



MASTER AGREEMENT #012026
CATEGORY: Airside Ground Support Equipment with Related Services and Solutions
SUPPLIER: AERO Specialties, Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and AERO Specialties, Inc., 11175 W. Emerald St., Boise, ID 83713 (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 March 13, 2030, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (Solicitation #012026) to Participating Entities. In Scope solutions include:

Sourcewell is seeking proposals for Airside Ground Support Equipment (GSE) with Related Services and Solutions used to maintain aircraft in airfield operation areas including but not limited to the following. New, refurbished, and leasing options related to i.-vi. below may be considered.

- i. Pushback tractors;
- ii. Ground power units, pre-conditioned air units, and air start units;
- iii. Baggage and cargo handling equipment;
- iv. Lavatory, potable water, and aircraft maintenance trucks;
- v. Passenger boarding bridges, stairs, and access ramps; and,
- vi. Aircraft re-fueling equipment.

In addition to the primary solutions offered, proposers may offer complementary products and services directly related to those GSE solutions in i.-vi. above, including but not limited to the following: rentals, GSE fleet management systems, GSE pooling services, aircraft deicing equipment, dollies, bobtail trucks, replacement parts, electric GSE and charging stations, autonomous equipment, and ducting.

Proposers may also offer related analytics software and monitoring solutions and services to the extent those solutions are directly related to and complementary to the GSE solutions in i.-vi. above. Software solutions not related to GSE will not be considered. A stand-alone offering of software solutions will not be considered.

- 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:

i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.

ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.

iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to 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.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.
- ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.
- iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated

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

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

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

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

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

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

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

- ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.
- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

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

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

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

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

Article 2: 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 to within any transaction documents.
- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
- \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising

out of activities, “operations,” or “work” performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

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

Article 3: Supplier Obligations to Participating Entities

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

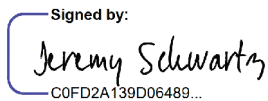
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such

terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

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

Sourcewell

AERO Specialties, Inc.

Signed by:

C0FD2A139D06489...

DocuSigned by:

8812FF1484CB4BA...

By: _____

By: _____

Jeremy Schwartz

Derek W. Rose

Title: Chief Procurement Officer

Title: VP of Sales

Date: 3/13/2026 | 9:57 AM CDT

Date: 3/12/2026 | 7:55 PM PDT

RFP 012026 - Airside Ground Support Equipment with Related Services and Solutions

Vendor Details

Company Name: AERO Specialties, Inc.
Address: 11175 W. Emerald
Boise, ID 83713
Contact: Derek Rose
Email: derek@aerospecialties.com
Phone: 208-378-9888
Fax: 208-378-9889
HST#: 820517302

Submission Details

Created On: Tuesday January 06, 2026 13:03:16
Submitted On: Tuesday January 20, 2026 14:33:18
Submitted By: Derek Rose
Email: derek@aerospecialties.com
Transaction #: db3433c6-35f3-4c30-93a8-3cccc616ebe3
Submitter's IP Address: 147.243.180.54

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.	Derek W. Rose
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	None at this time, other than the bidder AERO Specialties offering our groups complete catalogue of OEM products.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Cage: 0T652, UEI: G2NEVSFVF3Y5
5	Provide your NAICS code applicable to Solutions proposed.	336413
6	Proposer Physical Address:	11175 W Emerald St. Boise, ID 83713 USA
7	Proposer website address (or addresses):	https://www.aerospecialties.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):	Derek W. Rose VP of Sales 11175 W. Emerald Boise, ID 83713 USA derek@aerospecialties.com +1-208-378-9888
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Derek W. Rose VP of Sales 11175 W. Emerald Boise, ID 83713 USA derek@aerospecialties.com +1-208-378-9888
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Pete Johnson Director of Sales & Service 11175 W. Emerald Boise, ID 83713 USA pete.johnson@aerospecialties.com +1-208-378-9888 Brad Streeter CEO 11175 W. Emerald Boise, ID 83713 USA brad.streeter@aerospecialties.com +1-208-378-9888 Paul Gioeli Sales Administration and Operations Manager 11175 W. Emerald Boise, ID 83713 USA paul.gioeli@aerospecialties.com +1-208-378-9888

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

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Founded in 1986 by Matt Sheehan in Boise, Idaho, AERO Specialties has grown from a small refurbishment-focused operation into one of the world's premier providers of aircraft and airport ground support equipment (GSE). With nearly 40 years of experience and more than 21,000 active customers worldwide, AERO Specialties delivers complete GSE solutions to corporate, FBO, MRO, military, airline, and general aviation customers across North America and internationally.</p> <p>AERO Specialties manufactures industrial-grade GSE, including OEM aircraft towbars and heads, ground power units (GPUs), hydraulic power units (HPUs), oxygen and nitrogen service systems, lavatory and potable water carts, maintenance stands, and fluid transfer systems. Our products are precision-built using premium aircraft-grade materials and incorporate advanced technologies designed to protect aircraft, enhance safety, and safeguard customer investments. In addition to AERO Specialties OEM offerings, AERO is also a factory direct source for TLD and numerous other leading manufacturers whom are part of the same group of companies (Alvest Group), with their wide breath of products AERO offers a comprehensive portfolio capable of meeting virtually any aircraft servicing requirement.</p> <p>The company's core values center on integrity, transparency, customer commitment, innovation, and continuous improvement. AERO Specialties operates with honesty and fairness toward employees, partners, and customers, while fostering an inclusive, multicultural, and collaborative work environment. Our business philosophy emphasizes long-term value creation over short-term decision-making, lean and cost-conscious operations, and empowering employees through hands-on training and professional development. AERO maintains an open-door culture that encourages new ideas, constructive challenge, and shared accountability.</p> <p>AERO Specialties' longevity in the aviation industry is rooted in the balance of traditional hands-on manufacturing quality with responsive innovation. The company is widely recognized for technological and safety advancements such as the SiPsHitch™ Linear Force Monitoring System, the patented Safe-Lav system, and the JetGo 28-IBS Electric GPU. These innovations, combined with robust product warranties and exceptional post-sale support, have earned AERO the trust of leading aerospace organizations, airlines, military branches, OEMs, and global FBO networks. In 2016, AERO Specialties joined the Alvest Group, significantly expanding its global footprint, resources, and authorized manufacturer partnerships. Today, AERO operates across the globe, with ~30% of its business supporting export markets. This international strength, coupled with proven performance, underscores AERO Specialties' enduring stability, reliability, and leadership in delivering high-quality GSE solutions worldwide.</p>

<p>12</p>	<p>What are your company's expectations in the event of an award?</p>	<p>AERO Specialties is highly motivated to establish a strong and productive partnership with Sourcewell and its participating members. Many of our customers have specifically requested that AERO join Sourcewell, and we view a Sourcewell award as a natural extension of our successful public-sector engagement. Based on our proven performance and growth under our existing GSA contract, we fully expect similar, if not greater success through a Sourcewell partnership. Our expectation are to increase sales and market presence and awareness for both AERO Specialties and Sourcewell.</p> <p>In the event of an award, AERO Specialties will immediately implement a comprehensive, well-defined strategy to ensure mutual success. Internal procedures and workflows for maximizing the value of a Sourcewell contract are already being developed and refined. Drawing on our experience administering and growing our GSA contract, AERO will initiate a training program for our entire sales organization. This program will ensure complete familiarity with Sourcewell members, purchasing processes, and contract requirements. AERO Specialties will also leverage Sourcewell's training and educational resources, including direct engagement with the Sourcewell team and customers, to effectively execute a Sourcewell contract.</p> <p>To support adoption and utilization of the contract, AERO will actively promote the Sourcewell partnership through internal communications, targeted sales outreach, email campaigns, social media, and other marketing channels (with approval from Sourcewell, per the T&Cs). Following award, AERO Specialties will proactively analyze the needs of Sourcewell members to align our comprehensive aircraft and airport ground support equipment (GSE) solutions with their operational requirements. We anticipate that this collaboration will expand our customer base, most notably among government, municipal, and public-sector aviation operators. Additionally, the Sourcewell framework presents a valuable opportunity to further expand AERO Specialties' service and support to customers in Canada as well as our Military customers.</p> <p>Overall, AERO Specialties expects a Sourcewell award to result in a successful, long-term partnership built on demonstrated contract performance, strong customer demand, and a shared commitment to delivering exceptional value to Sourcewell members.</p>
<p>13</p>	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>AERO Specialties consistently demonstrates strong financial stability, disciplined cost management, and sustained profitability, supported by both its standalone operating performance and its position within the Alvest Group, a global aviation services organization with approximately \$1 billion in annual revenue.</p> <p>AERO Specialties generated strong total sales in 2024 & 2025, even in the midst of uncertainty in the marketplace. Our sales reflect a consistent revenue base across equipment sales, parts distribution, and service and maintenance activities. Sales are well diversified across products, parts, service and global regions, reducing dependency on any single revenue stream and creating a diversified supplier. AERO Specialties maintains strong cost controls, with operating expenses and direct costs consistently managed relative to revenue. The company operates with low financial leverage and minimal interest expense, further underscoring its financial stability and prudent financial management. AERO Specialties is also audited by an outside financial firm/third part at least 1-2 times per year (in addition to GSA and GAAP audits).</p> <p>In addition to its standalone performance, AERO Specialties benefits significantly from being part of the Alvest Group, a financially strong, privately held global aviation group serving airports, airlines, and defense customers worldwide. Alvest Group's scale, capital resources, and global infrastructure further enhance AERO's long-term stability, supply chain resilience, and capacity to support large, multi-year customer commitments and to produce new technologically innovative equipment.</p> <p>Together, AERO Specialties' positive operating results, consistent profitability, conservative financial structure, and the backing of a billion-dollar global parent organization demonstrate the financial strength, stability, and reliability required to successfully support long-term contracts and public-sector customers.</p> <p>Supporting financial documentation has been uploaded as requested, but not mentioned in the above per the question requirements.</p>

<p>14</p>	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>The aviation industry is a large one, and very diversified across many suppliers (large and small) and the aircraft ground support equipment (GSE) market is not a single, unified market with a definitive size or share calculation. GSE demand varies significantly by customer segment, product category, and mission profile, and there is no comprehensive industry data source that aggregates total GSE sales across all segments.</p> <p>However, AERO Specialties supplies GSE to multiple distinct aviation markets, with the most important to our business model being the below types:</p> <ul style="list-style-type: none"> • Fixed Base Operators (FBOs) • Maintenance, Repair & Overhaul (MRO) providers • Corporate and business aviation flight departments • Individual aircraft owners • U.S. military and government customers <p>Each of these segments exhibits different competitive landscapes (and different competing companies), making an all-inclusive or externally validated market share calculation difficult. Our group however does track data and market share per product and per segment, using company internal systems and algorithms. This information is company confidential, but can be shared with Sourcewell upon request and per a non-disclosure understanding.</p> <p>That said, within U.S. business aviation, and specifically within the core GSE product categories that AERO Specialties and TLD design, manufacture, and sell, AERO estimates its market share to be approximately 30%. This estimate is informed by several long-standing internal and market-facing indicators, including:</p> <ul style="list-style-type: none"> • Decades of sales performance and a large installed equipment base • High customer concentration and strong repeat-purchase behavior • AERO group company insight and competitive intelligence • Broad AERO brand penetration and equipment standardization at major FBOs, corporate operators, and aviation service providers <p>While this estimate cannot be independently verified due to the absence of published, segment-specific market data, it represents a reasonable, informed assessment of AERO Specialties' position as a leading supplier within the U.S. business aviation and Government GSE market.</p>
<p>15</p>	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Similar to the U.S., the aircraft ground support equipment market in Canada does not have a single, comprehensive industry source that quantifies total market size or shares across all segments. The Canadian aviation support market is diverse and consists of multiple customer groups for AERO and our subsidiaries, such as commercial airlines, fixed base operators (FBOs), maintenance providers (MROs), business aviation operators, and government/military agencies. Based on AERO Specialties' long-term sales performance, installed equipment base, customer relationships, and competitive positioning, we estimate that AERO Specialties holds a meaningful share of the Canadian business aviation and specialized GSE segments (MRO, MIL, FBO and Regional Airlines)</p> <p>AERO Specialties' equipment is widely specified and used by major Canadian business aviation operators and FBOs and our company's catalog is highly represented across Canadian operators relative to competitors. This is mainly due to 30+ years of sales into the Canadian marketplace and an active and loyal customer base, particularly in business aviation and private aircraft servicing.</p> <p>While we cannot assign a precise percentage from an independent third-party validation, our internal estimate places AERO's penetration in the Canadian business aviation GSE market at a level comparable and perhaps higher to its position in the U.S. business aviation sector (~30-40%). This reflects the company's historical strength in Canada, where GSE demand is concentrated among less customers (due to geography and country size), but also a market that values product reliability, service support, and established supplier relationships. Canada is generally our second largest market, behind the USA and AERO has been a decades long exporter to this market (and has won or been nominated for multiple export awards).</p>
<p>16</p>	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>AERO Specialties has maintained a long history of financial strength and stability since its founding and has never filed for bankruptcy protection or been subject to any bankruptcy proceedings. The company has consistently operated as a financially sound organization, meeting its obligations and supporting long-term customer and partner relationships. AERO Specialties confirms that it is not currently involved in, nor has it ever initiated, any bankruptcy or insolvency proceedings, and will not be entering into any bankruptcy proceedings during the pendency of this RFP evaluation, contract term or in the future.</p>

<p>17</p>	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>AERO Specialties and our sister TLD facilities are globally recognized manufacturers with a heavy concentration in service and support through our technicians and other service branches (Alvest Equipment Services, Smart Airport Solutions, LINK, XOPS and many others). AERO Specialties designs and manufactures a comprehensive range of GSE, including aircraft towbars and towbar heads, hydraulic power units (HPU), ground power units (GPU) including electric and hybrid models, oxygen and nitrogen service systems, lavatory and potable water service carts, fluid transfer systems, maintenance stands and access platforms, and other specialized aircraft servicing equipment.</p> <p>Our sister company, TLD, is a global leader in GSE manufacturing, designs and produces a broad portfolio of equipment for airlines, airports, ground handlers, and military operators worldwide. TLD-manufactured products include aircraft tow and pushback tractors, belt loaders, baggage and cargo loaders, container and pallet loaders, passenger stairs, ground power units, air start units, lavatory and water service vehicles, and other specialized ramp support equipment. TLD equipment is widely standardized at major airports and airlines due to its proven durability, safety, and lifecycle value.</p> <p>AERO Specialties and TLD complements its manufacturing strength with an extensive global service infrastructure, including regional service centers, field technicians, parts distribution hubs, and technical training programs across North America, Europe, Asia, the Middle East, Africa and other key aviation regions. This global support model ensures rapid response, consistent service standards, and complete lifecycle support for customers operating in diverse and demanding environments. The majority of the sales and service provided by our company is with AERO Specialties and TLD employees. In certain countries outside of the USA, we do utilize service agents from third parties (but 95% of our sales and service force are company employed and internal personnel).</p>
<p>18</p>	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>All factories and subsidiaries must be ISO9001 and ISO14001 certified. In addition, AERO Specialties' products comply with a wide range of international, national, and industry standards, including but not limited to; CE Certification and European Directives, Food and Drug Administration ((FDA) lavatory and water product); Compressed Gas Association (CGA) Standards (O2 & N2 products); National Institute of Standards and Technology (NIST); MIL-H-26633, MIL-STD-45662A, and MIL-STD-704E (all FAR/DFAR requirements); Society of Automotive Engineers (SAE-ARP); National Fire Protection Association (NFPA); American Society of Mechanical Engineers (ASME); Underwriters Laboratories (UL) Standard 252; Environmental Protection Agency (EPA) Standards and Engine "Tier" Emissions Requirements; International Organization for Standardization ISO 6858 – Aircraft Ground Support Electrical Supplies General Requirements; and Occupational Safety & Health Administration (OSHA) standards.</p>
<p>19</p>	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>AERO Specialties confirms that neither the company nor any sister, group or partner facility (or any Responsible Party associated with this proposal) has ever had any current or past debarments, suspensions, or exclusions within the past seven years. Furthermore, in the entire history of the company, AERO Specialties has never defaulted on any government, military, or commercial contract. The company has consistently demonstrated full compliance, reliability, and integrity in all contractual obligations, reflecting a long-standing record of responsible performance and ethical business practices.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>AERO Specialties is ISO14001 and ISO9001 ESG and Quality certified (among other industry standards adhered to), other recent industry awards and recognition we have earned include:</p> <ul style="list-style-type: none"> • President’s “E” Award for Exports (2016) AERO Specialties was honored with the President’s “E” Award, the highest U.S. recognition for significant contribution to expanding U.S. exports, presented by the U.S. Secretary of Commerce. • U.S. Small Business Administration (SBA) Northwest Region Exporter of the Year (2011) The company was named the Northwest Region Exporter of the Year by the SBA. • Idaho Exporter of the Year (2011) In addition to the regional honor, AERO Specialties was also recognized as the SBA Exporter of the Year for Idaho. • U.S. Department of Commerce Export Achievement Certificate (2009) Awarded in recognition of the company’s export growth and success in international markets. • Boise Metro Chamber of Commerce Small Business of the Year (2002) The local chamber recognized AERO Specialties for its business achievements. • Good Design Award (2020) Their JetGo 900 aircraft ground power unit won a Good Design Award for 2020—an international honor for innovative and cutting-edge design. • Ground Support Worldwide Team Leader of the Year (2015) Matthew Sheehan, founder of AERO Specialties, was named Team Leader of the Year at the GSE Expo Worldwide, recognizing leadership excellence • GSE Manufacturer of the Year — Pride of Ground Handling Awards 2025 * •TLD was named GSE Manufacturer of the Year at the 2025 Pride of Ground Handling International Awards, recognizing excellence in ground support equipment manufacturing. • Ground Support Worldwide – 2024 Product Leader of the Year TLD won the Product Leader of the Year award from Ground Support Worldwide for its innovative electric GSE solutions, specifically the POWER-409 and START-180 electric units. • “Award-Winning Zero-Emission GSE” Branding / Recognition TLD promotes its portfolio as award-winning zero-emission ground support equipment under its Leaner & Greener program, reflecting industry recognition for sustainability and innovation (though this is general branding often tied to specific product accolades). • EcoVadis Silver Medal (2024/2025) Alvest (including its Sage Parts and AES companies) completed an EcoVadis sustainability assessment and earned a Silver medal with a score of 71/100, placing the group in approximately the top 9% of companies globally evaluated for environmental, labor, ethics, and sustainable procurement criteria. • Best GSE Innovation Shortlist, Pride of Ground Handling Awards 2025 An Alvest-related product (the EZTow autonomous tow tractor, built by TLD in partnership with TractEasy) was shortlisted for the “Best GSE Innovation” award at the Pride of Ground Handling Awards 2025. • Aviation Excellence Nominations Alvest regional branches, such as, Alvest Arabia Equipment Services have been included in nominations for industry awards such as the Airport Excellence Awards (Global Airports Forum), reflecting industry recognition of their operational contributions.
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21	What percentage of your sales are to the governmental sector in the past three years?	<p>While the majority of AERO Specialties' sales are to commercial aviation and private aviation operators, we are proud to serve government, city, and state entities as well. On average, approximately 5% of our annual sales are made to these public-sector organizations, including municipal airports, government and federal agencies, and city and state entities.</p> <p>We are extremely well known as a supplier in the public sector, due to decades of experience and separate company branches focused on supporting these customer segments. We are always actively working to increase this segment through strategic partnerships and cooperative purchasing opportunities. For example, via our collaboration with Sourcewell allows government and educational members to access our full range of aviation ground support equipment easily, with pre-negotiated pricing, compliance assurances, and dedicated support.</p> <p>By leveraging these partnerships and emphasizing our technologically advanced and safety-driven products, AERO Specialties is committed to growing its presence in the public sector delivering reliable, efficient, and cost-effective solutions to our customers.</p>
22	What percentage of your sales are to the education sector in the past three years?	<p>We do currently sell and support many aviation technical colleges and institutions, most notably tech schools, Universities and University flight departments. However, the overall percent of our sales in the education sector are low (less than 1%). This is a segment we are actively working on growing through marketing, customer visits as well as awareness through procurement networks such as Sourcewell. We have a full suite of products for this type of customer segment, and while we do service the aviation education sector frequently, it's a very small portion of our current business (currently .4% of our business).</p>
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>We do not currently hold any active cooperative purchasing agreements other than our GSA contract (GS-30F-0030X). A Sourcewell award would be our only statewide cooperate purchasing agreement.</p>
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>GSA contract GS-30F-0030X. In years past, we have done over \$250,000,000 in sales via GSA (through some large Blanket Purchase Agreements (BPAs) and USAF DPAS requirements). The larger BPAs have been closed as completed in 2022 and over the last three years our GSA sales volumes have been:</p> <p>2023: \$235,500 2024: \$1,807,900 2025: \$349,073</p>

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *
Mesa Gateway Airport	Ray Logsdon	480-988-7729
Hagerstown Regional Airport	Neil R. Doran	240-313-2764
Lee County Port Authority / Southwest Florida International Airport	Andrew Salmiery	239-590-4641
Greenville-Spartanburg Airport / Cerulean General Aviation	Steve Bowlin	864-848-6224
Horry County Department of Airports	Tammy Burke	843-839-6750

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

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

Line Item	Question	Response *
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26	Sales force.	<p>AERO Specialties' North American sales force is comprised exclusively of direct sales conducted by company employees. The team includes remote sales professionals based in Canada, Mexico and the USA, with the majority of sales personnel located at our main office in Boise, Idaho. In total, AERO Specialties employs eight sales professionals dedicated to serving the North American market. We do not utilize distributors or commissioned sales agents in North America. On occasion, we may collaborate with third-party brokers on a limited, transactional basis when appropriate (such as leasing companies, etc), but all primary customer engagement, technical support, and account management are handled directly by AERO Specialties employees to ensure consistent quality, responsiveness, and accountability across all customer interactions.</p> <p>Similarly, TLD's North American sales team is composed of direct, company-employed personnel who are responsible for all customer-facing activities, including sales, technical support, and account management. The AERO and TLD team work closely with customers throughout the United States, Canada and Mexico to provide expert guidance, product solutions, and product support. Like AERO, TLD does not rely on distributors or commissioned sales agents in North America, ensuring that all customers benefit from direct, reliable, and fully accountable service and support.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>AERO Specialties does not maintain formal dealer or distributor agreements nor an authorized reseller network in North America. Instead, the company primarily sells directly to customers, ensuring full control over product quality, customer support, technical guidance, and service responsiveness. Direct sales allow AERO Specialties to maintain close relationships with its customers, provide expert guidance on equipment selection and customization, and deliver timely lifecycle support for all products.</p> <p>From time to time, AERO Specialties may collaborate with third-party brokers or select small-business government resellers to meet specific customer or program requirements. The company maintains an active small-business subcontracting plan with the U.S. Government and frequently supports set-aside contracts in partnership with Small Disadvantaged Businesses, 8(a) participants, 3PA companies, and other Minority-Serving Institutions. This approach balances direct customer engagement with targeted partnerships to fulfill specialized needs while maintaining the company's high standards for service and accountability.</p>
28	Service force.	<p>AERO Specialties is part of the Alvest Group, which has the largest service and support force in our industry. In addition to the AERO service technicians at our Boise, ID headquarters, AERO Specialties leverages our groups worldwide service organization to provide service and warranty support virtually anywhere in the world; reflecting the group's motto: "Local support, total commitment" and "We sell GSE, but specialize in Service". This global network ensures that our complete range of equipment is backed by an unparalleled combination of local and international customer support.</p> <p>In addition to the Alvest Group's global capabilities and the hundreds of technicians employed, AERO Specialties maintains its own dedicated service team of six experienced personnel who provide hands-on support for the equipment manufactured at our Boise, ID facility. This team is available for troubleshooting, field service, preventive maintenance, service-related requirements as well as onsite equipment training and commissioning. Together, the combination of AERO Specialties' direct service team, the TLD service team and the Alvest Group's global infrastructure allows us to provide unmatched service coverage for North America and worldwide.</p> <p>After sales service is the most important factor in our business' success and something we take extremely seriously. With multiple systems in place to track service requests from initiation to completion via the groups "Extranet", which acts as a centralized, secure, and web-based hub for after-sales support. It integrates with Alvest Groups global network, including 45 service locations to provide real-time information on equipment and full equipment records, such as Warranty Service (and status), Service Bulletins (SBs), Preventative Maintenance (PMs). Our LINK system also allows remote/wireless troubleshooting and evaluation of equipment parameters. Additional information and presentations regarding our service sites and field technicians can be provided to demonstrate the full depth and reach of our support network.</p>

<p>29</p>	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>At AERO Specialties, the ordering process from quotation to invoice is handled directly (without dealers or distributors). The ordering process is a major part of our customer service excellence and is a company-wide priority, as it is often our first “touch” with a customer. We are recognized across the ground support equipment (GSE) industry for our responsiveness, accountability, and ability to resolve issues quickly and effectively as part of normal business operations. General sales process for our sales staff is as follows:</p> <ol style="list-style-type: none"> 1. Customer Requirement Identification: The process begins with a thorough understanding of the customer’s needs. Our sales team engages directly with the customer to gather detailed information about operational requirements, aircraft type, required specifications, and any special customization or service needs. This ensures the solution we provide is fully aligned with the customer’s objectives. 2. Quotation: Based on the collected requirements, AERO Specialties prepares a detailed, customized quote. The quote outlines product specifications, options, pricing, lead times, and any applicable warranties or service agreements. Customers have direct access to our sales team to discuss options, ask questions, and refine the solution before finalizing the purchase. 3. Sales Order: Once the customer approves the quote, a formal sales order is created. This document confirms all product specifications, delivery terms, payment terms, and any special instructions. The sales order serves as the official contract between AERO Specialties and the customer. 4. Equipment Manufacturing/Preparation: Depending on the order, equipment is manufactured or configured to meet customer requirements. Throughout this stage, our internal teams coordinate closely with production, quality control, and service departments to ensure the equipment meets AERO Specialties’ high standards for performance and reliability as well as the customers call outs and requirements. 5. Delivery and Installation: The equipment is shipped or delivered according to the agreed schedule. Our service or field teams can provide on-site installation, training, and operational guidance, ensuring the customer can safely and effectively deploy the GSE immediately. 6. Invoice and Payment: After delivery and confirmation of customer satisfaction, AERO Specialties issues the invoice in accordance with the agreed payment terms. Any questions or follow-ups related to billing are handled promptly by our sales and accounting teams to ensure a smooth transaction. <p>Throughout this process, customers benefit from direct communication with company-employed sales and support personnel, eliminating delays and miscommunication. This structured, transparent approach ensures accuracy, accountability, and responsiveness.</p>
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<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>At AERO Specialties, customer service is a core part of our company culture and a defining differentiator. Our approach is built on responsiveness, accountability, and proactive problem solving, ensuring that every customer receives timely, accurate, and reliable support.</p> <p>Immediate, Human Response: Customers always reach a live person during business hours, beginning with our receptionist and continuing through every level of support. We do not rely on automated phone trees or outsourced call centers. When a customer contacts us, their issue is acknowledged immediately and routed to the appropriate internal expert for swift resolution.</p> <p>Fast Response Times: Our standard is same-day response, quotation, or resolution whenever possible. Because our service team works closely with sales, shipping, billing, manufacturing, and field service, most questions or issues are addressed within the same business day. For more complex matters, customers are kept informed with timely updates until full resolution is achieved (via phone, email or our Extranet system outlined in earlier questions).</p> <p>Direct Access to Subject Matter Experts: Customers have direct, internal access to experts across multiple departments, including sales and order management, shipping and logistics, billing and invoicing, field service and technical support, and warranty/product support. This structure eliminates handoffs, delays, and miscommunication, ensuring solutions are coordinated efficiently without repeated explanations or third-party callbacks.</p> <p>Proactive Problem Solving: Our team takes full ownership of every issue. Whether it involves a shipment, invoice, service requirement, or product performance, concerns are addressed quickly, transparently, and with the long-term customer relationship in mind.</p> <p>Service Provider Support and Incentives: When third-party service providers are engaged, AERO Specialties ensures clear communication, rapid authorization, and efficient warranty processing, incentivizing timely, high-quality field support and maintaining consistent service standards globally.</p> <p>Service-Based Culture: Customer service at AERO Specialties is embedded in every aspect of our operations. All employees understand that responsiveness, accountability, and follow-through directly impact our reputation and customer trust. Service is treated as a daily operational priority, not an afterthought.</p> <p>Response Time Commitment: We maintain a company-wide standard of responding to all inquiries within 24 hours or less, with urgent or critical issues prioritized for immediate attention.</p> <p>Non-Commissioned Sales Team: AERO Specialties' sales team operates on a non-commissioned basis, ensuring that all recommendations are guided solely by the customer's needs rather than individual incentives. This allows our team to provide objective, accurate guidance, helping customers select the right equipment, parts, and services without pressure or bias. By removing the influence of commissions, our sales professionals can fully understand customer requirements, provide detailed quotes, and offer technical advice aligned with operational goals and budget priorities. Customers benefit from a trusted, consultative relationship focused on long-term satisfaction, reliability, and operational success. Each sales member has defined goals based on sales and customer service that must be met, and are reviewed internally on a semi or annual basis (depending on dept).</p>
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31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>For over four decades, AERO Specialties has been a trusted U.S.-based manufacturer and supplier of aircraft ground support equipment, serving commercial, business, government, and military aviation customers worldwide. Our products are engineered with a focus on safety, durability, and operational efficiency, aligning directly with the needs of public agencies and cooperatives served by Sourcewell.</p> <p>We understand that Sourcewell members value reliability, competitive pricing, and simplified procurement. AERO Specialties is fully committed to supporting cooperative purchasing by providing solutions that reduce administrative burden while delivering long-term operational and financial value. From towbars and ground power units to service carts, stairs, and maintenance equipment, our broad product portfolio allows Sourcewell members to source critical aviation support equipment from a single, trusted partner.</p> <p>Beyond our products, AERO Specialties brings a customer first culture, emphasizing responsive service, technical expertise, and collaborative problem-solving. Our North American and global service networks ensure timely support, troubleshooting, and warranty services for all equipment. Our experience working with government agencies, airports, and public entities gives us a deep understanding of compliance, transparency, and accountability requirements.</p> <p>AERO Specialties is ready and eager to support Sourcewell members, and to help public aviation operations run safer, more efficiently, and more cost effectively. We are committed to building long-term partnerships and serving as a dependable resource for Sourcewell members today and into the future.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>AERO Specialties is excited to partner with Sourcewell as a means to expand our customer base and strengthen our product presence in Canada. Many of our current and prospective customers in the USA and Canada have expressed interest in AERO partnering with Sourcewell cooperative purchasing opportunities, and we see this partnership as a strategic way to provide them with streamlined access to our products.</p> <p>Through Sourcewell, AERO Specialties can leverage our extensive experience in supplying commercial, business, government, and military aviation customers to deliver reliable, safe, and efficient solutions that meet the specific needs of Canadian operators. Our team is committed to providing responsive service, technical expertise, and on-time delivery, ensuring that Sourcewell members across Canada receive the same high standard of support that has defined our operations for over four decades.</p> <p>We view this collaboration as an opportunity to grow our footprint, enhance cooperative purchasing efficiency, and build long-term relationships with Canadian aviation organizations, delivering value while expanding awareness of AERO Specialties' industry-leading products and services.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>AERO Specialties is committed to providing Sourcewell members with full service and access to our complete range of ground support equipment (GSE) across all 50 U.S. states and the entirety of Canada. We do not have any geographic limitations in the USA or Canada. We have built a secure, dependable shipment and distribution network that ensures reliable delivery and support throughout North America and beyond. This infrastructure, combined with our dedicated sales and service teams, allows us to respond quickly, maintain consistent service standards, and meet the operational needs of Sourcewell members wherever they are located.</p> <p>We maintain strict compliance and ethical standards and will not conduct business with any barred, suspended, or debarred companies or individuals regardless of their location.</p>	*
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.	<p>AERO Specialties will provide full access to our solutions to all eligible Sourcewell participating entities without limitations. However, competitors seeking out pricing or information as well as any barred, suspended, or debarred companies or individuals will not have access to our solutions on Sourcewell. This restriction ensures compliance with federal and state regulations, protects our business integrity, and maintains fair and ethical access to our products and services for all eligible participants.</p>	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>AERO Specialties sells products daily to customers in Hawaii, Alaska and US territories and works closely with customers in these regions to provide full access to our products and services for participating entities in Hawaii, Alaska, and U.S. territories. Due to the logistical and shipping realities of these locations, delivery timelines may be longer than in the continental United States, and additional freight or handling costs may apply (as generally these locations would require air or ocean vessel shipment). All other terms, product availability, and service support remain consistent with our standard offerings.</p>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes, we value and appreciate supporting nonprofit entities and will go above and beyond for this type of customer.</p>	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>AERO Specialties is fully committed to supporting Sourcewell members, and efficiently marketing our products through the Sourcewell platform is a key component of that commitment. Our marketing strategy is designed to increase awareness, drive engagement, support sales, and enhance the value of cooperative purchasing for government agencies, educational institutions, and public-sector operators.</p> <p>Objectives:</p> <ol style="list-style-type: none"> 1. Increase Awareness: Ensure Sourcewell members recognize AERO Specialties as a trusted provider of ground support equipment (GSE). 2. Drive Engagement: Educate members on product capabilities, safety features, and technological advantages. 3. Support Sales: Generate inquiries and purchases with clear, accessible product information and procurement guidance. 4. Enhance Value: Demonstrate the benefits of cooperative purchasing, including pre-negotiated pricing, compliance, and convenience. <p>Target Audience:</p> <ul style="list-style-type: none"> • Government Agencies: Airports, FAA facilities, municipal airports, federal aviation organizations, and military operations. • Educational Institutions: Aviation programs, technical schools, and universities with aviation curricula. • Public-Sector Operators: Entities managing airports, flight training centers, or other aviation operations. <p>Marketing Channels & Tactics:</p> <ol style="list-style-type: none"> 1. Sourcewell Online Presence <ul style="list-style-type: none"> • Dedicated Customer & Informational Pages: Visually engaging pages highlighting key products (tow tractors, GPUs, towbars, SiPsHitch™ system), specifications, safety features, downloadable datasheets, videos, and case studies. • Search Engine & Portal Optimization: Optimized for both Sourcewell and external search engines using relevant keywords such as “airport GSE,” “aircraft towing safety,” and “cooperative purchasing GSE.” 2. Email Marketing Campaigns <ul style="list-style-type: none"> • Targeted Email Blasts: Personalized messages to Sourcewell members highlighting products, cooperative purchasing benefits, innovations, and safety technologies. • Educational Series: Email campaigns educating members on product safety, technological advancements, cost savings, and operational efficiencies, including videos and demos. 3. Marketing Materials <ul style="list-style-type: none"> • Digital Brochures & PDFs: Professionally designed content detailing product specifications, safety innovations, and Sourcewell purchasing advantages. • Case Studies & Success Stories: Demonstrate measurable results from government, airport, and educational customers using AERO Specialties products. • Videos & Demonstrations: Short videos showcasing product features, safety systems, and operational efficiency, hosted on Sourcewell pages, emails, and social media. 4. Web & Social Media Integration <ul style="list-style-type: none"> • Sourcewell Landing Page Integration: Branded pages with interactive demos, technical specs, and direct links to Sourcewell purchasing options. • Social Media Campaigns: Promote educational content, product innovations, and cooperative purchasing benefits on LinkedIn, X (Twitter), and YouTube. • SEO & Content Marketing: Publish articles, blogs, and whitepapers on GSE safety, innovation, and procurement best practices, linking directly to Sourcewell pages. 5. Member Engagement & Webinars <ul style="list-style-type: none"> • Live Webinars & Virtual Demos: Demonstrate product capabilities, safety features (SiPsHitch™, ASD), and answer member-specific procurement questions. • On-Site Demonstrations: Regional equipment demonstrations at airports, schools, or government facilities to showcase real-world use. 6. Team Training on Sourcewell Partnership <ul style="list-style-type: none"> • AERO Specialties personnel will receive comprehensive training on the Sourcewell program, enabling them to effectively communicate benefits, guide customers through cooperative purchasing, and generate leads in underserved sectors such as government, education, and non-profits. • Staff will be trained to collaborate with Sourcewell teams and optimize member engagement, ensuring accurate, timely, and helpful support. 7. Measurement & Reporting <ul style="list-style-type: none"> • Performance Metrics: Track page views, downloads, email open rates, click-throughs, inquiry submissions, webinar participation, and demo requests. • Continuous Improvement: Analyze analytics to refine messaging, campaigns, and engagement strategies for maximum ROI and member satisfaction.

		<p>By combining online presence, email marketing, educational materials, multimedia content, live engagement, and team training, AERO Specialties will increase visibility, generate qualified leads, strengthen member purchasing confidence, and maximize the benefits of the Sourcewell partnership for all participating entities.</p>
38	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>AERO Specialties leverages a wide range of digital technologies to maximize the effectiveness of our marketing and promotional efforts, which we will also employ for Sourcewell. We have two (2) full time employees responsible for such activities and implementing these marketing tools. These tools are fully integrated into our broader campaign strategy to inform current and prospective customers, team members, and partners about the advantages of a Sourcewell partnership. Key digital marketing channels and strategies include:</p> <ul style="list-style-type: none"> • Dedicated Sourcewell/AERO Webpage: We will create and maintain a comprehensive webpage featuring product details, contract benefits, downloadable resources, and media content designed to educate members and facilitate procurement. • Digital Press and Announcements: Press releases and digital publications will be used to publicize the partnership and communicate updates, product launches, and cooperative purchasing opportunities. • Targeted Online Advertising: Geotargeted, industry-specific, and demographic-focused campaigns will promote Sourcewell cooperative purchasing to current and prospective members. • Analytics and Data-Driven Optimization: All digital assets, including email campaigns, social media posts, web traffic, and online advertising, will be monitored with analytics tools. Engagement and conversion data will be tracked to refine messaging, optimize campaigns, and ensure maximum reach and effectiveness. • Video Content: AERO Specialties produces instructional, demonstration, and product overview videos. Following a Sourcewell award, we will create videos highlighting the partnership's benefits and serve as educational and training resources for sales teams and members. Customer testimonials and case studies will also be published as videos and embedded on the Sourcewell webpage. <p>By combining these digital technologies and data-driven strategies, AERO Specialties ensures that Sourcewell members are informed, engaged, and empowered to take full advantage of the cooperative purchasing benefits available to them.</p>
39	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>AERO Specialties' primary expectation in a Sourcewell partnership is increased market awareness through an active collaboration to fully realize the benefits of cooperative purchasing for Sourcewell members. We anticipate that Sourcewell will allow access to its marketing, communication and member outreach.</p> <p>Key aspects of this partnership and Sourcewell's expected involvement include (if available):</p> <ul style="list-style-type: none"> • Marketing Coordination: Sourcewell will actively collaborate to market their solutions via awarded vendors to Sourcewell customers. • Training and Educational Support: Sourcewell will provide guidance, access, and support for any training and educational resources, including marketing documents, templates, on-site or virtual training sessions, and insights from other members' best practices, helping AERO's team and customers fully understand the partnership's advantages. • Promotion of Cooperative Purchasing: Sourcewell is expected to actively support messaging around streamlined procurement, compliance benefits, volume discounts, and member trustworthiness to help AERO convey the full value of cooperative purchasing. • Event and Trade Show Collaboration: Sourcewell will assist in coordinating marketing and promotional opportunities at any industry trade shows or events they may attend, with a goal of direct engagement with members, to maximize visibility and awareness. • Webinars and Presentations: It would be great to see Sourcewell participate in co-production of webinars and presentations tailored to products, events, or educational needs, ensuring that members receive timely and informative resources. • Ongoing Communication and Strategy: We expect Sourcewell will maintain regular, proactive communication with AERO to plan, launch, and optimize marketing campaigns, track progress, identify new opportunities, and provide feedback to refine collaborative efforts. • ERP Sales Tracking: AERO Specialties will maintain a segregated section of its ERP system dedicated to tracking Sourcewell sales, enabling precise reporting, monitoring, and analysis of cooperative purchasing activity, and ensuring full transparency and accountability for both AERO and Sourcewell. <p>Through this partnership, with Sourcewell's active engagement, AERO Specialties expects to expand its reach, strengthen member awareness of our products, and enhance the value and effectiveness of cooperative purchasing, ultimately providing measurable benefits to both Sourcewell and its members.</p>

40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	AERO Specialties provides or utilizes a very comprehensive suite of e-procurement solutions designed to meet the diverse purchasing needs of government, educational, and commercial customers. In addition to our intuitive webstore and our Extranet system, we fully support a large number of e-procurement systems, these include (to name only a few) Coupa, Exostar, Ariba, Aeroxchange, and numerous customer-specific portals for major aerospace and defense contractors such as Textron/Cessna, Amentum, Sierra Nevada, Lockheed Martin, Boeing, Raytheon, BAE Systems, Bombardier, Airbus, Gulfstream and many others. Many of our larger customers rely heavily on these e-procurement portals, and AERO maintains active registrations with each to ensure uninterrupted access. By supporting multiple platforms, we simplify the procurement process, reduce administrative overhead, and accelerate delivery timelines. We have extensive experience working with customers e-procurement and procurement portals. Current customers can also access our internal e-portal, which is a tool for educational customers looking to pull resource material for training, education, troubleshooting, operation or maintenance. We are also registered with most state, county and city portals (as well as a few aviation technical colleges).
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>AERO Specialties, together with our sister companies, offer a comprehensive suite of training programs designed to support the full lifecycle of ground support equipment, from initial delivery and commissioning through daily operation, maintenance, and long-term technical support. Training is tailored to the complexity of the equipment and the needs of each Sourcewell participating entity, ensuring all customers receive instruction appropriate to their operations.</p> <p>For electric GSE and motive power equipment, including tractors, ground power units, air start units, and loaders, initial commissioning and operator training is a standard offering included at no additional cost. This training, provided by our certified and employed technicians, covers safe and proper operation, equipment functionality, daily inspections, and best practices to maximize equipment life and uptime. Optional training is available for simpler or non-powered equipment, such as towbars, lavatory/water units, and oxygen/nitrogen systems, with all costs clearly communicated in advance. Maintenance and service training, designed for customer maintenance personnel, covers preventive maintenance, routine inspections, troubleshooting, and identification of wear items. This training is optional and scalable to meet the operational requirements of each entity.</p> <p>All Sourcewell participating entities also receive access to the AERO Specialties customer portal and Extranet, which provides comprehensive product documentation, manuals, technical resources, and direct access to our service team for ongoing support and issue resolution. This infrastructure ensures members have the guidance, resources, and expert assistance needed to operate and maintain their equipment safely and efficiently. In addition, AERO Specialties always offers free training at our factories/locations whenever a customer wants, and hosts periodic free training classes branded under "AERO-U" as well as quarterly factory trainings for both staff and customers.</p>

<p>42</p>	<p>Describe in detail your warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response.</p>	<p>All AERO Specialties products are backed by a manufacturer’s warranty included in the purchase price. Standard warranty coverage varies by product, typically ranging from the minimum warranty of 12 months to a 24 months warranty on more complex equipment. Parts and consumables carrying a 90-day warranty. Third-party components and accessories are covered under our respective manufacturer warranties. Labor and parts associated with warranty repairs are covered for 90 days from the date of repair or replacement.</p> <p>AERO Specialties and TLD maintain rigorous internal processes to track and manage warranty issues, ensuring timely resolution and ongoing product improvement. All warranty claims, repairs, and service activities are logged in our secure intranet system, which provides a centralized record of each piece of equipment, its service history, and any warranty-related activity (and much more). In addition, our TOC (Technical Operations Center / Tech on Call) logs are used to document the details of all service requests, including reported issues, diagnostic steps, parts replaced, labor performed, and the resolution timeline. This dual-system approach allows our teams to monitor trends, identify recurring issues, and ensure compliance with warranty terms. Each warranty claim is assigned a unique reference number, enabling both tracking of individual cases and reporting for broader analysis.</p> <p>These systems also support proactive service and continuous improvement: by analyzing TOC and intranet data, AERO and TLD can detect potential failure patterns, implement preventive measures, and inform design or process enhancements. Customers benefit from faster response times, clear documentation, and consistent follow-through, while our internal teams maintain accountability and transparency across all warranty activities.</p> <p>Warranty terms, coverage periods, and any product-specific exceptions are clearly communicated at the time of quotation and sale, ensuring full transparency for all customers, including Sourcewell participating entities.</p> <p>AERO Specialties provides robust service support during and after warranty for all products; and factory-trained technicians are available for troubleshooting, commissioning, and field service regardless of the products warranty status. We support both AERO manufactured equipment and TLD manufactured equipment, leveraging a global service network for customers with remote or international operations. Optional service contracts are also available during and following the warranty period for planned maintenance and predictable service costs.</p> <p>Customers have direct access to knowledgeable, in-house technical experts for the life of the equipment. Support is available via phone and email during normal business hours, with a standard expectation of same-day response. Our team assists with diagnostics, operational guidance, service planning, and remote troubleshooting to reduce downtime and unnecessary service visits. Every customer interaction is handled by a live professional to ensure fast, effective, and personalized resolution of issues.</p> <p>Please see our formal warranty materials for additional information on warranty terms.</p>
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<p>43</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>AERO Specialties and our group of companies are leaders in aviation ground support equipment innovation, delivering solutions that prioritize safety, efficiency, and operational intelligence. Our equipment incorporates advanced technologies such as the patented SiPsHitch™ force-monitoring system, dual shear protection towbar heads, the Safe-Lav™ lavatory filling system, and Aircraft Safe Docking (ASD/ASD+®) sensors to reduce the risk of collisions, overstress, and operator error.</p> <p>Just a few of our recent technological innovations are as follows:</p> <p>Smart Safety Systems:</p> <ul style="list-style-type: none"> • SiPsHitch™ Force Monitoring: Continuously measures towing forces in real time, providing alerts and recording data to prevent overstress on aircraft and equipment. • Aircraft Safe Docking (ASD): Uses proximity sensors and 3D cameras to automatically slow or stop equipment near aircraft, preventing collisions. • Safe-Lav™ System: Uses precise batching to prevent overfilling lavatories, improving service accuracy. <p>Environmental, Electric and Autonomous Innovation:</p> <ul style="list-style-type: none"> • AERO and TLD electric and hybrid equipment integrates zero-emission technology with enhanced control systems, offering safer, quieter, and more efficient ramp operations. • The TLD TaxiBot is an industry first and a semi-robotic aircraft towing system designed to taxi commercial aircraft between gates and runways without using the aircraft's engines, reducing fuel consumption and emissions. It features precise, automated control with operator oversight, ensuring safe ground movement while minimizing wear on engines and brakes. TaxiBot also integrates data monitoring and safety systems to track operations, optimize efficiency, and enhance airport sustainability. • The TLD TractEasy is an advanced towbarless pushback tractor designed to safely and efficiently maneuver aircraft without the need for traditional towbars. Its intuitive controls, automated safety systems, and ergonomic design reduce operator error and fatigue while protecting both the aircraft and ground crew. TractEasy also incorporates data monitoring and diagnostics to optimize performance, streamline maintenance, and enhance overall ramp efficiency. <p>2Data & Analytics Integration via LINK and XOPS systems</p> <ul style="list-style-type: none"> • TLD Link: A connected fleet management platform that provides real-time monitoring, diagnostics, and operational data for ground support equipment, enabling predictive maintenance, improved efficiency, and enhanced safety. • TLD XOPS: An advanced operations management system that integrates scheduling, dispatch, and workflow optimization for airport ground operations, streamlining processes and reducing turnaround times. • Force, usage, and operational data are captured digitally, enabling post-operation analysis, training feedback, and predictive maintenance. • Supports fleet-wide tracking and safety tracking, helping organizations optimize operations and reduce incidents. <p>Operator Assistance & Safety:</p> <ul style="list-style-type: none"> • Advanced driver-assistance systems (ADAS) like speed governors, automatic braking, and proximity sensors help prevent collisions. • Ergonomic designs and intuitive controls increase operator situational awareness and reduce fatigue-related errors. <p>Advanced Power & Controls:</p> <ul style="list-style-type: none"> • Ground Power Units like JetGo include automatic voltage regulation, safety interlocks, and energy-efficient designs. • Many products have modular, retrofit-ready designs, allowing integration of advanced tech on existing equipment.
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<p>44</p>	<p>Describe safety features your equipment has such as automatic braking, anti-collision sensors, stability controls, autonomous operation, and remote-control features.</p>	<p>AERO Specialties has established themselves as global leaders in aviation equipment safety by integrating a full spectrum of engineered, operational, and digital safeguards across all equipment types. Our approach combines long-standing best practices with proprietary, patented innovations to protect aircraft, operators, and equipment while minimizing operational downtime. Core safety systems include the SiPsHitch™ linear force monitoring system, which alerts operators to towbar and pushback tractor overstress events, provides real-time logging for training and fleet analysis, and prevents costly aircraft and equipment damage. Towbar heads are further protected by dual shear pins to mitigate linear and radial overload, while all GSE is designed with accessible components, standardized parts, and clear maintenance documentation to support safe, efficient in-house servicing.</p> <p>Lavatory and potable water carts employ the Safe-Lav™ system (lav carts only), breakaway couplers, sealed storage, and ergonomic designs to prevent overfills, spills, and operational hazards. Air Start Units, GPUs, and trucks feature extensive operational safeguards, including thermal and overvoltage protection, turbine start redundancy, low fuel and low coolant alerts, emergency stop and battery isolator switches, cold-weather kits, noise-reducing hush kits, and fire safety equipment. JetGo GPUs incorporate OptiTune™ voltage control, automated overvoltage and undervoltage protection, and continuous battery backup to prevent hot starts or electrical damage, while Air Start Units include engine protection settings and anti-drive-away measures. Tractors and other powered vehicles integrate all-wheel drive and steer, dual braking circuits, ergonomic seating, work and hazard lighting, towbar storage, wheel chocks, and optional deadman controls and rearview cameras</p> <p>Advanced operator-assist and automation features further enhance safety, including the Aircraft Safe Docking (ASD) system, which employs 3D cameras, proximity sensors, and automated braking to slow or stop equipment near aircraft, reducing collision risk. Optional fleet management technologies, such as LINK and XOPS, provide real-time operational alerts for overspeed, harsh braking, over-torque events, equipment collisions, battery state of charge, operational modes, and aircraft-to-GSE allocation tracking. Electric and hybrid power systems, including TLD's fully electric tractors and automated vehicles, integrate zero-emission technology with intelligent monitoring and safety interlocks, improving ramp safety while reducing environmental impact. Additional physical safety features such as bumpers, wheel chocks, top towbar handles, fire extinguisher mounts, and clearance lights are standard across product lines, ensuring that both operators and aircraft are consistently protected in high-traffic and demanding airport environments.</p> <p>Collectively, AERO Specialties and TLD deliver a comprehensive, layered safety architecture that spans mechanical, electrical, operational, and digital domains. This complete approach ensures every piece of equipment from towbars and tractors to GPUs, Air Start Units, and service carts are safe to use, reliable, intelligent, and future-ready.</p> <p>We offer thousands of products, so a full list of all products is not provided. However individual product sheets outlining these safety features are available for supply (or can be found online).</p>
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<p>45</p>	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>The ALVEST Group and AERO Specialties are committed to supporting airports and aviation stakeholders in achieving safer, cleaner, and more sustainable ground operations. Environmental responsibility is fully embedded in our corporate strategy, product development, manufacturing processes, and service offerings, ensuring regulatory compliance and alignment with customer environmental and sustainability requirements.</p> <p>Recognizing that Ground Support Equipment and aircraft APUs are a contributor to emissions, we prioritize the development and deployment of low-carbon and energy-efficient solutions. Our portfolio includes best-in-class electric and zero-emission equipment, reducing reliance on fossil fuels and improving air quality on the ramp. Additionally, our APU OFF program helps operators safely minimize the use of aircraft auxiliary power units while on the ground, further reducing emissions and fuel consumption. Where full electrification is not yet feasible, we continue to integrate the cleanest available low-emission technologies, ensuring all products operate safely, efficiently, and in compliance with international environmental standards.</p> <p>The ALVEST Group and AERO Specialties operate certified Environmental Management Systems across our industrial footprint. For instance, AERO Specialties and TLD manufacturing sites are certified to ISO 14001, demonstrating systematic identification and control of environmental risks, ongoing regulatory compliance, and continuous improvement. These certifications are maintained through regular internal and third-party audits, supported by defined environmental objectives and top-level governance.</p> <p>We have implemented measurable initiatives to reduce the environmental impact of our own operations, including energy-efficiency programs and deployment of renewable energy systems. Solar installations are operational at multiple sites, with additional projects planned, and renewable electricity supply contracts are increasingly adopted across the Group, delivering verifiable reductions in energy consumption and emissions.</p> <p>Environmental and social responsibility requirements are extended throughout our supply chain. Suppliers are required to meet defined environmental and ethical standards and are assessed using recognized ESG evaluation frameworks to support risk management, transparency, and continuous improvement.</p> <p>In line with circular economy principles, we design products for durability, recyclability, and extended service life through end-of-life recycling programs. Combined with certified manufacturing practices, electric and zero-emission operational solutions, and programs like APU Off our programs have improved air quality on ramps, reduced noise, and supported airport sustainability and carbon-reduction goals. The ALVEST Group and AERO Specialties deliver compliant, auditable, and sustainable solutions that help customers meet regulatory, environmental, and contractual obligations while advancing greener, safer airport operations.</p>
<p>46</p>	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>AERO Specialties maintains ISO 14001 certification by implementing a comprehensive Environmental Management System (EMS) that systematically identifies, monitors, and mitigates environmental risks across its operations. This includes setting measurable environmental objectives, such as reducing energy consumption, minimizing waste, and controlling emissions, and integrating them into all aspects of product design, manufacturing, and service. Regular internal audits and third-party assessments ensure ongoing compliance with international environmental standards, while management reviews and continuous improvement initiatives allow the company to refine processes, address non-conformities, and adopt best practices. Through employee training, documented procedures, and careful oversight of suppliers and contractors, AERO Specialties ensures that environmental responsibility is embedded throughout its operations, supporting sustainable, safe, and legally compliant ground support equipment production and service.</p> <p>AERO Specialties designs and manufactures all products to meet or exceed applicable industry standards and regulatory requirements, ensuring safe, reliable, and compliant operation worldwide. Our equipment complies with EPA regulations for emissions and environmental safety, including low-emission and zero-emission solutions where applicable, and all potable water and lavatory service equipment is manufactured in accordance with FDA standards for materials, hygiene, and contamination control. Additionally, every product undergoes rigorous testing and validation against recognized international standards, including safety, electrical, and mechanical requirements, to guarantee performance, operator safety, and regulatory compliance across global aviation operations. This commitment ensures that AERO Specialties equipment not only supports operational efficiency but also aligns with the strict environmental, health, and safety expectations of airports, airlines, and ground service providers.</p>

47	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>AERO Specialties, together with the our group of companies, offers the largest and most comprehensive selection of ground support equipment (GSE) in the aviation industry, with an expansive catalog that is unrivaled, with no other company coming close to the breadth and depth of our offerings. From pushback tractors, towbars, and GPUs to highly specialized carts, trucks, and customized solutions, our portfolio provides Sourcewell participating entities with virtually every piece of ground support equipment they may require.</p> <p>AERO Specialties sets itself apart through unmatched quality, innovation, and service. All our equipment is built to the highest standards using aerospace-grade materials and advanced components, and it is rigorously tested to ensure dependable operation in extreme environmental conditions. Our powered and non-powered equipment, including tow tractors, pushback tractors, ground power units, lavatory and potable water carts, and specialized vehicles, are designed for durability, safety, and operational excellence.</p> <p>Finally, and most importantly is our dedication to service and support; ensuring that every customer has direct access to our experts, technical assistance, maintenance support, and training. This combination of unrivaled product range, superior quality, patented safety innovations, advanced technology, and responsive support makes AERO Specialties capable of meeting the wide needs of Sourcewell participating entities.</p> <p>What Makes AERO Specialties Unique:</p> <ul style="list-style-type: none"> • Unmatched Product Range: Largest and most comprehensive GSE catalog in the industry with no other company offering the breadth, depth, or variety of equipment that AERO Specialties provides. • Exceptional Quality & Reliability: Aerospace-grade materials, rigorous testing, and engineering for extreme environmental conditions ensure equipment performs when it matters most. • Industry-Leading Safety Innovations: Patented technologies like SiPsHitch™, Safe-Lav™, Aircraft Safe Docking (ASD), and Dual Shear Protection prevent aircraft damage, reduce operational risk, and protect personnel. • Advanced Technology Integration: Electric and hybrid power, data monitoring, predictive maintenance, and ergonomic operator-focused designs drive efficiency, safety, and sustainability. Our industry-leading innovations and safety technologies are a core differentiator and as outlined in previous questions. • Custom Solutions Expertise: Ability to design and manufacture mission-specific or unique GSE, tailored for specialized aircraft or operational needs (very popular with our loyal military customers). • Comprehensive Service & Support: Direct access to in-house experts, training, maintenance, and global support ensures long-term reliability and operational continuity.
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
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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.		<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>AERO Specialties is registered as a large business and not certified as any of the below set-asides; however, we are deeply committed to promoting diversity, equity, and inclusion across our operations, supplier relationships, and customer offerings. We actively partner with women-owned, minority-owned, veteran-owned, and small business enterprises on a daily basis, both directly and through our trusted partners to strengthen the supply chain and support communities. In support of this commitment, AERO Specialties maintains a Small Business and Set Aside Business Subcontracting Plan with the US Government.</p> <p>We work closely with certified diverse businesses to source specialized products, components, and services, engaging partners with certifications such as WBENC (Women's Business Enterprise), NMSDC (National Minority Supplier Development Council), SDVOSB (Service-Disabled Veteran-Owned Small Business), and SBA 8(a) small business certifications. By collaborating with these suppliers, we create opportunities for underrepresented entrepreneurs while ensuring the delivery of high-quality products and services to our customers. Within our own operations, we encourage diversity in hiring, supplier selection, and contracting practices, actively tracking and reporting these engagements as part of our corporate responsibility and compliance programs to demonstrate measurable support for inclusive business practices.</p> <p>Our approach also helps customers meet their diversity, equity, and inclusion objectives, particularly government agencies, educational institutions, and public-sector organizations that have requirements or incentives for working with certified diverse businesses. Partnering with AERO Specialties and our certified suppliers allows members to satisfy these objectives while procuring best-in-class aviation ground support equipment. We can provide documentation and verification of certifications to streamline procurement reporting and compliance.</p> <p>By fostering sustainable partnerships, providing training, and including diverse suppliers in larger projects, we create a mutually beneficial ecosystem where certified businesses thrive and customers benefit from innovative, high-quality solutions backed by AERO Specialties' technical and operational expertise. In all that we do, AERO Specialties is proud to leverage women-owned, minority-owned, veteran-owned, and small business partners whenever possible, strengthening the supply chain, advancing equity and inclusion, and supporting operational excellence.</p>
49		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>AERO Specialties works regularly with MBE's through sales and procurement and offers products to our customers and government agencies (and we purchase) through the MBE channels.</p>
50		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>AERO Specialties works regularly with WBE's through sales and procurement and offers products to our customers and government agencies (and we purchase) through the WBE channels.</p>
51		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>AERO Specialties works regularly through sales and procurement with DOBE's and offers products to our customers and government agencies (and we purchase) through the DOBE channels.</p>
52		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>AERO Specialties works regularly through sales and procurement with VBE/VOSB's and offers products to our customers and government agencies (and we purchase) through the VBE an VOSB channels.</p>
53		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>AERO Specialties works regularly through sales and procurement with SDVOSB's and offers products to our customers and government agencies (and we purchase) through the DSVOSB channels.</p>
54		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>AERO Specialties works regularly through sales and procurement with SBE's and offers products to our customers and government agencies (and we purchase) through the SBE channels.</p>

55		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	AERO Specialties works regularly through sales and procurement with SDB and offers products to our customers and government agencies (and we purchase) through the SDB channels.	*
56		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	AERO Specialties works regularly through sales and procurement with WOSB and offers products to our customers and government agencies (and we purchase) through the WOSB channels.	*

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.	Payment terms for City and State entities are Net 30. With payment terms to non-public entities pending the completion of a credit application for Net terms. Accepted payment methods are check, wire transfer/ACH and credit cards (all major credit cards).
58	Describe any equipment leasing or pooling options, describe how the program works, third parties involved, and other considerations applicable to those programs.	<p>AERO Specialties, in conjunction with our sister company AES (Aviation Equipment Solutions), offers flexible equipment leasing and pooling programs designed to provide Sourcewell participating entities with access to high-quality equipment without the full upfront capital investment of ownership. These programs allow aviation stakeholders to lease or share equipment such as tow tractors, pushback tractors, ground power units, lavatory and potable water carts, and other GSE for short-term or long-term needs.</p> <p>The leasing program operates on a straightforward model, with participating entities select the equipment required, agree on the lease duration and terms, and AES, in coordination with AERO Specialties, delivers, installs, and maintains the equipment as needed. Optional service packages include preventative maintenance, on-site training, and operational support, ensuring that leased equipment remains fully compliant, safe, and operational throughout the lease period. Equipment pooling is available for airports or organizations with fluctuating operational demand, enabling multiple facilities to share access to GSE while AES and AERO Specialties manage logistics, scheduling, and maintenance to maximize utilization and minimize downtime.</p> <p>Third-party partners may be involved for financing, insurance, and transportation logistics, ensuring seamless program operation while maintaining regulatory compliance and safety standards. Additional considerations include flexible upgrade options to access the latest AERO Specialties and TLD innovations, environmentally responsible equipment including electric or zero-emission units, and alignment with the operational and safety requirements of each participating entity. Overall, the AERO-AES leasing and pooling program delivers a cost-effective, flexible, and fully supported approach to GSE management, enabling participants to scale operations efficiently while maintaining the high performance and safety standards that AERO Specialties is known for.</p>

59	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>AERO Specialties adheres to ISO9001 transactional requirements and utilizes a set of standardized transaction documents to ensure clarity, compliance, and mutual understanding with all customers. These documents are designed to support transparency, regulatory adherence, and consistent delivery of equipment and services.</p> <ul style="list-style-type: none"> • Order Forms / Purchase Agreements (required): Our order forms capture all essential details of the transaction, including, quantities, pricing, delivery schedules, and applicable taxes. They are used to formalize purchases under any awarded agreement and ensure all terms are clearly documented and mutually agreed upon prior to fulfillment. A signed quote or formal purchase order from the customer is required to initiate any transaction. • Terms and Conditions (T&Cs): AERO Specialties' standard T&Cs outline the legal and commercial framework for all sales, including warranty coverage, limitations of liability, intellectual property rights, and compliance • Service Level Agreements (SLAs) / Maintenance Agreements: For equipment requiring ongoing service, maintenance, or support, AERO Specialties provides SLAs that define performance standards, response times, preventative maintenance schedules, and technical support obligations. SLAs can be customized to meet the operational needs of individual participating entities. • Lease / Rental Agreements (if applicable): For entities using AERO Specialties or AES equipment leasing and pooling programs, standardized lease agreements outline the terms of equipment use, payment schedules, responsibilities for maintenance, and provisions for insurance, upgrades, or replacement. • Additional Documentation: Optional transaction documents may include shipping manifests, acceptance certificates, compliance declarations, and training verification forms, ensuring full traceability and regulatory compliance. All orders include a Certificate of Conformity when requested or required.
60	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	<p>Yes, AERO Specialties accepts the P-Card procurement and payment process. There is a 2% credit card fee charged to any orders over \$5000. However, that fee does not apply to military customers whom we waive the fee for.</p>

61	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>AERO Specialties utilizes a transparent, SKU-based pricing model supported by detailed product listings. As part of this proposal, AERO Specialties has provided a comprehensive product list that includes applicable SKUs for each item. This list represents an extensive offering across most Ground Support Equipment (GSE) categories, as well as related parts and accessories. Please note, we offer thousands of products and parts, so the list supplied is not exhaustive.</p> <p>AERO Specialties' pricing strategy is value-based and reflects not only the quality and reliability of our products, but also the long-term value delivered through our industry-leading customer support, technical expertise, service responsiveness, and warranty coverage. While product quality is a baseline expectation in the GSE market, AERO Specialties differentiates itself through trusted support and lifecycle cost reduction for our customers.</p> <p>For purposes of this Sourcewell proposal, AERO Specialties has extended a uniform 5% discount off standard/list pricing across all listed equipment and parts. This discounted pricing is intended to provide Sourcewell participating entities with extremely competitive, consistent, and predictable pricing while ensuring access to best-in-class GSE and support services.</p> <p>Certain AERO Specialties products are not included on the submitted price list or may not have fixed pricing associated with them. This is due to two primary factors:</p> <ul style="list-style-type: none"> • Market volatility and tariff impacts affecting material and component costs within the United States, and • Product configuration requirements, as many larger or more complex pieces of GSE are custom-configured based on the customer's specific operational needs. Each quote for the larger more complex pieces is configured in the system, for the specific customer and application. <p>Equipment such as aircraft tugs, tractors, air start units, air conditioning and heating units, stair trucks, and similar products are typically engineered and quoted on a project-specific basis. Pricing for these items is determined by factors including, but not limited to, aircraft type(s), climate conditions, operating environment, duty cycles, regulatory requirements, and delivery location.</p> <p>For these configurable products, AERO Specialties will provide Sourcewell participating entities with detailed, transparent quotations at the time of request, consistent with Sourcewell guidelines and the pricing principles outlined in this proposal.</p> <p>All available pricing materials have been uploaded to the document upload section of this response, as applicable.</p>	*
62	<p>Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.</p>	<p>Sourcewell participating entities will receive a minimum of 5% off standard list pricing on all AERO Specialties products. This discount is applied directly from our published MSRP or list price (provided) and is guaranteed for all orders placed under the Sourcewell agreement. Additional promotional or volume-based discounts may also be offered at AERO Specialties' discretion. Please do note that many of AERO Specialties items and the more complex equipment is configured specifically for the customer and the requirement (and thus no published "price list" is available for ALL AERO products due to configuration and ISO/IATA requirements).</p>	*
63	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Sourcewell customers will receive our highest discount level and our Tier 1 pricing regardless of the quantity or volume. This discount level is reserved for customers who spend more than two million dollars annually with AERO Specialties. AERO Specialties may offer Sourcewell customers an additional discount or value added services for large scale purchases or procurement in the millions of dollars (or in the dozens of quantities).</p>	*

64	<p>Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.</p>	<p>We don't anticipate offering many sourced or open market items via Sourcewell. However, For “sourced” or “open market” items that are not included in our standard Sourcewell catalog or offerings, AERO Specialties will provide participating entities with a transparent, itemized quote on a per-request basis. These quotes may be offered at cost or at cost plus a pre-determined, reasonable markup, depending on the item and availability (and the vendor/suppliers terms for these open market items). Most open market items would be supplied only to complement our standard equipment under customer specific requirements (such as a specific charger for electric GSE, etc).</p>
65	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>The pricing provided by AERO Specialties reflects the cost of the equipment or products as quoted under the Sourcewell agreement. Certain elements of the total cost of acquisition may not be included in the base pricing and may apply depending on the product type, delivery location, and customer requirements.</p> <p>Transportation, freight, and logistics-related costs may be additional where applicable. This can include outbound freight, specialized transportation, expedited delivery, and crating when required due to equipment size, destination, or handling requirements. These costs are typically imposed by third-party freight carriers or logistics providers and are passed through at cost (and are quoted in advance).</p> <p>Installation, on-site setup, and commissioning services may also represent additional costs for certain equipment. While basic commissioning and operator training are included with the more complex powered equipment (when required), optional or customer requested on-site support, extended commissioning, or installation services beyond the standard scope are quoted separately. These services are provided either by AERO Specialties' factory-trained technicians or, where applicable, authorized service partners.</p> <p>Pre-delivery inspections are generally included as part of AERO Specialties' manufacturing and quality control processes; however, any customer-specific inspections, third-party inspections, or special acceptance testing requested by the participating entity may result in additional costs imposed by the inspecting third party.</p> <p>Taxes, duties, permits, site preparation, utilities, and local compliance-related costs (if applicable) are not included unless specifically stated in the quotation and are the responsibility of the participating entity.</p> <p>All known and potential additional costs are clearly identified and communicated prior to order acceptance to ensure full transparency and allow Sourcewell participating entities to accurately evaluate the total cost of acquisition.</p>

66	<p>If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>Freight, delivery, and shipping costs for AERO Specialties products are quoted separately and provided at the time of equipment quotation, based on the Sourcewell participating entity's delivery location and specific transportation requirements. This approach ensures accuracy, transparency, and fairness, as transportation costs can vary significantly depending on equipment size and weight, destination, mode of transport, and handling requirements.</p> <p>AERO Specialties coordinates all logistics through established, reputable freight carriers and transportation partners experienced in handling aviation ground support equipment. Delivery methods may include standard LTL or full truckload freight, flatbed or specialized heavy-haul transport, and, when required, crating or export-grade packaging. Any special handling, expedited delivery, or site-specific delivery requirements are clearly identified and included in the quoted freight cost.</p> <p>For customers in Alaska, Hawaii, Canada, U.S. territories, or remote locations, freight quotations may include intermodal, ocean, or air transport as required. All applicable transportation-related charges are communicated in advance, and no freight costs are incurred without customer approval.</p> <p>By quoting delivery costs with the equipment based on location and transportation needs, AERO Specialties provides Sourcewell participating entities with a clear and complete understanding of total delivered cost while ensuring safe, compliant, and timely delivery of equipment.</p>
67	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>For customers in Alaska, Hawaii, Canada, U.S. territories, or remote locations, freight quotations may include intermodal, ocean, or air transport as required. All applicable transportation-related charges are communicated in advance, and no freight costs are incurred without customer approval.</p> <p>By quoting delivery costs with the equipment based on location and transportation needs, AERO Specialties provides Sourcewell participating entities with a clear and complete understanding of total delivered cost while ensuring safe, compliant, and timely delivery of equipment.</p>
68	<p>Describe any unique distribution and/or delivery methods or options offered in your proposal.</p>	<p>AERO Specialties tailors its delivery methods to meet the specific requirements, location, and timeline of each Sourcewell participating entity. Depending on the equipment type and customer needs, delivery may be accomplished using any and all forms of transportation, including standard LTL and full truckload freight, flatbed and specialized heavy-haul transport, intermodal and ocean freight, and air freight when required. Expedited and time critical delivery services are also available to support operational urgency or project driven timelines. All transportation methods, including any expedited services, are quoted in advance based on the customer's location and delivery requirements, ensuring transparency, flexibility, and reliable on-time delivery.</p>

<p>69</p>	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.</p>	<p>AERO Specialties maintains a structured self-audit and compliance verification program aligned with ISO 9001 quality management system requirements and reinforced through regular third-party audits. This program is designed to ensure consistent product quality, contractual compliance, and continuous improvement, including adherence to the terms of a proposed agreement with Sourcewell.</p> <p>Internally, AERO Specialties conducts scheduled self-audits across key functional areas such as sales, contracting, manufacturing, service, procurement, and customer support. These audits evaluate compliance with documented procedures, quality objectives, and contractual requirements, including pricing, reporting, service commitments, and customer eligibility specific to Sourcewell participating entities. Findings are formally documented, reviewed by management, and addressed through corrective and preventive action processes with defined ownership and timelines.</p> <p>Our ISO 9001 quality management system requires ongoing monitoring of performance metrics, customer feedback, non-conformance tracking, and root-cause analysis. This ensures that any deviation from agreed-upon requirements, including Sourcewell contract terms are promptly identified, corrected, and prevented from recurring. Management reviews are conducted regularly to assess audit results, compliance trends, and opportunities for improvement.</p> <p>In addition to internal self-audits, AERO Specialties is subject to routine third-party audits by accredited organization. These independent audits validate the effectiveness of our quality system, confirm regulatory and contractual compliance, and provide objective verification of our processes. Audit outcomes are reviewed at the executive level and incorporated into continuous improvement planning.</p> <p>To specifically support Sourcewell compliance, AERO Specialties will integrate Sourcewell agreement requirements into our internal audit checklists, ERP controls, and contract review processes. Sales activity, pricing application, order processing, and reporting related to Sourcewell will be periodically reviewed to ensure alignment with contract terms. This combined self-audit, third-party verification, and management oversight approach provides Sourcewell with confidence that AERO Specialties will consistently meet contractual, quality, and service obligations throughout the life of the agreement.</p>
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70	<p>If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.</p>	<p>If awarded an agreement, AERO Specialties will track a defined set of internal performance metrics to measure the success, effectiveness, and compliance of the Sourcewell partnership. These metrics focus on order accuracy, fulfillment performance, responsiveness, and overall customer satisfaction; in addition to increasing sales to public sector customers.</p> <p>AERO Specialties utilizes established key performance indicators (KPIs) such as Immediate Fill Rate (IFR), Weekly Fill Rate (WFR), and Average Lead Time (AVT) to monitor how efficiently Sourcewell orders are fulfilled and delivered. These KPIs allow us to measure product availability, delivery reliability, and adherence to quoted lead times, ensuring Sourcewell participating entities receive consistent and predictable service.</p> <p>To ensure data accuracy and contractual compliance, all Sourcewell participating entities will be segregated within AERO Specialties' ERP system using a dedicated Sourcewell order designator. This enables precise tracking of Sourcewell specific orders and fulfillment performance. The ERP designation also supports reporting, auditing, and compliance verification throughout the life of the agreement.</p> <p>Operational oversight is reinforced through weekly reviews of open-order reports, backlog reports, and purchase order (PO) reports specific to Sourcewell activity. These reviews help confirm that orders are entered correctly, remain on track, and are progressing in accordance with customer expectations and contract commitments. A secondary verification process within order entry further ensures that all required order information is complete and accurate before processing.</p> <p>Additional success indicators include on-time shipment performance, order accuracy rates, responsiveness to customer inquiries, and issue resolution timelines. Together, these metrics provide AERO Specialties and Sourcewell with clear, measurable insight into the health of the partnership, allowing for continuous improvement and proactive management to maximize value for Sourcewell participating entities.</p>	*
71	<p>Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.</p>	<p>We propose a 1% administrative fee on Sourcewell equipment sales and feel this is fair and reasonable when evaluated against existing cooperative and government contracting frameworks. AERO Specialties currently pays a 0.75% administrative fee on equipment sales made through GSA contracts.</p> <p>Sourcewell's program offers expanded marketing reach, less contract administration than GSA, and procurement efficiencies beyond those of the GSA schedules contract, which justifies a modest increase to a 1% fee.</p> <p>Importantly, this fee applies only to equipment sales and expressly excludes freight and transportation costs.</p> <p>AERO Specialties operates with intentionally limited margins to remain highly competitive and deliver strong value to public-sector customers. Despite these constraints, we believe a 1% administrative fee appropriately balances the value provided by Sourcewell with the need to maintain sustainable pricing for participating entities. The proposed fee supports contract administration while preserving competitive pricing, transparency, and long-term program viability for both Sourcewell members and AERO Specialties.</p>	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
72	<p>The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.</p>	<p>The pricing offered to Sourcewell customers will be ~5-7% less than list price and our standard sales price. W generally bid or offer our pricing at MSRP, which Sourcewell customers will receive a discount off of.</p>

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

Line Item	Question	Response *
73	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>AERO Specialties manufactures and supplies thousands of products all of which cannot be named here due to RFP restraints and RFP file size limitations. Key AERO Specialties Product Categories Include:</p> <ul style="list-style-type: none"> • Aircraft Ground Power Units (GPUs): Diesel-hybrid and DC power units designed to supply aircraft with reliable electrical power during ground operations. • Hydraulic Power Units (HPUs): Used for aircraft system testing and maintenance tasks. • Towbars & Towbar Heads: Engineered for aircraft towing, with options for business aviation, military, and commercial aircraft. • Oxygen & Nitrogen Service Systems: Including boosters, regulators, and carts for aircraft gas servicing. • Lavatory & Potable Water Service Carts/Trucks: Equipment for aircraft sanitation and water services. • Maintenance Stands & Platforms: Access solutions for maintenance and inspections. • Safety & Ramp Equipment: Comprehensive parts and accessories such as wheel chocks, safety wands, fire extinguishers, and other ramp safety products. • Parts & Supplies: Complete inventory of GSE parts including pins, hoses, cables, connectors, adapters, and service components. <p>AERO Specialties will also offer our groups line of TLD products to Sourcewell participating entities. Major TLD Product Categories Include:</p> <ul style="list-style-type: none"> • Towbarless Aircraft Tractors: Self-propelled pushback and taxi tractors capable of moving aircraft without a towbar. • Conventional Aircraft Tractors: Tow tractors for towing and repositioning aircraft with traditional towbar interfaces. • Ground Power Units (GPUs): 28VDC and 400 Hz AC GPUs, including electric and hybrid models that support eco-friendly operations. • Air Starters: Jet engine starting units (e.g., ASU-600 and START-180) for reliable engine starts. • Belt Loaders & Loaders: Belt loaders and heavy-duty loaders for cargo operations. • Passenger Steps & Stair trucks: Mobile steps and access systems for boarding and servicing aircraft. • Baggage & Cargo Tractors: Towing units for baggage carts, dollies, and cargo handling. • Transporters, Trailers & Dollies: Specialized equipment for moving freight, containers, and equipment around the airside. • Lavatory & Water Trucks: Comprehensive service vehicles for lavatory and potable water support. • Air Conditioning / Environmental Units: Air conditioning units for aircraft pre-conditioning and passenger comfort. • Maintenance Platforms: Access platforms for servicing and upkeep tasks. <p>Together, AERO Specialties and TLD provide the most comprehensive ground support equipment portfolios in the aviation industry, covering virtually every product category required to support aircraft on the ground. From power and propulsion (GPUs, HPUs, tractors) to service support (lavatory/water carts, gas systems) to access and handling (loaders, stairs, baggage tractors)—our combined offering meets the needs of FBOs, airlines, MROs, military operators, and general aviation customers worldwide.</p> <p>Please do note that this is a question that cannot be answered fully via the system due file size and character limitations.</p>

<p>74</p>	<p>Describe services or technology offered such as maintenance, training, repair, fleet management software, lifecycle tracking and analysis or other services related to your proposed solutions.</p>	<p>AERO Specialties offers a comprehensive suite of services and technology solutions designed to support the full lifecycle of equipment, from initial delivery and commissioning through long-term operation, maintenance, and asset optimization. These services are structured to ensure safe operation, maximize uptime, and reduce total cost of ownership for Sourcewell participating entities.</p> <p>AERO provides maintenance, repair, and technical support services through factory-trained and certified technicians with deep expertise across both AERO manufactured equipment and TLD GSE. Services include commissioning and start-up support, diagnostics, preventative maintenance, corrective repairs, and field service. For complex motive power and powered GSE such as electric and diesel GPUs, tow tractors, pushback tractors, and hydraulic power units onsite operator and maintenance training is included as a standard part of equipment delivery. This training covers safe operation, system functionality, daily inspections, basic troubleshooting, and best practices to maximize equipment life and uptime. Optional expanded or refresher training is available upon request and quoted in advance.</p> <p>To further support operational efficiency and data driven decision making, AERO leverages advanced digital solutions through the TLD and ALVEST Group technology ecosystem. TLD LINK enables real-time monitoring and connectivity for powered GSE, providing visibility into equipment usage, operating hours, fault codes, and performance metrics. This allows operators and maintenance teams to proactively identify issues, optimize utilization, and support preventative maintenance planning. Complementing LINK, XOPS is a digital fleet operations and analytics platform developed within the ALVEST Group ecosystem to help airports and ground handlers optimize the performance, safety, and lifecycle of their ground support equipment. It consolidates operational data from connected GSE to provide real-time visibility into equipment utilization, maintenance status, fault events, and performance trends. By enabling predictive maintenance, lifecycle tracking, and data-driven decision-making, XOPS helps reduce downtime, extend equipment life, and lower total cost of ownership while supporting safer and more efficient ramp operations.</p> <p>In addition to digital fleet management tools, all customers receive access to the AERO Specialties customer portal, which provides centralized access to equipment documentation, manuals, technical bulletins, parts information, and direct communication with AERO's service and technical support teams. This ensures continuity of support throughout the equipment lifecycle, whether maintenance is performed in-house or with third-party service providers.</p> <p>Collectively, AERO Specialties' combination of onsite training, responsive service and repair capabilities, and integrated fleet management technologies such as LINK and XOPS delivers a complete, support framework. This approach enables Sourcewell participating entities to operate safely, maintain compliance, extend equipment life, and achieve measurable improvements in reliability, efficiency, and total cost of ownership.</p>
<p>75</p>	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<ol style="list-style-type: none"> 1. Electric Ground Support Equipment <ul style="list-style-type: none"> • Electric Ground Power Units (GPUs) • Electric Towbarless Pushback Tractors • Electric Baggage/Cargo Tow Tractors • Electric Lavatory and Potable Water Carts 2. Ground Power Units (GPUs) <ul style="list-style-type: none"> Diesel/Diesel Hybrid GPUs <ul style="list-style-type: none"> • High output diesel hybrid 28V DC GPUs • Diesel 400Hz AC GPUs • Skid/tractor mounted units Electric/Portable Power Units <ul style="list-style-type: none"> • Solid state 400Hz frequency converters • Portable DC/AC GPU units • Combination power supply and start units • Rectifier units 3. Tow Tugs & Pushback Tractors <ul style="list-style-type: none"> Large Tow Tractors <ul style="list-style-type: none"> • Towbarless and conventional, diesel and electric Medium Tow Tractors <ul style="list-style-type: none"> • Towbarless and conventional, diesel and electric Small Tow Tractors <ul style="list-style-type: none"> • Baggage/cargo tow tractors (diesel, gas, electric) 4. Towbars, Towbar Heads & Accessories <ul style="list-style-type: none"> Towbars <ul style="list-style-type: none"> • Multi head towbars • Dedicated towbars • Split/portable towbars • Regional and universal towbars Towbar Heads <ul style="list-style-type: none"> • Commercial aircraft heads • Corporate/Gulfstream/Embraer/Falcon Heads

- GA/Universal Heads
- Helicopter towbar heads
- Military specific towbar heads
- Towbar Adapters
 - Pawl adapters & specialized adapters
- Towbar Accessories
 - Towbar storage racks and trolleys
 - Towbarless tractor adapters
- 5. Hydraulic Power Units & Fluid Service
- Hydraulic Power Units
 - AERO Series HPUs (Size 1–4)
 - Portable mini hydraulic units
- Fluid Service & Handling
 - Engine oil units
 - Hydraulic fluid service equipment
 - Fuel service carts and units
 - Fueling accessories
- 6. Baggage & Cargo Handling Equipment
- Tractors
 - Electric, diesel and gas offerings
- Carts & Trailers
 - Closed/open baggage carts
 - Luggage valet carts
 - Cargo pallet trailers
 - Container/pallet transporters
 - Roller deck trailers
- Loaders
 - Belt loaders (regional and full service)
 - Cargo deck loaders
- 7. Lavatory & Water Service Equipment
- Service Vehicles
 - Lavatory service trucks
 - Potable water service vehicles
- Service Carts
 - Lavatory service carts (electric, gas)
 - Potable water carts (electric, gas)
- Service Inserts
 - Truck bed lavatory and water cart inserts
 - Waste water carts
- Accessory Kits
 - Safe Lav batching systems
 - Retrofit kits
- 8. Oxygen & Nitrogen Service Equipment
- Gas Handling
 - Single/multi bottle oxygen carts
 - Single/multi bottle nitrogen carts
 - Oxygen and nitrogen regulators
- 9. Passenger Access & Stairs
- Passenger Steps
 - Mobile stair trucks
 - Towable passenger stairways (various heights)
- 10. Air Conditioning & Heating Units
- Air Conditioners
 - Large & small tonnage units
 - Diesel electric hybrid units
 - Electric cooling units
- Heating Units
 - Diesel and electric heating systems
- 11. Air Start Units (ASUs)
- Jet Engine Start Solutions
 - Continuous flow air start units, diesel and electric
- 12. Safety & Airside Support Equipment
- Safety Tools
 - Wheel chocks
 - Fire extinguishers
 - Marshalling wands, cones, markers
 - Bypass pins & downlock pins
 - FOD magnetic sweepers
- Protective Gear
 - PPE, hearing protection, safety flags
- 13. Maintenance, Access & Work Platforms
- Aircraft & Maintenance Access
 - Fueling and maintenance stands
 - Maintenance ladders
 - Work access platforms & stands
 - Engine access stands

		<p>Cleaning & Spill Response</p> <ul style="list-style-type: none"> • Spill response kits • Fluid containment carts <p>Workshop Equipment</p> <ul style="list-style-type: none"> • Jacks, tool kits, protective coatings <p>14. Communications & Headsets</p> <p>Communication Equipment</p> <ul style="list-style-type: none"> • Aviation headsets (fixed wing, helicopter, pushback) • Wireless headsets and intercom systems <p>Accessories</p> <ul style="list-style-type: none"> • Chargers, batteries, hygiene kits, adapters <p>17. Advanced Technology & Digital Tools</p> <p>Fleet & Operational Tools</p> <ul style="list-style-type: none"> • TLD LINK: Real time fleet monitoring, safety alerts, performance analytics • TLD XOPS: Operational data, predictive maintenance, usage analytics • ASD: Advanced safety docking system
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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	Offered *	Comments
76	Pushback tractors	<input checked="" type="radio"/> Yes <input type="radio"/> No	We offer a full line of pushback tractors, for the smallest of aircraft to the largest of aircraft. Offering towbarless and conventional tractors in electric, diesel and gas powered configurations, as well autonomous solutions for all aircraft and towing tractors.
77	Ground power units	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>We offer a full line of ground power units, from 12/24V to 28VDC and 400Hz AC up to 180kVA. We have a GPU solution for the smallest of aircraft to the largest of aircraft. Offering these products in electric, battery and diesel powered configurations.</p> <p>We offer a full line of preconditioned air units and we have a cooling and heating solution for every aircraft flying (from the smallest to the largest and for every military platform). We offer these products in electric and diesel powered configurations.</p>
78	Pre-conditioned air units	<input checked="" type="radio"/> Yes <input type="radio"/> No	We offer a full line of preconditioned air units and we have a cooling and heating solution for every aircraft flying (from the smallest to the largest and for every military platform). We offer these products in electric and diesel powered configurations.
79	Air start units	<input checked="" type="radio"/> Yes <input type="radio"/> No	We offer a full line of air start units from 150PPM to 400PPM and have an air start solution for every aircraft flying. We offer these products in electric (180PPM) and diesel powered configurations.
80	Baggage and cargo handling equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	AERO Specialties offer a full range of baggage and cargo handling equipment, including belt loaders, cargo loaders, military loaders, container and pallet trailers and transporters, and cargo tractors, luggage, freight and equipment.
81	Lavatory, potable water, and aircraft maintenance trucks	<input checked="" type="radio"/> Yes <input type="radio"/> No	AERO Specialties provides a complete range of lavatory and potable water service trucks, including carts and vehicles. We are extremely well known in the market for our expertise in this servicing requirement.

82	Passenger boarding bridges, stairs, and access ramps	<input checked="" type="radio"/> Yes <input type="radio"/> No	AERO Specialties offers a comprehensive range of aircraft stairs, maintenance stands, and passenger boarding trucks designed for safety, reliability, and operational efficiency. Our products are engineered to provide stable, ergonomic access to aircraft for passengers and ground crews while meeting all applicable safety standards. Built for durability and ease of use, these solutions support smooth boarding, servicing, and maintenance operations across a wide variety of aircraft types and airport environments.
83	Aircraft re-fueling equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	AERO Specialties provides adjustable fueling stands designed to deliver safe, efficient, and reliable aircraft refueling operations. Our fueling stands are engineered for stability, durability, and ease of use, ensuring compliance with industry safety standards while minimizing risk to personnel and aircraft. Built for versatility, they support a wide range of fueling requirements across various aircraft types and airport environments.
84	Complementary products and services directly related to those GSE solutions above, including but not limited to the following: rentals, GSE fleet management systems, GSE pooling services, aircraft deicing equipment, dollies, bobtail trucks, replacement parts, electric GSE and charging stations, autonomous equipment, and ducting.	<input checked="" type="radio"/> Yes <input type="radio"/> No	AERO Specialties, in conjunction with our group of companies offers a wide array of complementary products and services that extend the value of our core GSE solutions. Our offerings include equipment rentals, GSE fleet management software such as LINK and XOPS (for real-time operational monitoring), GSE pooling services, maintenance services, and ground handling services

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

Line Item 85. 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 *
	<input type="radio"/> Yes <input checked="" type="radio"/> No

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as 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. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
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](#) - AERO Sourcwell RFP Price List 2026 Final.pdf - Tuesday January 20, 2026 14:30:30
- [Financial Strength and Stability](#) - AERO Specialties Cash Balance_Balance Sheet and 2024-2025 PL_12-25.pdf - Monday January 19, 2026 10:35:58
- [Marketing Plan/Samples](#) - AERO Specialties Marketing Outline_A & B.pdf - Monday January 19, 2026 18:10:32
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Sales Document Example_Haggerstown Regional Airport_Quote-PO-Pack List-Invoice-Warranty.pdf - Monday January 19, 2026 14:29:59
- Requested Exceptions (optional)
- [Upload Additional Document](#) - AERO Specialties General Brochure.pdf - Friday January 16, 2026 11:20:36

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. - Derek Rose, VP of Sales, AERO Specialties, 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
Addendum_2_Airside_Ground_Support_Equipment_RFP_012026 Thu December 18 2025 01:03 PM	<input checked="" type="checkbox"/>	2
Addendum_1_Airside_Ground_Support_Equipment_RFP_012026 Wed December 17 2025 03:33 PM	<input checked="" type="checkbox"/>	2