

**MASTER AGREEMENT #120925****CATEGORY: Vehicle Exhaust Removal and Filtering Systems****SUPPLIER: Jobbers Equipment Warehouse Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Jobbers Equipment Warehouse Inc., 5440 NW 78th Ave., Miami, FL 33166 (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 Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

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

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

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

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

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

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term 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.
- \$1,000,000 each occurrence Bodily Injury and Property Damage
 - \$1,000,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
- 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

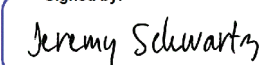
of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, 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.

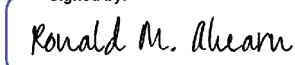
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of 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.

120925-JOB

Sourcewell

Jobbers Equipment Warehouse Inc.

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 6/20/2026 | 6:28 PM CDT

Signed by:

4A09ECBD7FF343C...
By: _____
Ronald M. Ahearn
Title: President
Date: 6/19/2026 | 8:05 AM PDT

RFP 120925 - Vehicle Exhaust Removal and Filtering Systems

Vendor Details

Company Name: Jobbers Equipment Warehouse Inc.
5440 Northwest 78th Avenue
Address: Doral, Florida 33166
Contact: ron ahearn
Email: ron@jobbersmiami.com
Phone: 305-592-8730
Fax: 305-592-8730
HST#: 59-0970927

Submission Details

Created On: Thursday October 23, 2025 13:22:40
Submitted On: Monday December 08, 2025 14:33:02
Submitted By: ron ahearn
Email: ron@jobbersmiami.com
Transaction #: 98fc9c19-00f6-4feb-9cc3-05b1f492e27a
Submitter's IP Address: 147.243.183.41

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.	Jobbers Equipment Warehouse Inc	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	58654	*
5	Provide your NAICS code applicable to Solutions proposed.	453990	
6	Proposer Physical Address:	5440 NW 78th Ave Miami FL 33166	*
7	Proposer website address (or addresses):	www.liftandaircompressor.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):	Ronald M. Ahearn President 5440 NW 78th Ave Miami FL 33166 ron@jobbersmiami.com 3055928730	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Ronald M. Ahearn President 5440 NW 78th Ave Miami FL 33166 ron@jobbersmiami.com 3055928730	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Maria J Ahearn CFO 5440 NW 78th Ave Miami FL 33166 jobbers@jobberstoolweb.com 3055928730	*

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

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	Jobbers Equipment Warehouse, Inc. was established in 1962 and is headquartered in Miami, Florida. For over six decades, Jobbers has provided turnkey mechanical and equipment solutions to the automotive, fleet, and industrial service sectors across Florida and the Southeastern United States. Jobbers in 1983 was awarded the GSA Contract #GS-075-10254 for shop equipment of all makes and models. Jobbers is a state-licensed and insured mechanical contractor (Mechanical License #CMC052392 / Pollutant Storage Systems License #PCC048371) specializing in the design, supply, installation, and maintenance of vehicle exhaust extraction systems, lubrication and piping systems, lifts, and complete facility equipment. With a dedicated in-house staff of 15 professionals across administration, sales, installation, service, and design, Jobbers manages every phase of each project — from CAD design and permitting to installation, start-up, and maintenance. Over the past 60+ years, Jobbers has successfully delivered systems for major automotive dealerships, municipal fleet operations, and educational institutions, earning a strong reputation for engineering excellence, reliability, and safety compliance. Please see our Cover Letter to Sourcewell in the documents section.
12	What are your company's expectations in the event of an award?	Equipment Warehouse, Inc. is committed to establishing a long-term, performance-based partnership with Sourcewell and its participating entities. Our expectation is to demonstrate measurable value, reliability, and technical expertise that strengthens Sourcewell's vendor network. Our primary expectations and concrete commitments are detailed below: Partnership and Market Growth Commitments • Active Partnership and Sales Growth: We are committed to actively working with Sourcewell to promote the contract to our target markets (Fleet Service, and Municipal Vehicle Maintenance Facilities). We aim to increase Sourcewell's membership base and grow sales by highlighting the value of acquiring specialized exhaust and air quality solutions through a cooperative purchasing agreement. • Look to bring new clients into the Sourcewell Program. • National Value Proposition: Support Sourcewell's mission by offering nationally competitive pricing and custom-engineered solutions tailored to each facility's needs. • Performance and Communication: Maintain competitive pricing, responsive service, and consistent communication with all participating agencies. Comprehensive Service and Technical Expertise • Full Service Capabilities: We will utilize our full-service capabilities—Supply, Installation, and Service—for vehicle exhaust systems. - o This includes the provision and installation of Carbon Monoxide Exhaust Systems, as an authorized dealer for industrial air solution providers like Eurovent and HARVEY. • Licensed Installation and Compliance: Provide full design, supply, and installation services through our in-house licensed mechanical team. We will leverage our status as a State Licensed Mechanical Contractor (CMC #052392) to ensure all installations and system designs comply with OSHA, EPA, and local code requirements, guaranteeing safety and operational compliance. • Comprehensive Project Support/Consultation: We expect to engage in a consultative role from the outset, offering: - o Preconstruction Services such as Service Shop Project Design & Layout and Equipment Specking. - o In-house CAD Design and Drafting and an In-House Permitting Department to streamline the project delivery process for complex system installations. Guaranteed Service Responsiveness • Rapid Post-Installation Support: We will uphold our commitment to rapid post-installation support with a guaranteed 48-hour response time on normal repairs of service equipment and a four (4) hour response time on emergencies. This ensures facility safety and minimal downtime for Sourcewell Members.
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	Jobbers Equipment Warehouse, Inc. has maintained continuous operation since 1962, with a proven record of financial stability and growth. The company operates with no debt obligations, maintains strong supplier relationships, and holds long-standing accounts with major manufacturers and distributors. Jobbers' financial position is supported by: - Over six decades of consistent annual revenue and profitability - Strong credit standing with key industry partners - A fully bonded and insured operation under Florida state licensing Please see the Documents section for two items that demonstrate our company's strength: - Payment and Performance Bond #3304747, issued for an ongoing construction project with the South Florida Water Management District in Clewiston, Florida - A surety letter confirming our company's bondability

14	What is your US market share for the Solutions that you are proposing?	The solutions we are proposing fall under the specialty segment of workshop air quality and vehicle service equipment. Publicly published data on U.S. market share, specifically for public-sector sales of dedicated vehicle exhaust removal and filtering systems, is generally not available. Therefore, our market share is defined by the strength and reach of our authorized brand portfolio, coupled with our regional dominance in the installation and service segment: • Brand Portfolio Influence: As authorized dealers and installers for major specialized brands like Eurovent and HARVEY, our portfolio represents a significant portion of the high-quality, professional-grade Carbon Monoxide Exhaust Systems segment. These brands collectively hold a substantial share of the U.S. market, estimated to be competitive among the top-tier specialty providers. • Regional Market Dominance: Due to our long-standing history (established in 1962), status as a State Licensed Mechanical Contractor (CMC #052392), and extensive service footprint across Florida, we believe Jobbers Equipment Warehouse, Inc. holds a dominant share of the state's public and private procurement, installation, and repair market for these specialized vehicle exhaust solutions. This regional concentration of expertise and service capability directly translates into effective market share in public sector procurement across our operating area.	*
15	What is your Canadian market share for the Solutions that you are proposing?	Jobbers Equipment Warehouse, Inc. currently operates within the United States, with its principal service area in Florida and surrounding regions. Although Jobbers does not currently maintain operations in Canada, our manufacturers offer established service and installation support in Western Canada, ensuring coverage for Canadian Sourcwell members when required	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Jobbers Equipment Warehouse, Inc. has never been subject to bankruptcy, insolvency, or financial restructuring proceedings in its more than 60-year operating history. The company maintains a consistent record of compliance, financial stability, and performance integrity on all awarded contracts.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Jobbers Equipment organization is best described as distributor and service provider. The company functions as a distributor and authorized installer for leading manufacturers, as well as a service provider with in-house design, installation, inspection, service and repairs. Jobbers' integrated approach enables complete project execution—from concept and engineering to installation, start-up, and service—under a single, accountable entity. Our sales and service force network ensures consistent quality, clear communication, and project control.	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Jobbers Equipment Warehouse, Inc. is a State of Florida licensed and insured mechanical contractor holding: - Mechanical Contractor License #CMC052392 - Pollutant Storage Systems Contractor License #PCC048371 These licenses authorize Jobbers to design, install, and service mechanical systems, including vehicle exhaust extraction systems, lubrication systems, compressed air systems air piping, fuel and oil tanks, and related mechanical equipment. All installation personnel are factory-trained and certified by major equipment manufacturers including Rotary Lift, Challenger, JohnDow, RAASM, Champion Pneumatic, Elgi Industrial, Eurovent, Harvey Industries, Balcrank, and Graco Lubrication. Jobbers also employs in-house CAD technicians for layout and design and maintains OSHA-compliant safety certifications for all field personnel.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	N /A - Jobbers Equipment has never been suspended or debarred from doing business with any government agencies.	*

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Jobbers Equipment Warehouse, Inc.'s recognition and awards are concentrated in the areas of technical expertise, quality equipment supply, and long-standing service to the fleet and automotive industry. Our primary focus is on maintaining high standards of quality and service, which is reflected in the recognition received by both our company and the leading brands we represent. 1. Manufacturer and Product Recognition (Last Five Years) The exhaust removal and filtering systems we propose are supplied by industry-recognized leaders, demonstrating a clear commitment to best-in-class product design and innovation: • Eurovent: This brand is distinguished as the only vendor approved by all major vehicle manufacturers in North America for vehicle exhaust removal systems. This universal approval serves as a powerful form of industry recognition for the quality and reliability of the solutions we install. • HARVEY: The manufacturer is widely recognized as the industry leader in manufacturing vehicle exhaust systems and has been providing robust, American-made products since 1946. Their solutions, which include overhead rail, hose reel, and underground concealed systems, are built to meet rigorous specifications, including U.S. Military and Air Force requirements for high-temperature stability. 2. Company Recognition and Operational Excellence Our company's recognition is rooted in our operational excellence and specialized expertise, which has been acknowledged by state and industry-specific licensing bodies for decades: • Top 10 Distributor Award – Balcrank (Since 1993) For over 30 consecutive years, Jobbers has received Balcrank's Top 10 Distributor Award, reflecting exceptional sales performance, customer service, and longstanding partnership with one of the most respected manufacturers in the vehicle service equipment market. • Top 100 North American Distributor – Graco Jobbers is also a Top 100 North American Distributor for Graco, recognizing sustained sales excellence, product expertise, and a decades-long relationship with a leading global equipment manufacturer. • Longevity and Stability: Jobbers Equipment Warehouse, Inc. was established in 1962, a testament to over six decades of continuous, successful operation and leadership in the vehicle service equipment industry. • Regulatory Recognition: Our status as a State Certified Mechanical Contractor (CMC #052392) and Pollutant Storage Systems Specialty Contractor (PCC #048371) is a formal recognition by state agencies of our competence and compliance in designing, installing, and servicing complex mechanical and environmental systems, such as the proposed exhaust solutions. • Trusted Clients: Our equipment and services are trusted by high-volume public sector clients, including major school districts (e.g., Miami Dade County, Broward County, State of Florida, School Board and Palm Beach County School District) who rely on us for the installation, inspection, and repair of lifts, reels, pumps, and compressors since our inception in 1962. 3. Industry Engagement We maintain active relationships within the fleet and automotive service community, ensuring we remain at the forefront of safety, compliance, and technological advancements related to vehicle maintenance facilities.
21	What percentage of your sales are to the governmental sector in the past three years?	Approximately 31% of Jobbers Equipment Warehouse, Inc.'s annual sales are generated from governmental and municipal contracts, including fleet maintenance facilities, fire rescue departments, and city garages. Projects include the City of Coral Gables Municipal Fleet Garage, City of Miramar Fleet Service Facility, and Palm Beach Community College Garage.
22	What percentage of your sales are to the education sector in the past three years?	Approximately 9% of Jobbers Equipment Warehouse, Inc.'s business is related to the education sector, including public school automotive programs and community college training facilities. Notable clients include the Dade County School Board Automotive Labs and other vocational education institutions throughout Florida.
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?	Florida Sheriffs Association Cooperative Purchasing Program -FSA23-EQU21.0 \$ 597700
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?	Jobbers Equipment Warehouse does not currently hold any GSA contracts; however, we are fully prepared to comply with all applicable federal procurement requirements should a Sourcewell-awarded agreement be utilized by federal entities. Jobbers provide support through vendors that have GSA contracts, providing installation, training and on-going support to clients who have purchased through contracts like GSA. In 2025 alone, Jobbers supplied \$312,724 in vehicle lifts to customers who procured their equipment through GSA schedules, demonstrating our proven experience operating within federal contract frameworks

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 *	
City of Coral Gables Public Works Fleet Management	Baudilio Anthony Cusco Assistant Director for Fleet Management	786-355-5729	*
Florida Department of Transportation South Dade Maintenance	Wendy Gaynair Purchasing Agent	305-640-7252	*
City of Miami Fleet Management	John F. Babos Jr Light Fleet Superintendent	305-329-4874	*
The School District of Palm Beach County Fleet Maintenance	Keith Heaven Area Team Leader	561-242-6541	
Broward County Public Schools Vehicle Maintenance	Joseph Deitz Stockroom Assistant Central Area Stockroom -Vehicle Maintenance	754-321-4471	

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.	Jobbers maintains a professional sales team trained in exhaust system design, pricing, and cooperative purchasing procedures. Each sales representative is responsible for a defined regional territory and works closely with our design and service departments to support customers from specifications through installation	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	All sales and installations are managed directly by Jobbers Equipment Warehouse personnel. For large-scale or geographically extended projects, Jobbers coordinates with Harvey and Eurovent's national dealer networks to ensure full coverage and support within the United States.	*
28	Service force.	Jobbers' in-house service department includes factory-trained technicians who handle preventive maintenance, warranty service, and emergency repairs. Our team is supported by direct manufacturer technical assistance to ensure system reliability and uptime.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Jobbers Equipment's ordering process is designed for efficiency, accuracy, and full compliance with Sourcwell contract requirements. All orders are processed directly through Jobbers Equipment, ensuring consistent pricing, documentation, and contract integrity from quotation through fulfillment. Jobbers acts as the primary point of contact for all Sourcwell Member purchases, managing quotes, purchase orders, invoicing, and delivery coordination. Orders may be submitted in any of the following forms: • Written Purchase Order by mail or email • Electronic Purchase Order through the customer's procurement system • Authorized email confirmation for small purchases or service requests below the member's purchase order threshold Once received, Jobbers confirms all order details, lead times, and delivery logistics with the manufacturer and the participating entity. Order tracking updates—including estimated ship and delivery dates—are provided to the member to ensure transparency. Jobbers works closely with its manufacturing partners, including Harvey Industries (factory located in Akron , Ohio) and Eurovent (manufacturing and distribution facility in Barberton, Ohio) , to streamline product delivery throughout North America. These facilities enable efficient fulfillment and support for both standard and custom solutions. This structured process provides Sourcwell Members with a single, accountable point of contact and ensures every transaction is processed quickly, accurately, and in full compliance with Sourcwell reporting and audit requirements.	*

30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	Jobbers Equipment Warehouse, Inc. provides comprehensive customer service and technical support for all products and systems offered under the Sourcewell contract. With over 60 years of experience serving public agencies, fleet facilities, and municipalities, Jobbers has developed a strong reputation for responsive, knowledgeable, and dependable service. Our Customer Service Department, located in Miami, Florida, is responsible for managing all customer communication, order tracking, and service coordination. All customer inquiries — including product questions, quotes, and warranty requests — are handled through our main contact email (sales@jobbersmiami.com) and office phone line (305-592-8730). Customer Support Process • All customer emails and calls are received directly by our customer service team. • Requests are logged and routed to the appropriate department — such as sales, service, or parts — for immediate attention. • Each inquiry is acknowledged within one business day, and customers are kept informed until the issue or request is resolved. • For warranty or technical issues, Jobbers coordinates directly with the manufacturer (Harvey Industries or Eurovent) to ensure a fast and accurate response. After-Sales Support Jobbers provides full support following equipment delivery or installation, including: • Warranty assistance for Harvey and Eurovent systems. • Replacement parts and accessories available through our Miami warehouse. • Technical support and troubleshooting via phone or email. • Preventive maintenance and repair services available upon request. Commitment to Service Customer satisfaction is a core part of Jobbers' business philosophy. Our team is experienced in supporting municipal and fleet customers who rely on consistent and dependable service. We continuously evaluate feedback to improve response time and ensure members receive accurate information, timely assistance, and reliable post-sale support. Jobbers Equipment Warehouse's goal is to make every customer interaction efficient, professional, and solution-driven, ensuring long-term satisfaction for Sourcewell participating entities.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Jobbers Equipment Warehouse, Inc. has the proven ability and full commitment to provide high-quality products and responsive services to all Sourcewell Participating Entities across the United States. As an established distributor representing Harvey Industries and Eurovent, Jobbers maintains the operational capacity, logistics network, and supplier relationships necessary to support government, educational, and public-sector customers at both local and national levels. Operational Capacity and Resources • Jobbers operates from a 12,800-square-foot facility in Miami, Florida, which serves as our main distribution, service, and administrative hub. • We maintain substantial inventory of exhaust system components, replacement parts, and accessories to meet fast delivery needs. • Our team of experienced sales and technical staff coordinate directly with Harvey and Eurovent's manufacturing and distribution centers to ensure efficient product flow and timely fulfillment. • Both manufacturers maintain established production and shipping infrastructure capable of supporting national distribution to Sourcewell members. Service and Technical Support Coverage Jobbers offers installation support, equipment servicing, and warranty coordination through a network of qualified technicians and authorized contractors. This allows us to respond quickly to member needs, whether for new installations, expansions, or service calls. Commitment to Sourcewell Members Jobbers is fully committed to ensuring that Sourcewell members receive fair pricing, fast response, and consistent communication throughout the procurement and installation process. We have extensive experience serving public agencies, including city, county, state, and federal facilities, and we are proud to be recognized as an essential business by local and state municipalities—remaining operational during the COVID-19 crisis to provide uninterrupted service to critical facilities. Our goal is to make the Sourcewell contract an accessible and efficient procurement path for participating entities nationwide, supported by Jobbers' professional staff, reliable products, and responsive after-sale support.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Jobbers primarily operate within the United States but will collaborate with Harvey and Eurovent manufacturer representatives to accommodate Canadian participating entities. We will reach out to our Canadian counterparts to share the immense value of bringing Sourcewell program to their client base and bring on new clients for Sourcewell.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Jobbers will fully serve all U.S. regions and Canada through Project Management with our network of Vehicle Exhaust Subcontractors, Factory Representatives, and Service Providers. All a phone call away	*

34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	All Sourcewell participating entities in the United States will have full access to Jobbers' offerings. Canadian entities may experience limited direct installation services, but product sales and support are available.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Orders to Hawaii, Alaska, or U.S. Territories will include additional shipping charges and extended lead times. Installation support will be coordinated with certified subcontractors in those regions.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. Jobbers will extend contract terms and pricing to qualifying nonprofit entities that meet Sourcewell's eligibility criteria.	*

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.	Jobbers Equipment Warehouse Inc. will implement a comprehensive, multi-channel marketing strategy to promote the Sourcewell contract and expand awareness of Harvey and Eurovent exhaust removal solutions among participating entities. Our strategy combines direct outreach, digital visibility, and cooperative branding with Sourcewell to ensure participating entities can easily identify, evaluate, and procure our systems. Key initiatives include: 1. Website Integration – Jobbers will create a dedicated Sourcewell Contract page on our website (www.liftandaircompressor.com) featuring contract details, eligibility information, downloadable product catalogs, and direct contact links for public agency representatives. 2. Targeted Outreach – Our sales and marketing team will directly engage municipal, educational, and fleet maintenance organizations throughout the U.S. and Canada. Outreach includes personalized email campaigns, follow-up calls, and quarterly newsletters highlighting new product innovations and successful Sourcewell projects. 3. Trade Shows & Industry Events – Jobbers regularly participates in regional and national trade shows related to fleet maintenance, public works, and emergency services. The Sourcewell partnership will be featured prominently in our event displays and materials, demonstrating cooperative purchasing benefits. 4. Manufacturer Collaboration – Through Harvey and Eurovent's marketing channels, Jobbers will co-brand materials and coordinate joint campaigns to extend visibility to new audiences across the automotive and industrial sectors. 5. Digital Marketing & Social Media – Paid digital advertising and professional networking posts (LinkedIn, industry newsletters, and municipal forums) will be used to promote contract advantages, case studies, and testimonials. 6. Sales Team Training – Every Jobbers sales representative will be trained to present the Sourcewell cooperative purchasing process as part of all proposals, presentations, and quotes to ensure consistent, compliant communication. Together, these efforts will reinforce Jobbers' reputation as a trusted Sourcewell supplier and make contract access effortless for participating entities seeking exhaust removal and filtration solutions. Please see file Jobbers Sourcewell Marketing Plan .	*
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Jobbers Equipment Warehouse Inc. leverages technology and digital analytics to strategically enhance the reach, precision, and effectiveness of our marketing efforts. Our approach integrates customer relationship management (CRM) tools, data analytics, and digital platforms to target relevant public and private sector audiences efficiently. 1. Customer Relationship Management (CRM): Jobbers uses HUBSPOT CRM platform to track project opportunities, agency contacts, and proposal activity. This system enables data-driven follow-up, trend analysis, and targeted outreach to municipalities, school districts, and fleet maintenance operations most likely to benefit from our Sourcewell contract. 2. Digital Campaign Analytics: Website and email campaign data (open rates, click-through activity, and lead source tracking) are analyzed quarterly to refine content and identify which materials generate the greatest engagement among public entities. 3. Search Optimization & Website Analytics: The Jobbers website is optimized with structured metadata, product tags, and Sourcewell-related keywords to improve search visibility for agencies seeking cooperative purchasing options. Google Analytics and keyword tracking are used to measure site traffic and adjust messaging. 4. Collaborative Manufacturer Data Sharing: Through Harvey and Eurovent's digital platforms, Jobbers exchanges performance data, campaign metrics, and lead referrals to ensure consistent branding and maximize shared marketing effectiveness. By combining digital analytics, automation, and targeted outreach, Jobbers ensures that Sourcewell participating entities are continuously informed about contract benefits and new exhaust removal technologies—delivering measurable results and improved market penetration.	*

39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	Jobbers Equipment Warehouse Inc. views Sourcewell as a vital cooperative partner that enhances transparency, trust, and efficiency in the public procurement process. Sourcewell's role is to connect qualified suppliers with public entities through competitively solicited contracts that simplify acquisition, reduce administrative effort, and ensure public agencies receive proven, high-quality solutions at the best overall value. For Jobbers, the Sourcewell partnership represents more than just a contract — it is a framework for collaboration and national visibility. Upon award, Jobbers will immediately integrate the new Sourcewell agreement into all aspects of its sales and marketing process through a structured, technology-supported rollout plan: 1. Internal Launch & Team Communication - o All Jobbers employees — including sales, service, and administrative personnel — will be briefed on the new Sourcewell contract details, eligibility criteria, and sales protocols. - o Updated documentation, pricing tools, and marketing materials will be distributed across our internal network and to manufacturer partners (Harvey Industries and Eurovent). 2. Sales Process Integration - o Our sales team will embed Sourcewell contract details directly into proposals, quotes, and presentations to highlight procurement simplicity for participating entities. - o The Jobbers CRM system will include Sourcewell tagging for all public-sector accounts, ensuring immediate recognition of eligibility and accurate reporting. 3. Marketing Coordination with Sourcewell - o Jobbers will align its contract marketing with Sourcewell's promotional assets, branding guidelines, and digital tools. - o The company will create a dedicated Sourcewell page on its website (www.liftandaircompressor.com) with contract details, contact information, and product overviews. 4. Collaborative Promotion & Data Sharing - o Jobbers will actively participate in Sourcewell-led marketing initiatives and events, contributing case studies and project profiles for publication through Sourcewell channels. - o We will also request member data insights (e.g., engagement metrics and new participant registrations) to target communications more effectively. 5. Manufacturer Alignment - o Through close collaboration with Harvey and Eurovent, Jobbers will ensure consistent messaging, coordinated marketing efforts, and seamless fulfillment under the Sourcewell contract. 6. Ongoing Outreach - o Jobbers will issue announcements via email, press releases, and professional social networks (LinkedIn and trade publications) introducing the awarded contract. - o Trade show booths, printed brochures, and technical presentations will include Sourcewell branding to emphasize cooperative purchasing benefits. This structured integration plan ensures that the Sourcewell-awarded agreement becomes fully embedded within Jobbers' national sales process — providing participating entities with immediate, streamlined access to industry-leading exhaust removal and filtration systems.	*
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Yes. Jobbers Equipment Warehouse Inc. supports electronic procurement through a streamlined quote and order process that aligns with the practices of public-sector purchasing. Most Sourcewell participating entities submit their requests for Harvey and Eurovent exhaust removal systems directly to Jobbers by email or through their organization's purchasing platform. Upon receipt, our sales and technical staff promptly prepare a formal quotation that includes Sourcewell contract pricing, installation options, and lead times. Once approved, purchase orders are processed electronically for efficiency and traceability. Governmental and educational customers appreciate this straightforward process because it provides both speed and personalized service. Each inquiry receives dedicated attention from Jobbers' experienced sales and engineering team to ensure compliance, proper equipment selection, and accurate documentation under the cooperative contract. Our public-sector clients — including municipal vehicle maintenance facilities, fire departments, and technical colleges — use this system to quickly identify and purchase compliant exhaust systems and accessories without needing formal bids. When a more complex order requires engineering review or customization, Jobbers' technical staff promptly contacts the purchaser to finalize details, ensuring the transaction retains the convenience of e-commerce with the personal expertise of a specialized design-build provider. This approach provides the best of both worlds: frictionless digital purchasing combined with hands-on project support from a trusted national supplier with over 60 years of experience serving the U.S. government, municipalities, and educational institutions	*

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

Line Item	Question	Response *
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41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Jobbers Equipment Warehouse Inc. provides comprehensive training, start-up, inspection services, and support programs designed to ensure that every installation and system operates safely and efficiently from day one. 1. Standard Training at Installation All exhaust removal and filtration systems provided by Jobbers — including those from Harvey Industries and Eurovent — include on-site operator and maintenance training as part of the installation process, at no additional cost to Sourcewell members. This training is conducted by Jobbers' factory-trained technicians or by certified manufacturer representatives who specialize in vehicle exhaust extraction systems. 2. Training Content Training covers: • System startup and shutdown procedures • Routine maintenance, filter replacement, and inspection schedules • Safety and airflow best practices • Troubleshooting and proper use of system controls Each installation includes a detailed owner's and maintenance manual, and Jobbers maintains a digital archive of documentation for quick reference and staff turnover support. 3. Optional Follow-up and Refresher Training Jobbers offers optional refresher and advanced maintenance training upon request, either on-site or via virtual sessions. These sessions are provided at a nominal cost based on travel or technician time. 4. Continuing Support Our customer support team remains available after installation for ongoing guidance, performance optimization, and product updates. Many government and educational customers use these services annually to maintain compliance and safety certifications. This approach ensures that Sourcewell members receive not only quality equipment but also the long-term knowledge and confidence to operate it safely, efficiently, and in compliance with facility standards.	*
42	Describe any technological advances that your proposed Solutions offer.	Harvey and Eurovent systems incorporate state-of-the-art features such as quick-release hose couplers, energy-efficient blowers, and modular rail systems that allow flexible reconfiguration of vehicle bays. These systems improve capture efficiency and reduce energy consumption while meeting the latest air quality standards.	*
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Jobbers promotes environmentally conscious practices through the installation of energy-efficient and low-emission ventilation systems. Harvey and Eurovent products are engineered to reduce power consumption and improve indoor air quality. Our design approach maximizes airflow efficiency, minimizing waste and energy costs.	*
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.	Jobbers Equipment Warehouse Inc. is committed to sustainability and the responsible integration of environmentally conscious practices across all aspects of our operations and product offerings. While Jobbers is primarily a distributor and design-build contractor for Harvey Industries and Eurovent exhaust removal systems and does not itself manufacture equipment, our manufacturer partners incorporate advanced green technologies and hold multiple certifications supporting environmental performance and safety compliance. Manufacturer Certifications and Environmental Practices Include: • Harvey Industries: Incorporates high-efficiency motor systems and energy-optimized ventilation designs that minimize power consumption during operation. Harvey products are compliant with OSHA indoor air quality standards and EPA guidelines for clean air initiatives. • Eurovent: Designs systems with energy-efficient airflow and filtration components that reduce overall facility energy usage and extend filter life, lowering waste and replacement frequency. Components are recyclable, and Eurovent follows sustainable production processes certified under ISO 9001 and ISO 14001. • Jobbers Installation Practices: Jobbers employs environmentally responsible installation and disposal methods, ensuring that materials removed from customer sites are recycled or properly disposed of according to local and federal environmental standards. In addition, Jobbers' internal operations emphasize sustainability by reducing paper use through digital quoting and design systems, reusing packaging when possible, and maintaining an efficient fleet management system to reduce emissions during field operations. Through these practices and partnerships, Jobbers helps Sourcewell members achieve cleaner, safer, and more energy-efficient maintenance environments consistent with public-sector sustainability goal.	*
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	Vehicle Exhaust Equipment is a permit requirement discipline under Mechanical construction. Fans, ducting, and rails require licensing, engineering, and Plans processing for proper installation. Jobbers combines six decades of mechanical contracting experience with direct factory partnerships to deliver complete exhaust system solutions. Our in-house CAD design, fabrication, and installation capabilities make Jobbers a single-source provider. The company's local service department ensures responsive support and long-term reliability. Jobbers is listed by municipalities as an essential business and was asked to remain operational by multiple government agencies to provide ongoing service to city, county, state, and federal facilities when needed. This was especially true during the COVID-19 crisis, when many businesses were shut down but Jobbers continued uninterrupted to support emergency and maintenance operations.	*

46	Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.	All Harvey and Eurovent products come with full manufacturer warranties, typically ranging from one to three years depending on the product type. Jobbers provides a one-year installation workmanship warranty covering labor and materials. Warranty claims are managed through Jobbers' service department, ensuring fast resolution and minimal downtime.	*
47	Describe any safety features incorporated into or available as options for systems offered, including features for specific use cases such as public safety operations.	Harvey and Eurovent systems include reinforced hoses, thermal-resistant materials, automatic shutoff features, and quick-disconnect couplings to prevent over-pressurization. Jobbers' installations include safety interlocks and compliant electrical configurations that meet NFPA and OSHA requirements.	*

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 resellers if available. Select all that apply.		☒ Yes ☐ No	Jobbers Equipment Warehouse Inc. is classified as a Small Business Enterprise (SBE) and is 51% Women Owned. Jobbers is locally registered as a certified mechanical and pollutant contractor in Florida. Jobbers maintain partnerships with other small and minority-owned subcontractors when appropriate to project needs. Jobbers' employees consist of 3 Caucasian, 2 African American, and 10 Latino individuals.	*
49		Minority Business Enterprise (MBE)	☐ Yes ☒ No	N/A	*
50		Women Business Enterprise (WBE)	☐ Yes ☒ No	N/A	*
51		Disabled-Owned Business Enterprise (DOBE)	☐ Yes ☒ No	N/A	*
52		Veteran-Owned Business Enterprise (VBE)	☐ Yes ☒ No	N/A	*
53		Service-Disabled Veteran-Owned Business (SDVOB)	☐ Yes ☒ No	N/A	*
54		Small Business Enterprise (SBE)	☒ Yes ☐ No	Please see file SBE Certification .	*
55		Small Disadvantaged Business (SDB)	☐ Yes ☒ No	N/A	*
56		Women-Owned Small Business (WOSB)	☐ Yes ☒ No	N/A	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
57	Describe your payment terms and accepted payment methods.	Standard payment terms are Net 30 days from the date of invoice. Accepted payment methods include check, ACH, wire transfer, and government purchasing cards (P-cards). Pre-approved credit accounts are available to qualifying public entities.	*

58	Describe any leasing or financing options available for use by educational or governmental entities.	Regarding Sourcewell purchases, our understanding is that many governmental and educational entities utilizing their cooperative contracts will have access to dedicated financing and leasing solutions offered directly by Sourcewell and their approved leasing partners. However, if a financing or lease-to-own option is not available or is not preferred through the Sourcewell contract for a specific product, we can certainly offer alternatives: • In-House Leasing: We can offer direct, in-house leasing options structured to meet the specific budgetary and compliance needs of public entities. • Third-Party Financing/Leasing: We maintain relationships with authorized third-party lenders familiar with municipal and educational procurement processes, and we can facilitate financing or lease-to-own arrangements through them. We are familiar with the entire procurement process for public agencies, including the requirements for tax-exempt municipal leasing and adherence to governmental budget and appropriation cycles. Our goal is to ensure a smooth, compliant, and flexible acquisition process for your organization.	*
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.	Standard documents include purchase orders, installation agreements, and equipment warranties. Jobbers may use project-specific terms for large installations, subject to Sourcewell's review. All terms will remain transparent and compliant with public procurement regulations. 1. Standard Sourcewell Quote Template All Sourcewell transactions begin with a Jobbers Sourcewell Quote Form, which includes contract identification, product descriptions, pricing (with applicable Sourcewell discounts), installation details, and estimated lead times. This template ensures all purchases clearly reference the cooperative contract and pricing terms. 2. Service & Installation Documentation For projects requiring installation, Jobbers provides a Scope of Work Agreement summarizing system layout, site requirements, and responsibilities. This document is signed by both Jobbers and the participating entity to confirm expectations prior to mobilization. 3. Warranty & Post-Installation Forms At project completion, Jobbers supplies all warranty registration and closeout documents, including manufacturer warranty certificates (Harvey Industries or Eurovent), operation manuals, and training verification. 4. Standard Invoices Invoices issued to the participating entity include: • Sourcewell Contract # • Itemized equipment and labor (if applicable) • Final pricing and taxes • Delivery information • Payment terms All invoices reflect the pricing and scope established in the approved Sourcewell quote. 5. Required Sourcewell Quarterly Activity Reports Jobbers will submit quarterly sales activity reports to Sourcewell in full compliance with the Master Agreement. Each report will include all required fields: • Participating Entity Name • Participating Entity Physical Address • City, State/Province, ZIP/Postal Code • Sourcewell Participating Entity Account Number • Transaction Description • Transaction Purchased Price • Sourcewell Administrative Fee Applied • Date the transaction was invoiced / recognized as revenue If available, Jobbers will also include optional fields: • Participating Entity Contact Name • Contact Email • Contact Telephone Number These reports ensure transparency, auditability, and accurate fee remittance every quarter. Refer to the Documents section for the Jobbers Sourcewell Quote Form and Jobbers Sourcewell Quarter Sales Report.	*
60	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Yes. Jobbers accepts P-card payments with no additional cost or surcharge to Sourcewell participating entities.	*

61	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Jobbers proposes a percentage discount per brand - Harvey and Eurovent- products. Discount levels vary by category and are applied uniformly across all participating entities to ensure pricing transparency. All discounts are applied to the manufacturer's published list price . Jobbers maintains current Harvey and Eurovent price lists and provides them to Sourcewell upon request. Custom system design and layout services are Included at no additional cost with equipment purchase. See Line Item 65 for additional charges. All detailed pricing sheets, including product descriptions, part numbers, list prices, have been uploaded in the Pricing section of this proposal submission.	*
62	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	The proposed pricing represents discounts ranging from 8% to 14% off the manufacturer list price, depending on product category, configuration, and volume of purchase. Jobbers will maintain and update all pricing annually or as manufacturers adjust. Revised price lists will be submitted to Sourcewell upon request.	*
63	Describe any quantity or volume discounts or rebate programs that you offer.	Jobbers Equipment Warehouse Inc. offers competitive quantity and volume-based discounts to Sourcewell participating entities, ensuring that larger projects and multi-facility orders receive additional value beyond standard contract pricing. These discounts are applied automatically during quotation and clearly itemized for transparency . Jobbers extends volume pricing to entities with multiple facilities or departments purchasing under a coordinated procurement plan. This ensures consistent specifications and cost savings across all sites. For large agencies or educational systems with recurring purchases, Jobbers may offer annual rebate credits based on total yearly spend. Rebates are calculated as a percentage of net purchases and may be applied as future credit or direct refund, depending on member preference and Sourcewell guidelines. When Jobbers performs multiple installations within the same region or for the same agency, travel and mobilization costs are reduced — those savings are passed directly to the customer as an additional discount on labor. Through these flexible pricing and rebate programs, Jobbers ensures that Sourcewell members benefit from economies of scale, predictable budgeting, and measurable value as their cooperative relationship grows.	*

64	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Jobbers will provide 'open market' or non-contracted items at cost plus a percentage. Quotes will be provided in advance for all non-contract items to maintain transparency and control costs for participating entities. Jobbers Equipment Warehouse Inc. understands that Sourcewell members may occasionally require related products or services that fall outside the defined scope of this contract — such as complementary shop equipment, ducting accessories, or specialized electrical components needed to complete an installation. To support these needs while maintaining transparency and compliance with Sourcewell purchasing policies, Jobbers proposes the following approach: 1. Quotation Process - o Any requested item or service not covered by the Sourcewell contract will be identified as an "open market" or "non-standard" item on the customer quotation. - o Jobbers will obtain competitive supplier pricing and provide the Sourcewell member a separate written quote before any purchase is made. 2. Pricing Method - o Open market items will be provided at cost plus a percentage, which covers procurement coordination, handling, and administrative processing. - o When items are required solely for project completion (e.g., integration materials, adaptors, or small accessories), Jobbers may provide them at cost plus a percentage. - o At our discretion Jobbers may provide at not cost at all items that will facilitate completion of a job. 3. Transparency and Documentation - o All open market items will be clearly listed and priced separately from contracted products. - o Jobbers will obtain written approval from the Sourcewell member prior to purchase to ensure full compliance with cooperative purchasing standards. This process ensures that members receive all necessary components to complete their projects efficiently, while maintaining cost control, transparency, and adherence to Sourcewell's procurement principles.
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65	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Jobbers Equipment Warehouse Inc. is committed to transparency and ensures that all costs associated with the acquisition, installation, and operation of its exhaust removal and filtration systems are clearly identified in advance of any purchase. 1. Included Costs The quoted Sourcewell pricing includes all equipment, components, standard accessories, and documentation. There are no hidden or administrative fees applied to equipment purchases. 2. Excluded or Separately Quoted Costs The following elements are not automatically included in base product pricing and are quoted separately as needed: • Freight and delivery: Calculated per order based on shipment size, destination, and carrier rates. • Liftgate and inside delivery • Rentals • Removal • Inspection • Installation and setup: Quoted separately depending on system complexity, site conditions, and geographic location. • Electrical connections: May require coordination with the facility's electrical contractor; if requested, Jobbers can provide turnkey installation pricing including electrical work. • Optional training beyond standard installation: Additional operator or maintenance training sessions (beyond the included initial session) are available at nominal cost. • Permitting , Plans and Engineering, • Maintenance 3. Parties Involved All additional services — including installation and training — are performed by Jobbers' in-house technicians or by certified regional partners who work under Jobbers' direct supervision. No third-party vendors operate independently or impose separate costs, unless hired by the participating agency on their own accord, example: electrician. 4. Full Disclosure Every Sourcewell member receives a complete written quotation detailing equipment, installation, freight, and any optional service costs before order approval. This ensures all costs are known, documented, and fully compliant with Sourcewell cooperative purchasing standards.
66	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Jobbers Equipment Warehouse Inc. manages all freight, delivery, and logistics operations with precision and transparency to ensure timely and damage-free delivery to Sourcewell members across the United States. Freight costs are itemized and presented in advance as part of each formal quotation. No shipment is processed without written customer approval of the estimated quoted freight cost. Jobbers passes through all carrier rates directly to the participating entity without markup. Standard shipments are FOB Origin (Jobbers' Miami, Florida warehouse or manufacturer facility). Liftgate and inside delivery options are available upon request and will be quoted accordingly. All equipment is packaged and palletized securely to prevent damage in transit, with additional crating for sensitive or large components. Jobbers coordinates delivery schedules directly with the participating entity to minimize disruption to facility operations. Members receive shipment tracking information, delivery confirmation, and carrier contact details for coordination. In the event of freight damage or delay, Jobbers manages all carrier communications and claims on behalf of the Sourcewell member to ensure quick resolution or replacement. For larger projects or installations, Jobbers may consolidate shipments and use direct delivery by Jobbers' own service vehicles to reduce freight costs and expedite delivery. This comprehensive freight program ensures predictable costs, reliable service, and full visibility for Sourcewell members, while maintaining the efficiency and accountability expected from a national cooperative contract provider.

67	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Deliveries to Alaska, Hawaii, and offshore U.S. territories will include additional freight and handling costs based on carrier rates. Canadian shipments are coordinated directly through the manufacturer or freight forwarders as needed. Jobbers has been shipping worldwide for 50 years utilizing our network of freight forwarders and shippers.	*
68	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Jobbers Equipment Warehouse Inc. provides a flexible, highly coordinated distribution program designed to meet the needs of municipal, state, federal, and educational facilities nationwide. Our logistics system emphasizes efficiency, reliability, and project readiness — ensuring that all exhaust removal and filtration equipment arrives safely and on schedule. 1. Multi-Source, Direct-to-Site Delivery Jobbers partners directly with Harvey Industries and EuroVent to enable factory-direct shipments to the end user whenever possible, eliminating unnecessary warehousing steps, shortening delivery times, and ensuring equipment is handled only by approved carriers. 2. Consolidated Project Delivery For larger or multi-facility projects, Jobbers consolidates deliveries from multiple suppliers into a single, organized shipment to reduce freight costs and simplify receiving for the customer. When required, Jobbers provides staged deliveries that align with installation progress to prevent on-site congestion or storage issues. 3. Emergency and Priority Deliveries As a company designated by municipalities as an essential business, Jobbers remains capable of performing expedited deliveries for critical facilities, such as fire stations, fleet maintenance centers, and emergency service departments — even during declared emergencies or operational shutdowns. 4. Local and Regional Parts Distribution Jobbers maintains on-hand inventory of high-demand replacement parts, hoses, and fittings for rapid shipment. Many parts can be delivered within 24–48 hours, minimizing downtime and ensuring continuity of service for essential operations. Through this coordinated and adaptable distribution model, Jobbers ensures that Sourcewell members receive reliable, on-time equipment delivery with minimal administrative effort and maximum operational readiness	*

69	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	Jobbers will implement a dedicated Sourcewell Compliance Program immediately upon contract award. This program will be managed by the Contract Administration Department in coordination with Accounting and Sales Management, ensuring accurate and consistent application of Sourcewell pricing and reporting guidelines. 1. Pricing and Quotation Verification • A Sourcewell Master Pricing Spreadsheet will be created and maintained for all Harvey Industries and Eurovent products. • All sales quotes will reference this pricing file to ensure consistency with the approved discount structure. • Before issuance, every Sourcewell quote will be reviewed and approved by a Contract Administrator or Sales Manager for compliance and accuracy. • Quotes will include the Sourcewell contract number and administrative fee information to maintain a clear audit trail. 2. Purchase Order and Invoice Verification When a purchase order is received from a Sourcewell member: • The Jobbers team will verify that pricing, product details, and contract terms match the approved quote. • The same cross-check process will be applied at the invoicing stage to ensure that the purchase order, quote, and invoice are fully aligned. • Payment confirmation will be matched to the corresponding invoice for final verification. 3. Quarterly Reporting and Fee Remittance Jobbers will establish a quarterly reporting schedule consistent with Sourcewell requirements. Reports will include: • Participating entity details • Product descriptions and pricing • Sourcewell administrative fees • Dates of invoice and payment Administrative fees will be calculated automatically using a standardized Excel reporting template, verified by both the Contract Compliance Manager and Chief Financial Officer prior to submission. Fees will be remitted via ACH transfer to ensure timely, traceable payments. 4. Audit Trail and Record Retention All Sourcewell transactions will be stored in Jobbers' CRM and accounting systems under a dedicated contract code to ensure complete traceability. Supporting documents (quotes, POs, invoices, and payments) will be digitally archived for Sourcewell audit review upon request.
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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.	Jobbers Equipment Warehouse, Inc. will implement a structured performance tracking framework to evaluate the success of our Sourcewell partnership. While we already track operational and sales performance internally, this contract will incorporate new cooperative-specific Key Performance Indicators (KPIs) to ensure continuous improvement and alignment with Sourcewell objectives. Our initial metrics will include both quantitative and qualitative measures: 1. Contract Engagement Metrics • Number of Sourcewell member entities engaged quarterly. • Percentage of new vs. repeat cooperative customers. • Growth in Sourcewell-related quotes and completed projects. 2. Operational and Service Metrics • Average quote turnaround time (target: <48 hours). • On-time delivery and installation rate for exhaust removal systems. • Post-installation service response time and completion rate. 3. Customer Experience Metrics • Customer satisfaction rating based on post-project surveys. • Frequency and quality of follow-up communications. • Customer retention rate among Sourcewell members. 4. Partner and Supplier Metrics • Coordination efficiency with Harvey Industries and Eurovent production and logistics teams. • Lead time consistency for factory-sourced products. • Frequency of warranty or support claims per project. 5. Financial and Growth Metrics • Quarterly Sourcewell-attributed revenue growth. • Gross margin analysis by product line and service type. • Administrative fee compliance and reporting accuracy. These metrics will be reviewed quarterly by Jobbers' Sourcewell Contract Manager in coordination with sales and operations leadership. Data insights will guide strategic adjustments in pricing, service delivery, and marketing, ensuring that Jobbers continues to meet Sourcewell's cooperative goals while expanding national coverage and maintaining high customer satisfaction	*
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.	Jobbers Equipment Warehouse, Inc. proposes an administrative fee of 2.00% of total sales under the awarded Sourcewell contract. This fee will apply to all transactions completed with Sourcewell Participating Entities, including equipment, parts, and services provided through our Harvey Industries and Eurovent product lines. This administrative fee will be fully inclusive—Jobbers will absorb the cost of the remittance so that it does not appear as an added line item on member invoices. Payments will be remitted in accordance with Sourcewell's reporting schedule, typically on a quarterly basis, via check or ACH transfer as required. Jobbers will maintain detailed transaction records, including: Participating Entity information (name, address, and contact) Product or service description and total sale value Applicable Sourcewell administrative fee All reports will be verified by the Jobbers Contract Administrator prior to submission to ensure accuracy and compliance. This proposed fee structure supports Sourcewell's cooperative mission while allowing Jobbers Equipment Warehouse to sustain competitive pricing and maintain exceptional customer service to Participating Entities nationwide.	*

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.	Jobbers Equipment Warehouse is offering pricing that is equal to or better than the pricing we provide through other cooperative contracts, public-sector customers, and standard market channels. Our Sourcewell pricing structure is based on consistent percentage discounts from published manufacturer list prices (Harvey and Eurovent), ensuring fair, transparent, and competitive pricing for all participating entities nationwide. No other customers receive more favorable pricing than what is offered under this Sourcewell contract

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

Line Item	Question	Response *
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73	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	Jobbers Equipment Warehouse, Inc. proposes a comprehensive portfolio of vehicle exhaust removal and air filtration systems, equipment, and services specifically designed to meet the needs of public sector fleet maintenance, fire rescue, transit, and municipal facilities. Jobbers represents and distributes Harvey Industries and Eurovent, two leading manufacturers recognized for high-performance, code-compliant, and durable exhaust extraction and ventilation technologies. Our solutions are fully compliant with NFPA, OSHA, and ASHRAE standards for air quality and vehicle exhaust management, offering government and educational agencies complete, turnkey systems that ensure a safe and efficient work environment. 1. Vehicle Exhaust Removal Systems Jobbers offers a wide range of direct-source capture and general exhaust systems, including: • Overhead rail and hose systems – Flexible track-based systems allowing multiple bays to share a single ducted run, ideal for fleet and municipal garages. • Hose reel systems - spaced to provide specific location source capture. • Boom arm systems – Pivoting arm solutions that provide wide reach for high-bay or fire station applications. • Portable exhaust removal units – Mobile filtration carts and hose reels for small shops or temporary installations. • In-ground and underfloor systems – Fixed, low-profile systems designed for facilities requiring unobstructed floors and high durability. • Vehicle-mounted systems – For emergency and specialty vehicles requiring direct connection during idle operation. All Harvey and Eurovent systems feature high-efficiency hose materials, sealed ducting, to accommodate gasoline, diesel, and hybrid vehicles. 2. Filtration and Ventilation Systems Complementary air quality and filtration products include: • Central filtration units for multi-bay applications. • High-capacity fans and blowers for negative-pressure ventilation. • Make-up air units to maintain balanced air exchange rates. • Replacement filters, ducting, and accessories available through Jobbers' parts department. These systems are designed to meet or exceed indoor air quality requirements for municipal, transit, and educational vehicle service facilities. 3. Installation, Service, and Support Jobbers provides factory-trained installation and service using licensed mechanical contractors. Our services include: • System design and engineering using in-house CAD drafting. • Pre-construction consultation and project layout coordination. • On-site installation, start-up, and training. • Warranty service and preventive maintenance programs. We also offer custom fabrication and retrofitting for existing facilities, as well as ongoing technical support throughout the life of the system. 4. Optional and Value-Added Services • Design & Layout Services – In-house engineering staff deliver rapid-turnaround system layouts and drawings (often within 24–48 hours). • Project Management – Turnkey coordination from design through installation and commissioning. • Financing and Leasing Options • In-House Permitting and Compliance – Jobbers' permitting team manages local and state regulatory approvals when required. 5. Used or Refurbished Solutions At this time, Jobbers does not offer used or refurbished exhaust removal systems under this proposal. All equipment offered through the Sourcewell contract will be new, factory-certified products supplied directly from Harvey Industries or Eurovent. Jobbers' proposal provides Sourcewell and its Participating Entities with a complete, single-source solution for exhaust removal and air filtration needs — from system design and product supply to installation, maintenance, and training. Combined with over 60 years of experience in public and private fleet facility projects, Jobbers ensures reliability, compliance, and long-term value for cooperative members nationwide.
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74	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Jobbers Equipment Warehouse, Inc. offers a comprehensive range of products and services under the category of Vehicle Exhaust Removal and Filtering Systems. The following subcategories best describe our offerings under this solicitation: 1. Direct Vehicle Exhaust Capture Systems - o Overhead Rail and Hose Systems - o Boom Arm Exhaust Extraction Systems - o Portable Exhaust Removal Units - o In-Ground and Underfloor Exhaust Systems - o Vehicle-Mounted Exhaust Capture Solutions 2. Filtration and Ventilation Systems - o Centralized Air Filtration Units - o High-Volume Fans and Blowers - o Make-Up Air Systems - o Air Quality Monitoring and Control Accessories 3. Installation and Commissioning Services - o System design, layout, and engineering drawings - o On-site installation and startup - o Integration with facility mechanical and electrical systems 4. Maintenance and Support Services - o Preventive maintenance and inspection programs - o Filter replacement and system calibration services - o Warranty repair and post-installation support 5. Training and Technical Assistance - o Operator and maintenance staff training (onsite or virtual) - o System operation manuals and technical documentation - o Post-installation performance evaluations 6. Replacement Parts, Accessories, and Upgrades - o Exhaust hoses, nozzles, adapters, and fittings - o Controls, sensors, and remote start systems - o Retrofit kits for legacy systems 7. Custom and Specialty Applications - o Fire Station Exhaust Extraction Systems (NFPA 1500-compliant) - o Fleet, Transit, and Municipal Facility Solutions - o Retrofit designs for existing infrastructure All equipment and solutions provided through Jobbers Equipment Warehouse are new, factory-certified products from Harvey Industries and Eurovent, both of which maintain active U.S.-based manufacturing and distribution operations supporting nationwide coverage.
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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:		☒ Yes ☐ No	We offer Eurovent Vehicle Exhaust System and Harvey Industries Vehicle Exhaust System. Please see Eurovent and Harvey catalogs in the documents section	*
76		Overhead rail and hose systems	☒ Yes ☐ No	We offer Aluminum exhaust rails and components, and Hose Reels systems.	*
77		Boom Arm systems	☒ Yes ☐ No	We offer Boom Arm Systems	*
78		Portable exhaust removal units	☒ Yes ☐ No	We offer Portable exhaust extraction with hose adapter	*
79		In-ground and underfloor systems	☒ Yes ☐ No	We offer Inground and underfloor system with inground accessories	*
80		Vehicle-mounted systems	☒ Yes ☐ No	We offer Out-The-Door exhaust system with adapters.	*
81	Garage ventilation systems, such as:		☒ Yes ☐ No	We offer HVLS Fans in different sizes and Intake and Exhaust fans	*
82		Ventilation and air make-up air systems	☒ Yes ☐ No	We offer HVLS Fans in different sizes and Intake and Exhaust fans	*
83	Installation, maintenance, and scheduled services directly related and complementary to their offerings in 75 - 82.		☒ Yes ☐ No	Jobbers provides installation services, system start-up, and post-installation support for Harvey and Eurovent exhaust systems. We also offer scheduled maintenance, replacement components, and technical assistance to ensure long-term system performance.	*

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

Line Item 84. NOTICE: To identify any exception, or to request any modification, to Sourcwell 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 Sourcwell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	☐ Yes ☒ 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 Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcwell.

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 Information.pdf - Friday December 05, 2025 14:35:59
- [Financial Strength and Stability](#) - Financial Strenght.zip - Monday December 01, 2025 15:29:46
- [Marketing Plan/Samples](#) - Marketing Plan.zip - Friday December 05, 2025 14:36:09
- [WMBE/MBE/SBE or Related Certificates](#) - SBE Certification.pdf - Monday December 01, 2025 15:20:39
- [Standard Transaction Document Samples](#) - Standard Transaction.zip - Monday December 01, 2025 15:31:51
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Additional Documents - Jobbers Equipment Warehouse.zip - Monday December 08, 2025 14:28:15

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. - RONALD AHEARN, PRESIDENT, JOBBERS EQUIPMENT WAREHOUSE 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	☒	1