards Bodies:</p> <ul style="list-style-type: none"> <li>• ASHRAE 52.2 (MERV filter ratings)</li> <li>• EPA guidelines for emissions and particulate control</li> </ul> <p>③ Sustainable Vehicle Exhaust Removal</p> <p>Source-capture design eliminates pollutants at the vehicle tailpipe, preventing toxins from entering the facility.</p> <p>Reduces the load on HVAC systems, lowering overall building energy consumption.</p> <p>Supports compliance with clean air quality initiatives for first responders and municipal fleets.</p> <p>Certifying/Standards Bodies:</p> <ul style="list-style-type: none"> <li>• NFPA 1500 safety and air quality recommendations</li> <li>• OSHA workplace exposure standards</li> </ul> <p>④ Environmentally Responsible Manufacturing</p> <p>(Where applicable through our OEM partners including Nederman, Movex, Micro Air, and AAF)</p> <p>Manufacturers maintain policies for recycling metals, efficient material usage, and reduced VOC coatings.</p> <p>Many partners work within ISO frameworks for environmental management.</p> <p>Certifying/Standards Bodies:</p> <ul style="list-style-type: none"> <li>• ISO 14001 (Environmental Management Systems)</li> </ul> <p>Our Commitment</p> <p>Across all product categories, we focus on:</p> <p>Reducing airborne contaminants at the source</p> <p>Improving energy efficiency</p> <p>Extending equipment and filter life</p> <p>Supporting customers in meeting sustainability mandates, clean-air grants, and carbon-reduction initiatives</p> <p>By integrating certified green technologies into our solutions, API helps organizations create cleaner, safer, and more energy-efficient environments for their personnel and communities.</p>
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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.	Some of our manufacturing partners maintain ISO 14001:2015 Environmental Management System certification. This globally recognized certification demonstrates that they operate under a structured and audited environmental management program designed to minimize environmental footprint, reduce waste, conserve resources, and continuously improve sustainability performance throughout their operations.
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<p>45</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>Air Purifiers Inc. offers a combination of specialized expertise, product flexibility, and turnkey service capabilities that are unmatched within our industry—particularly for public sector organizations served through Sourcewell participation. Key advantages include:</p> <p>1. Full Turnkey Capabilities</p> <p>We provide complete end-to-end project delivery, including design, engineering support, product supply, installation, commissioning, operator training, and long-term maintenance. This eliminates the need for multiple vendors and ensures code-compliant, properly integrated systems.</p> <p>2. Broad Portfolio of Industry-Leading Solutions</p> <p>We represent and support a wide range of premium manufacturers—many of whom have pioneered critical technologies in vehicle exhaust removal, dust collection, and industrial air filtration. This allows us to offer application-specific, not product-limited solutions tailored to each facility’s operational needs and budget.</p> <p>3. Public Safety and Industrial Expertise</p> <p>Our team has decades of experience supporting fire departments, municipalities, DPW facilities, OEMs, universities, and industrial facilities. This includes deep knowledge of:</p> <p>NFPA, OSHA, IMC, and local code requirements</p> <p>Diesel particulate, silica dust, and fume mitigation standards</p> <p>Safe Work Plans and facility hazard assessments This ensures that Sourcewell entities receive solutions that prioritize health, safety, and regulatory compliance.</p> <p>4. Rapid Response Service Network</p> <p>Our trained, certified service technicians provide:</p> <p>Preventive maintenance and emergency service</p> <p>On-site troubleshooting and repairs</p> <p>Filter replacements, testing, and documentation We also support facilities outside the continental U.S., including Puerto Rico and the Dominican Republic.</p> <p>5. Efficient Government Procurement &amp; Pricing Transparency</p> <p>Through Sourcewell, participating entities avoid lengthy competitive bidding while benefiting from:</p> <p>Pre-negotiated, discounted contract pricing</p> <p>Clear scope definition and standardized deliverables</p> <p>Streamlined ordering processes via phone, email, or our online portal This allows facilities to deploy urgently needed safety improvements faster and within budget.</p> <p>6. Strong Focus on Reliability, Sustainability &amp; Lifecycle Value</p> <p>Many of the manufacturers we represent hold ISO 14001:2015 Environmental Management System certifications, reinforcing our shared commitment to reduced environmental impact, high equipment reliability, and lowest total cost of ownership.</p> <p>What Makes Our Solutions Unique in the Industry</p> <p>Air Purifiers Inc. does not take a “one-size-fits-all” approach. Our value lies in our ability to combine:</p> <p>High-performance, proven products</p> <p>Custom engineering and system design</p> <p>Long-term protection and lifecycle support</p> <p>This unique, integrated approach ensures that each Sourcewell member receives a tailored, compliant, and future-proof solution that directly supports their mission—whether that is protecting first-responders from diesel exhaust, keeping schools and municipal shops safe from airborne hazards, or complying with industrial dust control regulations.</p>
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<p>46</p>	<p>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.</p>	<p>Air Purifiers Inc. provides a standard one-year warranty on all products and systems furnished under this agreement. Our warranty program is designed to fully support Sourcewell participating entities with prompt and professional service, ensuring optimal performance and reliability from the date of commissioning.</p> <p>Standard Warranty Terms</p> <p>Duration: 1 year from startup/commissioning or 18 months from shipment, whichever occurs first</p> <p>Coverage Includes:</p> <p>All parts and components supplied</p> <p>Manufacturer defects in materials and workmanship</p> <p>Technical support by phone or email at no additional charge</p> <p>Warranty Service Administration</p> <p>All warranty claims are managed directly through Air Purifiers Inc. as the single point of contact. Our team coordinates with the appropriate manufacturer when needed to ensure quick resolution and minimal downtime for the facility.</p> <p>Labor and Technician Travel</p> <p>Warranty coverage includes all required replacement parts. Labor and travel may be covered depending on the manufacturer's specific terms for the equipment provided. In most cases, when the equipment is installed by Air Purifiers Inc., we will cover:</p> <p>Labor to diagnose and repair warrantable equipment failures</p> <p>Technician travel within our primary service area</p> <p>Any exceptions or extended travel requirements will be approved in advance and priced transparently.</p>
<p>47</p>	<p>Describe any safety features incorporated into or available as options for systems offered, including features for specific use cases such as public safety operations.</p>	<p>We design and supply our systems with safety as a primary design criterion. Across all product lines—dust collection, fume extraction, and vehicle exhaust removal—our standard offerings and options include multiple layers of protection for operators, maintenance staff, and building occupants, with additional features tailored specifically for public safety operations.</p> <p>General system safety features (all systems)</p> <p>Engineered to code and standards: Systems are designed to meet or exceed applicable NFPA, OSHA, IMC, and local building/mechanical code requirements for ventilation and air quality.</p> <p>Mechanical safeguards: Guarded inlets and rotating components, OSHA-compliant fan and belt guards, secure mounting hardware, and properly rated hangers/supports to prevent mechanical failures.</p> <p>Electrical safety: UL/ETL-listed control components where applicable, clearly labeled disconnects, lockout/tagout provisions, and over-current and overload protection built into motor starters/VFDs.</p> <p>Filtration integrity &amp; containment: Filter access doors with interlocks or tool-required latches, gasketed filter compartments, and proper sealing to prevent bypass and fugitive dust/fume.</p> <p>Noise and ergonomic considerations: Optional silencers, vibration isolation, and ergonomic hose/arm supports to minimize operator fatigue and reduce occupational noise exposure.</p> <p>Dust collection and industrial ventilation safety</p> <p>Explosion protection (as required by application):</p> <p>Explosion venting or flameless venting on dust collectors for combustible dust applications.</p> <p>Explosion isolation devices (chemical or mechanical isolation valves) and backdraft dampers to prevent flame propagation.</p> <p>Abort gates on return-air ductwork to divert air outdoors if a spark or high temperature is detected.</p> <p>Spark and ignition control:</p>

Spark detection and extinguishing systems in ductwork where needed.

Spark arrestors and properly rated inlet hoods for welding, grinding, and cutting.

Monitoring and interlocks:

Differential pressure gauges/switches for filter monitoring, with alarms for high pressure or abnormal conditions.

Interlocks between fans, process equipment, and access doors to prevent unsafe operation during maintenance.

Maintenance safety:

Safe access platforms, ladders, and railings where roof or elevated equipment is installed (when within our scope).

Clearly labeled service points and recommended PM intervals to reduce unplanned failures.

Vehicle exhaust removal & public safety-specific features  
For fire, EMS, and other public safety facilities, our vehicle exhaust systems incorporate features specifically aimed at protecting firefighters/first responders and preventing equipment damage:

Source capture at the tailpipe: Systems are designed to capture diesel exhaust directly at the source, significantly reducing personnel exposure to diesel particulate and gases in apparatus bays and living quarters.

Automatic start/stop:

Fan operation can be interlocked with vehicle ignition or automatic sensors so the system starts when the engine starts and shuts down after a programmed run-on period.

Optional current or pressure sensing can ensure the system is running whenever vehicles are operating indoors.

Automatic nozzle release & safety disconnects:

Magnetic, pneumatically assisted, or mechanical breakaway nozzles designed to safely release as the vehicle exits, preventing damage to vehicles, doors, and building structure.

Adjustable release tension settings tailored to apparatus type and response speed.

High-temperature & fire-resistant components:

High-temperature-rated hoses, tailpipe adapters, and fittings specifically designed for diesel exhaust service.

Non-flammable or fire-retardant hose construction options.

Reduced trip and impact hazards:

Overhead rails, track systems, and properly routed hoses to keep equipment off the floor and away from doors, tools, and walking paths.

System monitoring & integration:

Optional integration with building management systems (BMS) and emergency panels for alarms, status indication, and remote monitoring.

Ability to tie into CO/NO<sub>2</sub> gas detection systems that can trigger fans or alarms based on real-time conditions.

Controls, training, and administrative safety measures

Intuitive, labeled controls: Clearly marked control panels and emergency stop options, with simple operating sequences for daily users.

Commissioning and operator training: At startup, we provide on-site or virtual training for facility staff covering safe operation, routine inspections, and basic troubleshooting.

Maintenance and safety documentation: Operation & maintenance manuals, recommended inspection checklists, and, where applicable, combustible dust hazard and exhaust system safety guidelines are provided to support ongoing safe use.

Service support: Our trained, bilingual service technicians are available for periodic

		<p>inspections, performance verification, and corrective maintenance, helping ensure that safety devices remain functional over the life of the system.</p> <p>These combined engineering controls, safety options, and training programs are tailored to each facility's risk profile, with particular attention paid to public safety operations where rapid response, repetitive engine starts, and high occupancy demand robust and reliable safety features.</p>
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**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.		<input checked="" type="radio"/> Yes <input type="radio"/> No	Small Business Entity (SBE)
49		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Unfortunately not applicable
50		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Unfortunately not applicable
51		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Unfortunately not applicable
52		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Unfortunately not applicable
53		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Unfortunately not applicable
54		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Unfortunately not applicable
55		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Unfortunately not applicable
56		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Unfortunately not applicable

**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 *
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57	Describe your payment terms and accepted payment methods.	<p>ir Purifiers Inc. offers flexible and transparent payment terms designed to support the procurement processes of public agencies and educational institutions.</p> <p>Standard Payment Terms</p> <p>Net 30 days from invoice date for most products, equipment, and services.</p> <p>Longer terms may be evaluated on a case-by-case basis for qualified Sourcewell participating entities.</p> <p>Progress billing is available for larger projects that include installation or extended lead-time equipment.</p> <p>Accepted Payment Methods</p> <p>Purchase Orders (POs) from government, municipal, or educational agencies</p> <p>ACH / EFT electronic payments</p> <p>Checks (payable to Air Purifiers Inc.)</p> <p>Credit Cards (Visa, MasterCard, and American Express — processing fees may apply depending on the total amount)</p> <p>We are committed to making procurement, invoicing, and payment efficient and compliant with public purchasing requirements. If awarded a contract, we will work directly with Sourcewell participating entities to ensure proper billing documentation, tax-exempt processing, and any additional requirements specific to their organization.</p>	*
58	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Air Purifiers Inc. does not directly provide leasing or financing services; however, we routinely assist educational and governmental entities by coordinating with trusted third-party financing partners. We will help gather required documentation, provide detailed cost proposals, and support the approval process to make acquiring critical equipment as smooth as possible.</p>	*
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.	<p>ir Purifiers Inc. uses a small set of standardized documents to ensure clear communication and consistency for all orders placed under a contract award. These may include:</p> <p>Formal Quotes / Order Forms: Itemized descriptions of equipment, services, pricing, and delivery details.</p> <p>Standard Terms and Conditions: Included with every proposal or order confirmation, addressing warranty, payment, delivery, and liability terms.</p> <p>Project Proposals (when installation is included): Scope of work, installation details, scheduling requirements, and responsibility matrix.</p> <p>Service and Maintenance Forms (if applicable): Work orders, service reports, and preventative maintenance documentation used for onsite activities.</p> <p>Submittal Packages: Equipment data sheets, drawings, manuals, and compliance documentation required for approval.</p>	*
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?	<p>Yes, Air Purifiers Inc. accepts P-card (procurement card) transactions from Sourcewell participating entities. There is no additional cost associated with the use of P-card payments for standard orders.</p>	*

<p>61</p>	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>Air Purifiers Inc. utilizes a manufacturer-based discount pricing model tied to official current list pricing. All products included in this proposal—vehicle exhaust removal systems, filtration equipment, arms, fans, hoses, nozzles, rails, and accessories—are priced using the manufacturer’s published list price minus a 20% discount.</p> <p>This approach ensures standardized, consistent pricing for all Sourcewell participating entities.</p> <p>Sourcewell Discount Structure</p> <table border="1"> <thead> <tr> <th>Manufacturer</th> <th>Discount Off Current List Price</th> <th>Notes</th> </tr> </thead> <tbody> <tr> <td>Nederman</td> <td>20%</td> <td></td> </tr> <tr> <td>Movex</td> <td>20%</td> <td></td> </tr> <tr> <td>Airflow Systems</td> <td>20%</td> <td></td> </tr> <tr> <td>Micro Air</td> <td>20%</td> <td></td> </tr> </tbody> </table> <p>Additional Manufacturers Represented 20% Applies to all approved items provided by Air Purifiers Inc.</p> <p>Labor, installation, freight, and training—if included—will be priced as separate line-items, also competitively discounted based on scope.</p> <p>Annual Price List Updates</p> <p>Each year, Air Purifiers Inc. will provide Sourcewell with:</p> <p>Updated pricing sheets for each manufacturer included</p> <p>Any additions or removals from the approved product offering</p> <p>Validation that the 20% discount remains consistently applied</p> <p>This ensures pricing remains current with manufacturer catalog updates while maintaining a transparent and predictable cost structure for participating entities.</p>	Manufacturer	Discount Off Current List Price	Notes	Nederman	20%		Movex	20%		Airflow Systems	20%		Micro Air	20%	
Manufacturer	Discount Off Current List Price	Notes															
Nederman	20%																
Movex	20%																
Airflow Systems	20%																
Micro Air	20%																
<p>62</p>	<p>Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.</p>	<p>The pricing included in this proposal represents a 20% discount off the current manufacturer list price (MSRP) for all equipment, accessories, and replacement parts offered through this agreement.</p> <p>Annual pricing updates will be provided to ensure the discount remains accurately applied to each manufacturer’s published list price.</p>															
<p>63</p>	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Air Purifiers Inc. offers enhanced savings opportunities for Sourcewell participating entities in addition to our standard 20% discount off current manufacturer list pricing:</p> <p>Volume-Based Discounts</p> <p>Additional line-item discounts may be applied based on the size of the order:</p> <table border="1"> <thead> <tr> <th>Volume Level</th> <th>Additional Discount</th> </tr> </thead> <tbody> <tr> <td>Orders above \$100,000</td> <td>+2%</td> </tr> <tr> <td>Orders above \$250,000</td> <td>+3%</td> </tr> <tr> <td>Orders above \$500,000</td> <td>+5%</td> </tr> </tbody> </table>	Volume Level	Additional Discount	Orders above \$100,000	+2%	Orders above \$250,000	+3%	Orders above \$500,000	+5%							
Volume Level	Additional Discount																
Orders above \$100,000	+2%																
Orders above \$250,000	+3%																
Orders above \$500,000	+5%																
<p>64</p>	<p>Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.</p>	<p>Air Purifiers Inc. understands that Sourcewell participating entities may require occasional products or services outside the core contracted offering. For any open market or non-contracted item, we will provide a project-specific quotation based on the manufacturer or vendor’s current pricing.</p> <p>Each quote will clearly document:</p> <p>Vendor or manufacturer cost information</p> <p>Any applicable discounts or markups</p> <p>Freight and lead-time details</p> <p>This approach ensures full transparency, competitive pricing, and proper approval before any sourced item is ordered.</p>															

65	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>All equipment pricing reflects product cost only. Any field labor, installation services, electrical work, or construction modifications required to complete the installation will be quoted separately based on the specific project scope and site conditions.</p> <p>All additional charges are only incurred when approved in writing by the participating entity.</p>
66	<p>If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>Freight, delivery, and shipping are not included in the base equipment pricing and will be itemized separately on quotations and invoices to ensure transparency.</p> <p>Air Purifiers Inc. provides a comprehensive logistics program that includes:</p> <p>Freight Cost Structure</p> <p>Freight is charged at actual carrier cost</p> <p>No markup is applied unless special delivery requirements are requested</p> <p>Costs are calculated based on weight, dimensions, destination, and delivery schedule</p> <p>Delivery Options</p> <p>Standard LTL or FTL commercial delivery</p> <p>Liftgate service available upon request</p> <p>Inside delivery available for locations with access limitations</p> <p>Scheduled deliveries coordinated with installation timelines when applicable</p> <p>Packaging and Handling</p> <p>All equipment ships factory-packaged from the manufacturer</p> <p>Handling fees are only applied if re-packaging or staging is required for project phasing</p> <p>Tracking and Communication</p> <p>Shipment tracking information is provided for all orders</p> <p>Delivery coordination handled by Air Purifiers Inc. with both the carrier and participating entity</p> <p>Damage / Claims Support</p> <p>All items are insured during transit</p> <p>Air Purifiers Inc. assists with inspection, documentation, and claim processing if damage occurs</p> <p>Summary</p> <p>Freight and delivery:</p> <p>Are charged separately at actual cost</p> <p>Are fully transparent and pre-approved</p> <p>Include coordination, tracking, and claim support for a seamless purchasing experience</p>

<p>67</p>	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>Air Purifiers Inc. can support shipments to Alaska, Hawaii, Canada, and U.S. offshore territories. Due to extended logistics requirements, the following delivery terms apply:</p> <p><b>Alaska &amp; Hawaii</b></p> <p>Shipments are routed via major ocean and air freight carriers</p> <p>Freight is charged at actual cost, with quotations provided in advance</p> <p>Delivery times may vary based on port schedules and regional carrier availability</p> <p>Liftgate and inside delivery services can be coordinated where available</p> <p><b>Canada</b></p> <p>All pricing will be FOB U.S. shipping point</p> <p>Customer is responsible for any import duties, customs brokerage fees, and taxes</p> <p>Documentation required for cross-border shipments will be coordinated and provided</p> <p>Delivery is arranged via certified commercial carriers with tracking</p> <p><b>U.S. Territories &amp; Offshore Locations</b> (e.g., Puerto Rico, Guam, U.S. Virgin Islands)</p> <p>Freight is provided via approved ocean or air freight carriers at actual cost</p> <p>Additional coordination may be required for port handling and local delivery</p> <p>Lead times will be confirmed during quotation</p> <p><b>Summary</b></p> <p>Across all non-continental destinations:</p> <p>Freight and logistics are quoted separately and transparently</p> <p>Full shipment coordination and tracking are provided</p> <p>Delivery timelines and requirements are confirmed prior to order acceptance</p> <p>Air Purifiers Inc. ensures all shipments are packaged, routed, and delivered according to regional requirements to support successful deployment for every participating entity.</p>
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<p>68</p>	<p>Describe any unique distribution and/or delivery methods or options offered in your proposal.</p>	<p>Air Purifiers Inc. offers several value-added delivery and fulfillment options designed to support efficient deployment, especially for public safety and municipal environments:</p> <p>Direct Manufacturer Shipping</p> <p>Most equipment ships directly from the manufacturer to minimize lead times and handling</p> <p>Reduces cost and risk of shipping damage</p> <p>Coordinated Delivery with Installation</p> <p>Delivery can be scheduled to align with installation crew mobilization</p> <p>Minimizes storage needs and on-site disruption</p> <p>Staged or Phased Delivery</p> <p>For multi-bay or multi-building projects, product can be delivered in phases, ensuring only the required materials arrive when needed</p> <p>Helps customers manage space limitations common in fire stations and municipal facilities</p> <p>Job-Site Pre-Inspection and Verification</p> <p>When installation is provided, equipment deliveries are pre-inspected and verified for completeness before arrival to maintain project timelines</p> <p>Special Handling Options</p> <p>Liftgate, inside delivery, and after-hours scheduling available when required</p> <p>Critical for stations with restricted access or emergency-response operational demands</p>
<p>69</p>	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.</p>	<p>Air Purifiers Inc. will implement a structured internal self-audit program to ensure full compliance with all terms of the awarded Sourcewell agreement. This program includes:</p> <ul style="list-style-type: none"> <li>• Contract Compliance Verification – We will maintain a dedicated Sourcewell contract file within our ERP system to ensure all quotations and purchase orders for participating entities are automatically cross-checked against approved pricing structures and discounts.</li> <li>• Quarterly Pricing Reviews – Our sales management team will conduct quarterly audits of all Sourcewell transactions to confirm proper pricing, documentation, and eligibility. Any discrepancies identified will be immediately corrected and reported as required.</li> <li>• Quote Standardization and Approvals – All Sourcewell-related proposals follow a standardized quoting process with mandatory internal approval from a senior manager to ensure consistency and adherence to contract requirements.</li> <li>• Tracking of Participating Entities – We maintain a current database of Sourcewell member agencies. Every order is verified for membership to ensure that only eligible entities receive contract pricing.</li> <li>• Training and Awareness – Account managers and inside sales personnel receive ongoing training in contract compliance and purchasing guidelines for cooperative agreements like Sourcewell.</li> </ul> <p>This structured monitoring approach ensures that participating entities consistently receive accurate, contract-compliant pricing and that all reporting required by Sourcewell is properly maintained for program transparency and accountability.</p>

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.	<p>If awarded a Sourcewell agreement, Air Purifiers Inc. will track several internal performance metrics to ensure continued success, program utilization, and value creation for participating entities. These metrics include:</p> <ul style="list-style-type: none"> <li>• Sales Volume and Growth – Quarterly tracking of total Sourcewell contract revenue and year-over-year growth to ensure we are expanding adoption and effectively supporting purchasing agencies.</li> <li>• Number of Participating Entities Served – Monitoring the number of active Sourcewell members purchasing through the agreement, segmented by region and entity type (municipal, education, public safety, etc.).</li> <li>• Proposal Conversion Rate – Measuring win rates on Sourcewell-related opportunities to assess competitiveness, pricing effectiveness, and overall engagement by participating agencies.</li> <li>• Customer Satisfaction – Tracking feedback associated with contract orders—including on-time delivery performance, field service response time, and post-installation evaluations—to ensure strong performance and continuous improvement.</li> <li>• Training and Outreach Engagement – Documenting the number of educational sessions, site visits, and training programs conducted each year to demonstrate proactive support and industry outreach.</li> </ul> <p>These key performance indicators support strategic decision-making and ensure that Air Purifiers Inc. consistently delivers value to Sourcewell and its members.</p>
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.	<p>ir Purifiers Inc. proposes to pay Sourcewell an Administrative Fee of 2% on all completed transactions made by Participating Entities under the awarded Master Agreement. This fee will be calculated based on the total invoice value of eligible product and service sales within each defined reporting period and will be remitted to Sourcewell in accordance with the reporting schedule and requirements outlined in the final agreement.</p>

**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.	<p>The pricing offered in this proposal is the most competitive pricing structure Air Purifiers Inc. provides. It is lower than our standard direct-to-customer pricing and more advantageous than any state contract pricing currently available for the same products and services. This enhanced pricing is offered exclusively to Sourcewell and its participating entities as part of the awarded cooperative contract.</p>

**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.	<p>Air Purifiers Inc. (API) is a full-service provider of industrial air quality solutions designed to protect personnel, improve facility operations, and ensure compliance with local, state, and federal regulations. Through this proposal, API offers a comprehensive portfolio of products and services tailored specifically for governmental, public safety, public works, transportation, and educational facilities. Our solutions are scalable and configurable based on each participating entity's operational needs.</p>

① Vehicle Exhaust Extraction Systems

API offers a full line of engine exhaust capture systems engineered to remove harmful diesel and gasoline emissions at the source:

Direct-Source Capture Systems

Track-based drive-through and back-in systems

Magnetic and pneumatic nozzles compatible with all vehicle types

Automatic start and disconnect options

Specialized systems for EMS, fire apparatus, transit, and DPW fleets

Includes Nederman MagnaRail, MagneGrip style, and retrofit solutions

Overhead Hose Reel and Boom Systems

Single-bay or multi-bay configurations

High-temperature hoses (rated up to 1,100°F+)

No-leak tailpipe adapters for standard and specialty exhaust geometries

Solutions are available for new installations, retrofits to existing systems, and expansion of current facilities.

② Industrial Dust Collection & Filtration Equipment

API designs and delivers both central and source-capture dust collection systems:

Pulse-Jet Dry Dust Collectors (Indoor & Outdoor)

Cartridge and baghouse configurations

NFPA-compliant explosion protection options (IEP, flameless vents, etc.)

Solutions for silica, wood, metals, plastics, pharmaceuticals, and more

Wet Dust Collectors

Ideal for high-spark, reactive, or combustible metal dust applications

Portable Air Cleaners & Source-Capture Arms

Capture dust, fume, and particulate at the source

Movex and other premium brands

Systems are supplied with properly sized fans, ductwork, controls, and safety integration.

③ Fume, Smoke, and VOC Control Systems

Solutions for welding, grinding, chemical mixing, maintenance facilities, and emergency response environments:

Self-contained HEPA and carbon filter units

Automatic filtration monitoring

Multi-arm fan packages

Vehicle-mounted and portable response options

④ Filtration Media and Consumables

We support full lifecycle system performance, offering OEM-quality:

HEPA, ULPA, and MERV-rated filters

Activated carbon trays and odor control media

High-temperature exhaust hoses and nozzles

Replacement parts and maintenance consumables

All consumables are available through our direct supply or web-shop ordering platform.

5 Installation, Commissioning, and Integration Services

API provides complete turnkey installation with certified technicians and licensed subcontractors where required.

Our services include:

Site assessments and engineered layouts

Electrical, structural, and mechanical installation

Functional testing and system commissioning

AHJ coordination and compliance documentation

6 Preventive Maintenance & Emergency Support

To ensure uptime and longevity:

Scheduled filter changes and system tune-ups

Safety checks, airflow testing, and static pressure verification

Rapid-response troubleshooting

All work performed by trained and authorized technicians  
(bilingual coverage also available in Puerto Rico & Dominican Republic)

Annual and multi-year service agreements are available.

7 Engineering, Design & Project Support

Detailed CAD & Revit modeling

NFPA, OSHA, NEC, and IMC compliance review

Air quality improvement studies and reporting

Product submittals, O&M manuals, and training

Consulting services are included where necessary as part of a full system delivery.

Used Equipment (If Requested)

While our primary offering is new equipment, Air Purifiers Inc. may provide properly inspected and certified used or factory-refurbished units upon request when budget or lead time constraints are a factor. All used equipment will be quoted transparently and include warranty terms.

Summary

Air Purifiers Inc. delivers complete, integrated Solutions that address all aspects of vehicle exhaust removal, dust collection, and industrial filtration systems. Whether a participating entity requires a single point upgrade or a full facility build-out, API stands ready to support project needs from initial design through installation, commissioning, and lifecycle maintenance.

74	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>RFP 120925 – Vehicle Exhaust Removal and Filtering Systems</p> <p>Direct-Source Vehicle Exhaust Capture Systems (Drive-through, back-in, rail-mounted, and track-based solutions)</p> <p>Hose Reel and Boom Exhaust Extraction Systems (Ceiling and wall-mounted retractable hose systems)</p> <p>High-Temperature Exhaust Hoses &amp; Nozzles (Adapters for diesel, gasoline, specialty, and apparatus exhaust configurations)</p> <p>Fan Packages &amp; Ventilation Equipment (High-efficiency exhaust fans and control components)</p> <p>Controls &amp; Automation Components (Auto-start technology, pressure-based activation, safety interlocks)</p> <p>Industrial Air Filtration &amp; Purification Systems (HEPA, carbon, particulate, fume, and smoke filtration solutions)</p> <p>Source Capture Arms &amp; Fume Extraction Systems (Articulating arms for maintenance bays, welding, and industrial environments)</p> <p>System Design, Engineering &amp; Integration Services (CAD/Revit layouts, compliance evaluation, airflow testing, commissioning)</p> <p>Installation &amp; Turnkey Project Execution (Full-service installation and contractor coordination)</p> <p>Lifecycle Maintenance, Inspections &amp; Replacement Parts (Service agreements, filter media, hoses, and OEM components)</p>
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**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:		<input checked="" type="radio"/> Yes <input type="radio"/> No	Nederman, Movex, AFS, monoxivent
76		Overhead rail and hose systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Overhead Rail and Hose Systems</p> <p>(Drive-Through and Back-In Exhaust Capture)</p> <p>Air Purifiers Inc. offers multiple high-performance overhead rail and hose solutions designed for fire stations, fleet maintenance facilities, emergency vehicle bays, and industrial service centers where vehicles start and idle indoors. These systems ensure diesel exhaust is captured directly at the tailpipe, protecting personnel and meeting NFPA, OSHA, and local ventilation requirements.</p> <p>Our solutions include:</p> <p>Magnetic Rail Systems Continuous overhead track with automated release during drive-away operations. Ideal for high-volume stations with rapid response or tandem vehicle staging.</p>

				<p>Pneumatic / Mechanical Track Systems Robust trolley-based hose carriers that smoothly follow the vehicle as it moves forward or reverses into the bay.</p> <p>Retractable Hose Drop Configurations Space-efficient hose systems deployed from overhead, suitable for facilities with height or structural limitations where rails are not required.</p> <p>System Advantages:</p> <p>Maintains full source capture at the tailpipe—from startup to exit</p> <p>Flexible bay layouts: drive-through, back-in, angled, or tandem parking</p> <p>Compatibility with all emergency and fleet vehicles (diesel or gasoline)</p> <p>High-temperature hoses and a complete nozzle selection for any tailpipe design</p> <p>Automatic activation options (remote or vehicle-mounted transmitters)</p> <p>Low-maintenance, durable components for long service life</p> <p>Complete Turnkey Delivery: All systems can be provided with fans, controls, installation, commissioning, and ongoing maintenance support to ensure optimal performance throughout the lifecycle.</p>
77		Boom Arm systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Boom Arm Exhaust Extraction Systems</p> <p>(Flexible Ceiling-Mounted Source Capture)</p> <p>Air Purifiers Inc. supplies a full portfolio of boom arm solutions for vehicle exhaust capture and industrial source-extraction applications. Boom arms provide extended reach and lateral coverage, ideal for facilities where overhead rails are not practical or where vehicles remain mostly stationary during idle or maintenance.</p> <p>System Configurations:</p> <p>Cantilevered Ceiling-Mounted Booms Swings horizontally and</p>

vertically to reach vehicles positioned anywhere in the bay.

Articulating Boom + Hose Reel Combinations  
Adds vertical retractable hose functionality for extended height ranges and improved floor clearance.

Telescoping Booms  
Designed for compact stations with limited ceiling space or tight parking conditions.

Heavy-Duty Industrial Booms  
Engineered for transit fleets, apparatus service bays, and environments with large equipment.

Key Features & Benefits:

High-temperature hoses suitable for diesel, gasoline, and specialty exhaust scenarios

Compatible with a wide range of tailpipe nozzles and adapters

Full mobility allows precise placement directly at the exhaust outlet

Reduced floor obstructions compared to portable systems

Integrated cable management and safety controls available

Optional automatic activation and damper interlocks for energy efficiency

Applications:

Fire & emergency response vehicles

Public works and municipal fleet garages

Truck and heavy-equipment maintenance facilities

Law enforcement / EMS maintenance bays

Training environments requiring frequent repositioning

Turnkey Support:  
We provide engineering, installation, system balancing, and long-term OEM parts and maintenance to guarantee reliable performance and compliance with NFPA and OSHA

78		Portable exhaust removal units	<input checked="" type="radio"/> Yes <input type="radio"/> No	exhaust exposure standards.  Air Purifiers Inc. offers a variety of portable exhaust extraction units designed for facilities where fixed systems are not feasible or where additional flexibility is required. These standalone units maintain high-efficiency exhaust capture at the tailpipe while allowing quick deployment anywhere in the facility.  System Options:  Mobile Filtration Carts Units featuring onboard fans and multi-stage filtration for facilities without ducted exhaust discharge. Ideal for temporary or auxiliary use.  Roll-Around Hose Extractors Plug-and-play units with high-temperature hoses that can be positioned directly at the tailpipe.  Compact Portable Reels Lightweight retractable hose systems for small maintenance areas or limited-access spaces.  Key Features & Advantages:  No building modifications or ductwork required  Flexible use across multiple bays and vehicle types  Quick connection to vehicles with a range of nozzle adapters  Durable, high-temperature hoses for diesel and gasoline exhaust  Integrated spark arresting and filtration options for safety and emission control  Optional automatic activation and motor control enhancements  Ideal Use Cases:  Temporary maintenance locations and overflow bays  Small volunteer fire departments or public works facilities  Fleet operations with varied vehicle types and service locations  Response or training vehicles stored off-site  Service and Support:
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			<p>Portable systems are supported with the same full-service program as our fixed systems, including OEM parts, preventive maintenance, operator training, and rapid phone/field response.</p>
79		In-ground and underfloor systems	<p><input checked="" type="radio"/> Yes  <input type="radio"/> No</p> <p>(Flush-Mounted Solutions for Unobstructed Vehicle Bays)</p> <p>Air Purifiers Inc. provides engineered in-ground and underfloor exhaust extraction systems designed for facilities requiring clean, obstruction-free floors and the highest level of operational flexibility. These solutions are ideal for drive-through fire stations, training centers, and high-mobility fleet facilities where equipment must remain completely out of the working envelope.</p> <p>System Designs:</p> <p>Track-Based Underfloor Extraction  Tailpipe-connected hose assemblies travel smoothly with apparatus as they enter and exit the bay—fully integrated beneath floor surfaces.</p> <p>Pop-Up Hose Connection Points  Concealed access covers allow direct connection to exhaust outlets when needed, minimizing visual and physical intrusion.</p> <p>Hybrid Underfloor + Ceiling Discharge  Subfloor hose routing with overhead discharge fans for optimized performance and easier service access.</p> <p>Key Advantages:</p> <p>Zero above-floor obstructions —maximum maneuverability for emergency vehicles</p> <p>Full source capture of diesel/gasoline exhaust during vehicle start-up and rollout</p> <p>Customized layouts for tandem, angled, or multi-bay staging</p> <p>High-temperature hose assemblies compatible with emergency response vehicles and specialty tailpipe configurations</p> <p>Automatic release systems to maintain response times</p>

				<p>and operational safety</p> <p>Durable construction designed for long-term exposure to vehicle traffic and environmental conditions</p> <p>Applications:</p> <p>Fire stations prioritizing rapid deployment and safety compliance</p> <p>Emergency response training facilities</p> <p>High-capacity fleet garages with tight or complex vehicle movements</p> <p>Facilities seeking a clean architectural aesthetic or improved bay ergonomics</p> <p>Turnkey Delivery &amp; Lifecycle Support: Our team performs full design, specification, construction coordination, installation, testing, and preventive maintenance—ensuring systems remain continuously compliant with NFPA, OSHA, and environmental standards.</p>
80		Vehicle-mounted systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>(Direct, On-Vehicle Source Capture for Maximum Mobility)</p> <p>Air Purifiers Inc. offers vehicle-mounted exhaust capture systems designed to eliminate diesel and gasoline exhaust exposure wherever the vehicle operates—indoors, outdoors, or at remote sites. These solutions secure directly to the vehicle and provide continuous source capture during idling, maintenance, and operations outside of permanent facilities.</p> <p>System Configurations:</p> <p>On-Board Exhaust Filter Systems Compact filtration modules installed directly onto the vehicle exhaust to reduce particulate, fumes, and odors at the source.</p> <p>Magnetic or Mechanical Vehicle Attachments Vehicle-mounted adapters designed to seamlessly engage with rail, boom, or portable hoses for consistent, reliable connections.</p> <p>Mobile Apparatus Capture Kits Quick-deploy hose and</p>

				<p>nozzle systems for off-site operations, training, or temporary facilities where fixed systems are unavailable.</p> <p>Key Benefits:</p> <p>Ensures direct source capture anywhere the vehicle travels *</p> <p>Improves firefighter and technician safety during extended idling</p> <p>Reduces airborne diesel particulates and gases inside and outside the station</p> <p>Compatible with fire apparatus, ambulances, fleet trucks, and specialty vehicles</p> <p>Optional spark-arresting, particulate filters, and catalytic reduction modules</p> <p>Can be used standalone or integrated with in-station extraction systems</p> <p>Ideal Applications:</p> <p>Fire and EMS vehicles staging outdoors or in temporary structures</p> <p>Mobile command units and emergency support equipment</p> <p>Fleet vehicles performing on-site service work</p> <p>Training environments with frequent exercises outside the station</p> <p>Complete Support from Design to Deployment: Our team provides engineering support, installation guidance, operator training, and ongoing OEM parts and maintenance to ensure consistent performance and compliance with NFPA, OSHA, and clean-air requirements.</p>
81	Garage ventilation systems, such as:		<input checked="" type="radio"/> Yes <input type="radio"/> No	Multiple manufacturers *
82		Ventilation and air make-up air systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Ventilation &amp; Make-Up Air Systems</p> <p>(Balanced Airflow for Safe, Code-Compliant Facilities)</p> <p>Air Purifiers Inc. designs and supplies complete ventilation and make-up air solutions that work in conjunction with vehicle exhaust removal systems and industrial air filtration equipment. Properly</p>

balanced airflow is essential to maintaining occupant safety, indoor air quality, energy efficiency, and compliance with NFPA, OSHA, and International Mechanical Code (IMC) standards.

Core Capabilities:

Exhaust Ventilation Fans & Ducted Systems  
Purpose-built fans sized for hazardous exhaust streams and continuous-duty operation.

Make-Up Air Units (MUA/MERV/HEPA Options)  
Conditioned or tempered fresh air systems that replace exhausted air to maintain required building pressure.

Demand-Controlled Ventilation (DCV)  
Automatically regulates exhaust and supply airflow based on system usage to reduce operating costs.

Heat/Energy Recovery Solutions  
Recovers thermal energy from exhausted air to improve operating efficiency and sustainability.

Integrated Controls & Facility Automation  
Pressure sensors, interlocks, and automatic activation systems to maintain balance and operational safety.

Benefits:

Maintains proper building pressure to prevent fume migration into occupied spaces

Supports system performance for source capture exhaust equipment

Enhances thermal comfort for personnel during all-weather operations

Reduces short-circuiting of ventilation air and energy waste

Ensures compliance with NFPA 1500, IAMPO, IMC, and local code requirements

Applications:

Fire stations & emergency response facilities

Public works, fleet maintenance, and transit

				<p>depots</p> <p>Workshops, fabrication, and industrial process environments</p> <p>Vehicle storage and staging areas</p> <p>Full Turnkey Engineering &amp; Support: We provide design coordination, air balance calculations, mechanical integration with existing HVAC systems, installation, commissioning, operator training, and lifecycle maintenance to guarantee long-term reliability and compliance.</p>
83	Installation, maintenance, and scheduled services directly related and complementary to their offerings in 75 - 82.		<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>Air Purifiers Inc. provides full-service installation, commissioning, and lifecycle support for all solutions offered under this agreement. We ensure that every system is properly engineered, installed, certified, and maintained for optimal operational performance, safety, and code compliance.</p> <p>Turnkey Installation Services</p> <p>Full mechanical system installation including fans, rails, booms, hose reels, and controls</p> <p>Coordination with electrical, general contracting, and other trades</p> <p>Commissioning, air balancing, and system performance verification</p> <p>Compliance with NFPA, OSHA, IMC, and local building codes</p> <p>Preventive Maintenance Programs</p> <p>Recurring service options tailored to each facility's usage and risk level</p> <p>Regular inspection and replacement of filters, hoses, belts, and wear components</p> <p>Documentation for compliance reporting and warranty administration</p> <p>Emergency-response service available when issues arise unexpectedly</p> <p>Scheduled &amp; On-Demand Service</p> <p>Certified, factory-trained</p>

				technicians dispatched from our regional service network  Rapid response times—telephone and on-site support  Diagnostics and repairs for mechanical, electrical, and control systems  OEM parts inventory for fast and reliable replacements  Training & Technical Assistance  End-user and facility personnel training programs  Operator safety instruction and maintenance best practices  Remote support options including troubleshooting and product guidance  Project & Asset Support  System upgrades, expansions, and reconfigurations  As-built documentation, O&M manuals, and lifecycle asset tracking  Optional service contracts for multi-year coverage and budget stability
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**Table 8: Exceptions to Terms, Conditions, or Specifications Form**

**Line Item 84. NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

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

**Documents**

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”

- [Pricing](#) - Price list 06-15-2025.xlsx - Monday December 08, 2025 09:16:47
- [Financial Strength and Stability](#) - bonding API.pdf - Monday December 08, 2025 09:27:34
- [Marketing Plan/Samples](#) - AFS\_Product\_LineCard\_Final\_102225\_Print.pdf - Monday December 08, 2025 09:28:02
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - API NEW QUOTE 2023.docx - Monday December 08, 2025 09:28:43
- Requested Exceptions (optional)
- Upload Additional Document (optional)

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

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

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

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

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the 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	<input checked="" type="checkbox"/>	1