



MASTER AGREEMENT #061626
CATEGORY: Law Enforcement Equipment
SUPPLIER: L.N. Curtis & Sons

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and L.N. Curtis & Sons, 185 Lennon Lane, Suite 110, Walnut Creek, CA 94598 (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 I:
General Terms

The General Terms in this Article I 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 II), and between Supplier and Participating Entity (Article III), respectively. These Article I 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.

- A. **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.
- B. **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.
- C. **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 and respective funding source restrictions. Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing Sourcewell's Cooperative Purchasing Program Master Agreements.

- D. **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.
- E. **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 10/2/2030, unless it is cancelled or extended as defined in this Agreement.
1. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- F. **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.
- G. **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in 061626 ("RFP") to Participating Entities. In Scope solutions include:
1. Sourcewell is seeking proposals for Law Enforcement Equipment, construed to consist of equipment, gear, tools, and instruments (including related services), designed or used for law enforcement, corrections, security, and defense activity, criminal investigation, tactical response, and traffic enforcement, of the following types:
 - a. Law enforcement duty gear;
 - b. Traffic safety enforcement equipment, devices, and instruments;
 - c. Crime scene management and evidence collection equipment and supplies;
 - d. Tactical and Explosive Ordnance Disposal (EOD) equipment (with the exception of those items excluded in subsections 2. or 3. below); and,
 - e. Services related to the respondents offering of the solutions in subsections 1. a. – d. above, such as training, installation, testing, maintenance, warranty programs, and technical support.
- H. **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.
- I. **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- J. **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.

- K. **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- L. **Open Market.** Supplier's open market pricing process is included within its Proposal.
- M. **Supplier Representations:**
1. **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.
 2. **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.
 3. **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.
- N. **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- O. **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.
- P. **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).**
1. Sourcewell issued the RFP for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entities. Sourcewell did not issue the RFP or award any master agreement under a federal award. Participating Entities are responsible for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements.
 2. Participating Entities that are Recipients or Subrecipients of 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. The terms and

conditions of Attachment 1 apply when a Participating Entity accesses Supplier's Included Solutions using FEMA funding sources and to other federal funding sources, as applicable. Participating Entities may have additional requirements based on specific funding source terms or conditions. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.

- All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing Included Solutions under this Agreement;
- All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
- All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the Included Solutions;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Section should be interpreted to obligate Sourcewell in any way.

Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing this Master Agreement.

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.

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.

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.

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.

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.

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.

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).

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.

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.

BUY AMERICAN PROVISIONS COMPLIANCE. Sourcewell issues solicitations for indefinite quantity cooperative purchasing master agreements which are made available to eligible public agencies. Sourcewell does not issue its solicitations or award its master agreements under any federal award, or specifically under any federal procurement standards related to Buy American or domestic preference. When utilizing federal funding, non-federal entities maintain responsibility for compliance with any specific requirements of the funding award including Buy American. Agencies should specifically verify whether the prospective purchasing implicates Buy American or other domestic preference requirements prior to executing any transaction document with suppliers. When domestic preference requirements are applicable, purchasing agencies must notify suppliers of requirements and either apply the appropriate preferences or secure an appropriate exemption and properly document the process prior to completing a purchase. 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.

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.

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.

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.

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.

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.

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.

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.

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.

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.

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. Participating Entities will be responsible for notifying suppliers of any applicable

requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.

Article II: Sourcewell and Supplier Obligations

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

- A. **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.
- B. **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.

- C. **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.

- D. **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.
- E. **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.

- F. **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;

- G. **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.
- H. **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.
- I. **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.
- J. **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.

- K. **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.
- L. **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.
- M. **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.
- N. **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.
- O. **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.
- P. **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.
- Q. **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.
- R. **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.

S. Grant of License.**1. During the term of this Agreement:**

- a. **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.
- b. **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.

2. 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.**3. Use; Quality Control.**

- a. 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.
- b. 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.

4. 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.**T. 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.

- U. **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.
- V. **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:
1. **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
 2. **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 3. **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.
 4. **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.

5. **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.
- W. **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.
- X. **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.

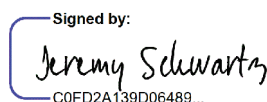
Article III: Supplier Obligations to Participating Entities

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

- A. **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. 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.
- B. **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. Participating Entities are encouraged to establish flexibility delivery schedules whenever possible.
- C. **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.

- D. **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.
- E. **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.
- F. **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.
- G. **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.
- H. **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

Signed by:

 C0FD2A139D06489...

By: _____

Jeremy Schwartz

Title: Chief Procurement Officer

Date: 10/6/2026 | 7:25 AM CDT

L.N. Curtis & Sons

Signed by:

 E88BAE59A2B449F...

By: _____

Nicholas Wells

Title: Director of Operations Curtis Blue Line

Date: 10/5/2026 | 3:10 PM CDT

ATTACHMENT 1**PROVISIONS FOR PARTICIPATING ENTITIES' PROCUREMENTS UNDER UNITED STATES FEDERAL GRANT-FUNDED AWARDS AND FEMA AWARDS**

Sourcewell's Cooperative Purchasing Program Master Agreements are available to Participating Entities. A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding, including through the Federal Emergency Management Agency (FEMA), to purchase solutions from the Master 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. Accordingly, Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing the Master Agreement.

Within this Attachment:

- All references to "federal" should be interpreted to mean the United States federal government. All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing the Master Agreement;
- All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
- All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the solutions under the Master Agreement;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Attachment should be interpreted to obligate Sourcewell in any way.

The following terms and conditions apply when a Participating Entity accesses Supplier's solutions under the Master Agreement using United States federal funding sources.

A. Davis-Bacon Act, As Amended (40 U.C.S. § 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, Suppliers 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, Suppliers 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, "Suppliers 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 Supplier 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 be in compliance with all applicable Davis-Bacon Act provisions.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

B. Copeland "Anti-Kickback" Act.

1. **Supplier.** The Supplier shall comply with 18 U.S.C. § 874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. Part 3 as may be applicable, which are incorporated by reference into this contract.
2. **Subcontracts.** The Supplier or subcontractor shall insert in any subcontracts the clause above and such other clauses as FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses.
3. **Breach.** A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a Supplier and subcontractor as provided in 29 C.F.R. § 5.12.

C. Contract Work Hours And Safety Standards Act (40 U.S.C. § 3701-3708).

1. **Overtime requirements.** No Supplier or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.
2. **Violation; liability for unpaid wages; liquidated damages.** In the event of any violation of the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5) the Supplier and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such Supplier and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each

individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5), in the sum of \$27 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5).

3. **Withholding for unpaid wages and liquidated damages.** The grant recipient or sub-recipient shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the Supplier or subcontractor under any such contract or any other federal contract with the same prime Supplier, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime Supplier, such sums as may be determined to be necessary to satisfy any liabilities of such Supplier or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (b)(2) of this section (29 C.F.R. §5.5).

4. **Subcontracts.** The Supplier or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (b)(1) through (4) of this section (29 C.F.R. §5.5) and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (b)(1) through (4) of this section (29 C.F.R. §5.5). Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

D. Rights To Inventions Made Under a Contract or Agreement.

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

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

E. Clean Air Act (42 U.S.C. § 7401-7671q.) And The Federal Water Pollution Control Act (33 U.S.C. § 1251-1387).

Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

F. Debarment And Suspension (Executive Orders 12549 And 12689).

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

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).

Suppliers who apply or bid for an award of more than \$100,000 shall file the required certification. Each tier certifies to the tier above that it will not and has not used federally 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. Each tier shall also 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 recipient who in turn will forward the certification(s) to the federal awarding agency.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

If applicable, Suppliers must sign and submit the following certification to the NFE with each bid or offer exceeding \$100,000:

"APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal,

amendment, or modification of any federal contract, grant, loan, or cooperative agreement.

If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, Title 31, U.S.C. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Supplier, _____, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Supplier understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

Signature of Supplier's Authorized Official

Name and Title of Supplier's Authorized Official

Date

H. Record Retention Requirements.

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

I. Energy Policy And Conservation Act Compliance.

To the extent applicable, Supplier must comply with the mandatory standards and policies relating to

energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. Buy American Provisions Compliance.

Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. Access to Records (2 C.F.R. § 200.336).

Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract 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. (For FEMA funded projects see paragraph X.)

L. Procurement of Recovered Materials (2 C.F.R. § 200.322).

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

M. Federal Seal(s), Logos, And Flags.

The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval. (For FEMA funded projects see paragraph X.)

N. No Obligation by Federal Government.

The U.S. federal government is not a party to this Contract 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 Contract or any purchase by an authorized user.

O. Program Fraud and False or Fraudulent Statements or Related Acts.

The Supplier acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. Federal Debt.

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

Q. Conflicts Of Interest.

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

R. U.S. Executive Order 13224.

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

S. Prohibition On Certain Telecommunications and Video Surveillance Services or Equipment.

To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216. (For FEMA funded projects see paragraph X.)

T. Domestic Preferences for Procurements.

To the extent applicable, Supplier certifies that during the term of this Contract, and any underlying contracts with Participating Entities, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

U. Build America, Buy America Act (BABAA).

Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote.

Contractors and their subcontractors who apply or bid for an award for an infrastructure project subject to the domestic preference requirement in the Build America, Buy America Act shall file the required certification to (insert name of recipient/subrecipient) with each bid or offer for an

infrastructure project, unless a domestic preference requirement is waived by the federal awarding agency. Contractors and subcontractors certify that no federal financial assistance funding for infrastructure projects will be provided unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States. BABAA, Pub. L. No. 117-58, §§ 70901-52. Contractors and subcontractors shall also disclose any use of federal financial assistance for infrastructure projects that does not ensure compliance with BABAA domestic preference requirements. Such disclosures shall be forwarded to the recipient who, in turn, will forward the disclosures to the federal awarding agency; subrecipients will forward disclosures to the passthrough entity, who will, in turn, forward the disclosures to the federal awarding agency.

V. Partnerships with Faith-Based and Neighborhood Organizations (Executive Order 14015, Feb. 14, 2021; Federal Register, Vol. 89, No. 43).

A faith-based organization that participates in this program retains its independence from the Government and may continue to carry out its mission consistent with religious freedom and conscience protections in Federal law.

A faith-based organization may not use direct Federal financial assistance from Participating Entity and/or the federal government to support or engage in any explicitly religious activities except when consistent with the Establishment Clause and any other applicable requirements. An organization, business, non-profit organization, partnership, limited liability corporation or partnership, corporation, individual, or other entity receiving Federal financial assistance also may not, in providing services funded by Participating Entity and/or the federal government, or in their outreach activities related to such services, discriminate against a program beneficiary or prospective program beneficiary on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice.

All organizations receiving federal money through Participating Entity to provide social services shall provide the following notice, in substance, to beneficiaries of the protections listed herein:

“Name of Organization:

Name of Program:

Contact Information for Federal Grant Program Office (name, phone number, and email address, if appropriate):

Because this program is supported in whole or in part by financial assistance from the Federal Government, we are required to let you know that:

- We may not discriminate against you on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice;
- We may not require you to attend or participate in any explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) that may be offered by our organization, and any participation by you in such activities must be purely voluntary;

- We must separate in time or location any privately funded explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) from activities supported with direct Federal financial assistance
- You may report violations of these protections, including any denials of services or benefits by an organization, by contacting or filing a written complaint with the grant program office using the contact information set forth above; and
- If you would like to seek information about whether there are any other federally funded organizations that provide these kinds of services in our area, please use the contact information set forth above.

This written notice must be given to you before you enroll in the program or receive services from the program, unless the nature of the service provided or exigent circumstances make it impracticable to provide the actual service. In such an instance, this notice must be given to you at the earliest available opportunity.”

W. Additional FEMA Recommended Provisions:

1. Prohibition on Contracting for Covered Telecommunications Equipment or Services.

a. Definitions. As used in this clause, the terms backhaul; covered foreign country; covered telecommunications equipment or services; interconnection arrangements; roaming; substantial or essential component; and telecommunications equipment or services have the meaning as defined in FEMA Policy 405-143-1, Prohibitions on Expending FEMA Award Funds for Covered Telecommunications Equipment or Services (Interim), as used in this clause—

b. Prohibitions.

- Section 889(b) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019, Pub. L. No. 115-232, and 2 C.F.R. § 200.216 prohibit the head of an executive agency on or after Aug.13, 2020, from obligating or expending grant, cooperative agreement, loan, or loan guarantee funds on certain telecommunications products or from certain entities for national security reasons.
- Unless an exception in paragraph (3) of this clause applies, the contractor and its **subcontractors** may not use grant, cooperative agreement, loan, or loan guarantee funds from the Federal Emergency Management Agency to:
 - Procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

- (b) Enter into, extend, or renew a contract to procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;
- (c) Enter into, extend, or renew contracts with entities that use covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system; or
- (d) Provide, as part of its performance of this contract, subcontract, or other contractual instrument, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

c. Exceptions.

- i. This clause does not prohibit Suppliers from providing—
 - (a) A service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or
 - (b) Telecommunications equipment that cannot route or redirect user data traffic or permit visibility into any user data or packets that such equipment transmits or otherwise handles.
- ii. By necessary implication and regulation, the prohibitions also do not apply to:
 - (a) Covered telecommunications equipment or services that:
 - (1) Are not used as a substantial or essential component of any system; and
 - (2) Are not used as critical technology of any system.
 - (b) Other telecommunications equipment or services that are not considered covered telecommunications equipment or services.

d. Reporting requirement.

- i. In the event the Supplier identifies covered telecommunications equipment or services used as a substantial or essential component of any system, or as critical technology as part of any system, during contract performance, or the Supplier is notified of such by a subcontractor at any tier or by any other source, the Supplier shall report the information in paragraph d.ii. of this clause to the recipient or subrecipient, unless elsewhere in this contract are established procedures for

reporting the information.

- ii. The **Supplier** shall report the following information pursuant to paragraph d.i of this clause:
 - (a) Within one business day from the date of such identification or notification: The contract number; the order number(s), if applicable; supplier name; supplier unique entity identifier (if known); supplier Commercial and Government Entity (CAGE) code (if known); brand; model number (original equipment manufacturer number, manufacturer part number, or wholesaler number); item description; and any readily available information about mitigation actions undertaken or recommended.
 - (b) Within 10 business days of submitting the information in paragraph d.ii.(b) of this clause: Any further available information about mitigation actions undertaken or recommended. In addition, the Supplier shall describe the efforts it undertook to prevent use or submission of covered telecommunications equipment or services, and any additional efforts that will be incorporated to prevent future use or submission of covered telecommunications equipment or services.

- 2. **Subcontracts.** The Supplier shall insert the substance of this clause, including this paragraph, in all subcontracts and other contractual instruments.

- a. **Access to Records.** The Supplier agrees to provide (insert name of participating entity), (insert name of pass-through entity, if applicable), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Supplier which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

- i. The Supplier agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.
- ii. The Supplier agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.

- b. **DHS Seal, Logo, and Flags.** The Supplier shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The Supplier shall include this provision in any subcontracts.

- c. **Compliance with Federal Law, Regulations, And Executive Orders and Acknowledgement of Federal Funding.** This is an acknowledgement that FEMA financial assistance will be used to fund all or a portion of the contract. The Supplier will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

d. **Copyright and Data Rights.**

License and Delivery of Works Subject to Copyright and Data Rights.

The Supplier grants to the (insert name of participating entity), a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the contract but not first produced in the performance of this contract, the Supplier will identify such data and grant to the (insert name of participating entity) or acquires on its behalf a license of the same scope as for data first produced in the performance of this contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this contract, the Supplier will deliver to the (insert name of participating entity) data first produced in the performance of this contract and data required by the contract but not first produced in the performance of this contract in formats acceptable by the (insert name of participating entity).

e. **Build America, Buy America Act (BABAA) for Architectural and/or Engineering Contracts**

Build America, Buy America Act Preference.

Contractors and subcontractors agree to incorporate the Buy America Preference into planning and design when providing architectural and/or engineering professional services for infrastructure projects. Consistent with the Build America, Buy America Act (BABAA) Pub. L. 117- 58 §§ 70901-52, no federal financial assistance funding for infrastructure projects will be used unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States

RFP 061626 - Law Enforcement Equipment

Vendor Details

Company Name:	L.N. Curtis & sons
Does your company conduct business under any other name? If yes, please state:	Curtis
Address:	185 Lennon Lane Suite 110 Walnut Creek, CA 94598
Contact:	Angela Mackey
Email:	amackey@lncurtis.com
Phone:	206-305-4057
HST#:	

Submission Details

Created On:	Friday May 08, 2026 13:12:39
Submitted On:	Friday June 12, 2026 10:29:22
Submitted By:	Kevin Krause
Email:	kkrause@curtisblueline.com
Transaction #:	536eedd6-6dd9-4d52-adc9-3aca8a227dab
Submitter's IP Address:	10.13.0.22

Specifications

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

General Instructions (applies to all Tables) Provide a concise response to each question. Do not attach additional documents to your response without providing a substantive response within the Specification Tables; attachments should be SUPPLEMENTAL to your answers. Do not leave answers blank; respond "N/A" if the question does not apply to your organization and include an explanation why it does not apply.

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, DBA, 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. Entities that have not been awarded will not be added to an existing master agreement through the affiliation of the Proposer's corporate organization.

#	Question	Response *	
1	Provide the legal entity name of the Proposer authorized to submit this Proposal.	L.N. Curtis and sons (Curtis)	*
2	In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal.	L.N. Curtis and sons, DBA Curtis Blue Line	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	5E720	*
5	Provide your NAICS code applicable to Solutions proposed.	NAICS Code 423990	
6	Proposer Physical Address:	185 Lennon Lane, Suite 110 Walnut Creek, CA 94598	*
7	Proposer website address (or addresses):	https://curtisblueline.com	*
8	Identify the Proposer's Authorized Representative, include name, title, address, email address, and phone number. The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer.	Nicholas Wells, Director of Operations Curtis Blue Line 185 Lennon Lane, Suite 110 Walnut Creek, CA 94598 nwells@LNCurtis.com 510 588 0972	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Nicholas Wells, Director of Operations Curtis Blue Line 185 Lennon Lane, Suite 110 Walnut Creek, CA 94598 nwells@LNCurtis.com 510 588 0972	*
10	Identify the Proposer's other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Jeff Curtis, Vice President 185 Lennon Lane, Suite 110 Walnut Creek, CA 94598 JCurtis@LNCurtis.com 510-268-3325	*

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

#	Question	Response *	
11	Provide a brief history of your company and industry longevity related to the requested Solutions.	L.N. Curtis and sons, DBA Curtis Blue Line, core values—Quality, Service, Integrity, and Caring—have remained the foundation of the company, and the driving force behind our success in supporting emergency and first responders across the nation. Curtis Blue Line is a company whose principal product is service, whose principal resource is people, and whose principal purpose is to be the distinguished leader in providing law enforcement and emergency responder equipment and uniforms. Our employees take immense pride in serving America’s emergency responders—our country’s bravest and best. Since 1929, L.N Curtis and sons, DBA Curtis Blue Line has delivered exceptional customer service and a comprehensive line of firefighting, law enforcement, and emergency response products to local, state, and federal agencies throughout the United States, as well as to U.S. Government agencies worldwide. Our long-standing commitment to excellence continues to guide every interaction and every solution we provide.	*
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	In the event of an award, Curtis Blue Line, will uphold the highest level of customer service for Sourcewell members by delivering exceptional support and a comprehensive portfolio of Law Enforcement Equipment to local, state, and federal agencies across the United States, as well as to various U.S. Government entities. As a premier provider of equipment to first responders, Curtis Blue Line, will continue to maintain the superior service standards that have defined our reputation. Curtis Blue Line will fulfill customer requirements accurately, promptly, and with significant value, ensuring that every interaction reinforces the strength of the Sourcewell - Curtis Blue Line partnership. Our objective is to make the ensuing contract highly valuable to both Sourcewell and its membership by expanding participation, strengthening relationships, and consistently delivering high-quality solutions. Curtis Blue Line will accelerate collaboration with Sourcewell by leveraging the full suite of current marketing strategies and our established customer base to communicate the cooperative contract process, pricing advantages, and overall value. In parallel, Curtis Blue Line	*

		will partner with Sourcewell's network to expand education and outreach across the law enforcement sector. Our strategy centers on three priorities: • Sales Team Enablement - Build deep internal knowledge of the Sourcewell portfolio, including contract structures, resources, and member benefits, ensuring every Curtis Blue Line representative can confidently articulate the value of the Sourcewell– Curtis Blue Line partnership. • Targeted Agency Engagement - Identify law enforcement agencies and related organizations that can benefit from the combined strengths of Sourcewell and Curtis Blue Line will proactively engage them with tailored messaging and support. • Member Support & Growth — Maintain the elevated level of service that our incumbent members expect while expanding awareness of the partnership's advantages to drive broader participation and long-term growth. Our objective is to build on our solid foundation, increase visibility of the Sourcewell– Curtis Blue Line partnership, and expand adoption across the law enforcement community.	
13	Provide non-confidential indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as: • Annual revenue range (select a range—do not provide confidential statements) • Years in business • Publicly available SEC filings (if applicable) • Third party credit scores or ratings (e.g., D&B, bond ratings) • Letters of credit or financial backing from a banking institution Upload supporting documents (as applicable in the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.	L.N. Curtis & sons, DBA Curtis Blue Line, are not a publicly listed company and therefore will not be able to provide SEC filings. L.N. Curtis & sons, DBA Curtis Blue Line have been trading since 1929, and in most recent terms, we have banked with Wells Fargo for twenty years, establishing an asset-based credit line that supports working capital and capital expansion. Please also refer to the attached document 'LNCS Income Statement 2025'	*
14	Describe your US market share for your proposed Solutions. OR	For our primary market, which is the thirteen Western states, we have anywhere between 30% market share to 60% market share depending on the segment or product category.	*

	Provide the number of US Education and Government entities you have served over the past three (3) years, along with the total number of states where you have made sales.		
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	Curtis Blue Line, does not currently sell into the Canadian market.	*
16	Does your organization have any ongoing or completed bankruptcy proceedings, or have you been included as a possible Responsible Party within the past seven years? If yes, please explain. The proposer must provide notice in writing to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP.	Curtis Blue Line has never petitioned or entered bankruptcy protection.	*
17	Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	No, Curtis Blue Line has never been suspended or debarred.	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	L.N Curtis and sons, DBA Curtis Blue Line has received multiple dealer awards from industry manufacturers for high achievement, including from First tactical, Paratech, Globe, MSA, Workrite and Hurst.	*
19	What percentage of your sales were to the government sector in the past three (3) years? This and the following line should not exceed 100%.	Public sector agencies, including federal, state, and local agencies, comprise more than 98% of total corporate sales. The balance is primarily sales to individuals employed by the public sector.	*
20	What percentage of your sales were to the education sector in the past three (3) years? This and the previous line should not exceed 100%.	The education sector in the past three years comprised less than 1% of total corporate sales for Curtis Blue Line.	*

21	List all state and cooperative purchasing agreements that you hold. Include the sales volume for each of these agreements over the past three (3) years.	Curtis Blue Line has several cooperative purchasing contracts in place at the state, regional, and national levels. Of note: NPPGov: Sales on these multiple nation-wide contracts have gross sales, on average, 1.5 million dollars per reporting quarter. Additionally, one existing Sourcewell contract is 010922 LE. Sales on this nationwide contract has gross sales, on average, of one million dollars per reporting quarter.	*
22	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. Include the sales volume for each of these contracts over the past three (3) years.	L.N. Curtis and sons, DBA Curtis Blue Line, is conducting activities in support of our second, third year GSA contract (GSA Contract 47QSWA18D009Y). Sales have averaged more than four million dollars per year.	*

Table 2B: References/Testimonials

Line Item 23. Supply reference information from three customers **who are eligible** to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
City of Aurora Police, Colorado	Eric Wittman	303-739-6023	*
	Dianne Dawson	303-591-3313	
Weld County Sheriff, Colorado	Erica Haghir	970-400-2852	*
City of Walnut Creek Police, California	Randy Villa	925-765-0909	*
Dona Ana County, New Mexico	Shannon Brown	575-728-4787	
Columbia River County, Oregon	Kate Lehner	503-397-2990	

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.

#	Question	Response *	
24	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller	L.N. Curtis and sons, DBA Curtis Blue Line is a distributor/dealer/reseller for all brands and models listed and included in this RFP. We have been serving public safety professionals for 97 years and are a premier provider for both law enforcement and fire protection equipment. We are also a service provider for mask fit testing, air pack repairs, embroidery, and clothing alterations. We have over 500+ suppliers with over 100,000+ products in our portfolio. *Written authorization from our manufacturers is available upon request.	

	(or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?		
25	Describe your sales force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested Solutions.	Curtis Blue Line is poised with a robust outside sales staff of nine full-time sales professionals, three full-time inside sales partners and two full-time product specialists, covering the thirteen Western States. The Sales professionals are supported by two Regional Sales Managers split into two Regions and eight territories. Region 1, • Territory 1, Southern California • Territory 2, Central California • Territory 3, Northern California • Territory 4, Colorado, East Wyoming & East Montana Region 2 • Territory 5, Alaska, Washington & Hawaii • Territory 6, Arizona & New Mexico • Territory 7, Idaho & West Montana • Territory 8, Utah, Nevada & West Wyoming Each outside salesperson and inside sales partner are provided with training on the utilization of the Sourcewell Contract(s). This training is conducted by both the Regional Sales Managers and training sessions provided by Sourcewell. In addition, Sales Representatives are provided with opportunities to attend the Sourcewell Academy and are expected to attend. All salespeople have access to our Sourcewell Supplier Portal and have access to all Sourcewell marketing materials, training, flyers, and forms. As part of the outside team's service offering, our representatives deliver	*

		in-person presentations, resource solutions, product demonstrations, personnel sizing, and comprehensive customer care. To ensure seamless support for our outside sales professionals, each salesperson is assigned to a physical location with a dedicated location manager, backed by customer service representatives and a full production team that manages service needs, garment alterations and embellishments. Across these locations, ninety-three full-time employees are fully dedicated to supporting customers through every stage of the relationship — from prepurchase education and sales quotations to account management, post sales support, and ongoing product education. Each of Curtis Blue Line nine (9) locations and (1) Administration Head Office, are staffed with highly trained personnel dedicated to providing exceptional customer service experience. Curtis Walnut Creek Operations Center – Corporate HQ Special Program Office 185 Lennon Lane, Suite 110 Walnut Creek, CA 94598 877.778.8834 Curtis Arizona Curtis Blue Line, Gilbert, Arizona 625 E. Baseline Road Gilbert, AZ 85233 602.529.3800 Gilbert@CurtisBlueLine.com Curtis Central California Curtis Blue Line Dublin, California 6723 Sierra Court, Suite C Dublin, CA 94568 925.269.4100 Dublin@CurtisBlueLine.com Curtis Southern California Curtis Blue Line Santa Fe Springs, California 15523 Carmenita Road Santa Fe Springs, CA 90670 562.863.1702 SantaFeSprings@CurtisBlueLine.com Curtis Northern California Curtis Blue Line West Sacramento, California 855 Riverside Parkway, Suite 50 West Sacramento, CA 95605 530.204.1310 WestSac@CurtisBlueLine.com Curtis Colorado Curtis Blue Line Centennial, Colorado 7050 S. Yosemite Street Centennial, CO 80112 303.759.0623 Centennial@CurtisBlueLine.com Curtis Idaho	
--	--	---	--

		Curtis Blue Line Boise, Idaho 9364 West Franklin Road Boise, ID 83709 208.377.5418 Boise@CurtisBlueLine.com Curtis Oregon Curtis Blue Line Tigard, Oregon 11570 SW Tiedeman Ave. Tigard, OR 97223 503.656.0353 Tigard@CurtisBlueLine.com Curtis Intermountain Fulfillment Center Curtis Blue Line Salt Lake City, Utah 1635 Gramercy Road Salt Lake City, UT 84104 801.349.1150 SaltLake@CurtisBlueLine.com Curtis Washington Curtis Blue Line Kent, Washington 6507 S. 208th Street Kent, WA 98032 253.566.2686 Kent@CurtisBlueLine.com ***Please see attached documents "Curtis Blue Line – Line Card & Sales Territory Map." Curtis Blue Line Customer Service plays a critical role in supporting the Sourcewell Program across multiple areas of sales operations. The team delivers face-to-face, in person customer engagement for sales and marketing activities; provides both technical and sales related product information; performs on-site service functions; and actively monitors customer satisfaction. The sales organization is directly supported by more than forty customer service representatives and specialists, ensuring consistent, high-quality assistance every day.	
26	Describe your network of Authorized Sellers who will deliver Solutions, including the number and locations of dealers, distributors, resellers, and other distribution methods, as it relates to the requested Solutions.	Other than local, regional, national, and international shipping companies, Curtis Blue Line will not deploy any additional distribution channel networks.	*
27	Describe your service force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU),	In addition to providing significant pre-sales support and services, Curtis Blue Line deploys teams to provide significant post-sales support to our customer community: • Warehousing & Inventory—logistics management and inventory control specialists who ensure the right parts go to the right customer. • Marketing Specialists—provides educational information and	*

	and overlap between sales and service, as it relates to the requested solutions.	familiarization on a wide array of Law Enforcement products and specialty equipment, product families and industry-specific standards, specifications, and requirements. Such as: HazMat protective equipment, personal protective equipment, self-contained breathing apparatus, respirators, thermal imaging, night vision, optics, lighting, duty gear, hydraulics, water flow, and gas detection, manual breaching solutions - product families and industry-specific standards, specifications, and requirements. Areas of expertise include F&ES training, breathing air compressors, Personal protective equipment, self-contained breathing apparatus, respirators, rescue tools and equipment, thermal imaging, hydraulics and water flow, and gas detection. • Factory-certified Product Technicians—provides in-house and mobile repair and maintenance services; warranty repairs, annual, or as requested preventative maintenance. • Personal Protective Equipment and Ensemble Care & Maintenance—A six-facility operation, provides inspection, cleaning, and repair services for personal protective equipment to all National Fire Protection Association (NFPA) standards. • Manufacturer Field and Product Technician Teams-Curtis have access to supplier specialists and technical teams for customer support and education. • Curtis CARE—Curtis provides our customers with education and on-boarding, support, inspection, repair and maintenance services for Heavy Rescue Tools, Extrication and Stabilization equipment, and other related products.	
28	Describe the ordering process from sales/consultation, how the order is placed, through project/order fulfillment. If orders are handled by distributors, dealers, or others, explain their roles and responsibilities in the ordering process.	Curtis Blue Line Procedures for Processing Orders (other than “walk-in” business conducted at any of Curtis Blue Line retail store) Curtis has developed straight forward procedures for order processing. Our order handling procedures are consistently applied to process routine, urgent, emergency orders, product returns, and discrepant orders. Order processing is fully integrated into our automated distribution ERP software platform. This electronic system provides our sales, marketing, purchasing, accounting, and management with real-time order status, while tracking inventory and shipping status. Orders Delivery orders are considered issued upon receipt of order by mail, telephone, facsimile, email, or online. Order Processing Curtis Blue Line processes orders from entry through fulfillment, invoicing, and post-sales support. After an order is received, Curtis Blue Line uses a simple and consistent series of procedures for processing customer orders. The sourcing determination made by the Customer Service representative and managers during the customer purchase order process is the primary factor made to determine the specific path to be taken by when processing each individual order: (e.g., ship from a Curtis	*

		warehouse, ship direct from the manufacturer; consolidate at a Curtis warehouse, or Curtis Blue Line Location. Once the order is placed, there are three distinct workflows, purchase order to vendor, in stock, and electronic data interchange (EDI), resulting in five workflows. Order placed • PO to Vendor > Ship direct to customer > Tracking > Invoicing • PO to Vendor > Ship direct to Curtis > (Ship Complete/Ship Partial/Backorder) > Tracking > Invoicing • In Stock > (Ship Complete/Ship Partial/Backorder) > tracking > Invoicing • EDI > Shipped to Curtis > (Ship Complete/Ship Partial/Backorder) > Tracking > Invoicing • EDI > Ship direct to customer > Tracking > Invoicing Order Scheduling & Delivery Order scheduling at Curtis Blue Line is based upon one of two customer requirements. Curtis Blue Line typical commercial customer, requests product delivery by product availability as specified by the supplier. Curtis Blue Line accommodates both scheduling requirements efficiently and effectively using our distribution software and consistent status reviews of all active orders. Customer orders are confirmed by Curtis Blue Line after the local operational manager has reviewed the customer purchase order (customer information, product and quantity requirements, pricing and availability, and the existence of any unique requirements from the customer) and entered the order into our distribution software tracking system. Not-In-Stock Conditions It is expected that not-in-stock conditions for core items will be extremely rare; however, it is prudent that Curtis Blue Line have procedures to manage these occurrences. Curtis Blue Line will manage not-in-stock product orders by determining lead times necessary to complete the order, contacting the ordering activity, and advising current lead time of product. Concurrently, Curtis Blue Line will offer alternative in-stock substitute products of equal or higher quality and at equal value for customer consideration. Partial Delivery / Back Order Procedures Curtis Blue Line will always strive to ship the entire order complete and on time. However, if Curtis Blue Line is in a low stock position on a particular product and the customer will accept a substitute item and accept a partial delivery, the order will be processed during the pre-order set-up to ensure that all items possible will be shipped either direct from our supplier or from one of the Curtis Blue Line warehouses in order to	
--	--	--	--

		provide the level of service our customer requests. Back-orders are tracked via the Company's ERP system and reports generated showing "non-fills" until the order is shipped complete. Partial deliveries and back-orders status are provided to the customer on a regular basis until the order is filled. Order Billing Curtis Blue Line will submit invoices only after receiving assurances that our customers' requirements have been met. Once the order has been shipped complete and all required activities specified within the order have been accomplished, Curtis Blue Line will submit invoices as required by the order. Payment for Goods Received Curtis Blue Line accepts payments from credit cards including Visa, Mastercard, American Express, Discover as well as offering extended payment terms of net thirty (30) days from date of invoice for approved customers. ***Please see attached documents "Curtis – Standard terms and Conditions of Sale."	
29	Describe, in detail, the process and procedure of your customer service program. Include your response –times, escalation protocols, issue resolution timeframes, as well as any incentives that help your providers meet your stated service goals or promises.	Although customer and technical support is available between the hours of 7:00am and 5:00pm, local time, Monday through Friday at each of our Customer Service Operation Centers, Curtis Blue Line understands that "normal office hours" has lost all real meaning in the global marketplace. Serving a world-wide customer community spanning all time zones, Curtis Blue Line customers contact a company representative in several ways, twenty-four hours a day, seven days a week, and three hundred, sixty-five days a year (24/7/365) to discuss order placement, order tracking, problem resolution, and the myriad of other topics that will arise throughout the term of a business relationship. Curtis Blue Line customers contact company customer sales, service, and technical representatives via telephone, cell phone, email, or facsimile using the contact information listed on our website. It is a standard operating procedure that all outside sales representatives and management provide office, cell phone numbers, and email addresses to the company's customers. This enables Curtis Blue Line customers to contact the company's sales force directly for sales and service requests 24/7/365. Additionally, using toll-free numbers during "outside-of-normal" business hours or on national holidays, Curtis Blue line representatives are contacted directly or via message service 24/7/365 in order to immediately respond to emergency or non-emergency situations Curtis Blue Line representatives will respond to all customer inquiries within four hours between the hours of 7am-5pm (local) Monday through Friday or within 24 hours during non-duty hours or national holidays.	*
30	Describe your capability	L.N. Curtis and sons, DBA Curtis Blue Line has successfully provided	*

	to provide the requested Solutions to Sourcewell participating entities in the United States.	products and services to Sourcewell Member agencies under current contracts 090122 LE, 011824 SCBA, 020124 PPE, and 010424 FE since 2020. With the sales & service force detailed in previous responses, Curtis Blue Line is willing and able to support all Sourcewell users while maintaining the contract requirements.	
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Shipments to customers located in the forty-eight continental states, as well as Alaska and Hawaii: FOB: Origin, freight added, or as otherwise required by the customer. List Price less the brand discount plus an (estimated) freight charge. The customer invoice will include actual freight charges as a separate line item. Note: For those customers who require a delivered price when the quote is prepared, Curtis Blue Line will follow the same procedure by utilizing available freight calculators to determine quoted freight costs. Curtis Blue Line will, with manufacturer approval on a case-by-case basis, provide products to members nationwide.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	Curtis Blue Line does not currently provide services to Canada.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	All products included in this Curtis Blue Line proposal are available to the membership located in the thirteen Western States of Montana, Wyoming, Colorado, New Mexico, Arizona, Utah, Idaho, Washington, Oregon, Nevada, California, Alaska, Hawaii, and other states may be acceptable to our manufacturing partners, without limitations. Curtis Blue Line will, with manufacturer approval on a case-by-case basis, service members in all states where member customers are outside of manufacturer's primary market area, with manufacturer approval.	*
34	Identify any account type or Participating Entity type from the RFP that will not have full access to the requested Solutions if an agreement is awarded, along with the reason(s) why.	As previously discussed in above response, all products included in Curtis Blue Line proposal are available to the membership located in the thirteen Western States of Montana, Wyoming, Colorado, New Mexico, Arizona, Utah, Idaho, Washington, Oregon, Nevada, California, Alaska, Hawaii, and other states as may be acceptable to our manufacturing partners, without limitations. Curtis Blue Line will, with manufacturer approval on a case-by-case basis, provide products to members nationwide.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, Curtis Blue Line will extend terms of any awarded agreement to nonprofit entities, with manufacturer approval and on a case-by-case basis and provide products to Sourcewell members nationwide. Any non-profit member who directly supports Law Enforcement / Public Safety efforts will be considered.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your	Curtis Blue Line, sales strategy focuses first on regions with the highest	*

	marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials.	population densities, as these areas typically correlate with the greatest concentrations of serving law enforcement officers. Our outside sales teams and customer service representatives will also engage all potential agency participants across the thirteen western states as soon as near-term procurement opportunities are identified. Immediately following the contract award, our marketing department will announce the award on our website and across the online public forums where we regularly interact with our customers. In parallel, the marketing team will develop targeted collateral for distribution by our sales teams and through e blast notifications to agencies with active or upcoming requirements. This collateral will clearly outline the cooperative purchasing opportunity available through the new contract and demonstrate how agencies can procure a wide range of products and services while saving time, manpower, and money. Curtis Blue Line is committed to supporting Sourcewell in joint marketing initiatives, industry events, and conferences. Through these efforts, we will help promote the cooperative purchasing program to existing members and introduce its benefits to prospective new members, expanding awareness and utilization of the new contract.	
37	Describe your use of technology and digital data (e.g., specific social media platforms, metadata usage) to enhance and/or optimize your marketing strategy described above.	Curtis Blue Line recognizes the critical role of technology and digital data in driving modern marketing effectiveness. To support our sales initiatives, strengthen brand awareness, and promote key products, we maintain multiple robust cross digital marketing programs that are continually refined and expanded. Our marketing team regularly reviews metadata analytics to identify opportunities for optimization, assess message performance, and adjust strategies to increase reach and alignment with program goals. Curtis Blue Line Cross Digital Program Capabilities include: • CurtisBlueLine.com Homepage Merchandising — Primary product promotion space • CurtisBlueLine.com Homepage CTA Banner — Lead generation messaging • CurtisBlueLine.com Pop Up Modal — High visibility lead capture tool • Social Media Posts and Ads — Targeted audience engagement • Email Marketing — Automated and segmented outreach • Industry Website Ads — Placement on high traffic professional platforms • Search Engine Ads — Intent based customer acquisition • Search Engine Optimization includes Keyword Campaigns, Metadata Optimization, Rich Content Development, and Backlinking Curtis Blue Line maintains a substantial, resolute marketing and merchandising team focused on strengthening and expanding our digital footprint. Their ongoing efforts ensure that Curtis Blue Line remain visible, competitive, and responsive to the evolving needs of our customers.	*
38	In your view, what is Sourcewell's role in promoting agreements	Marketing collateral will be provided to the Curtis Sales Teams during a formal contract kickoff meeting. These kick-off sessions—conducted either virtually or in person—are a standard part of our operating procedures and	*

	resulting from this RFP?	ensure that all personnel begin the contract period aligned, informed, and prepared. Sourcwell personnel will be invited to participate in these meetings whenever possible. Their presence helps establish strong working relationships with our staff and ensures that all necessary program information, expectations, and processes are clearly communicated. Topics Covered During Curtis Blue Line Kick-off Meetings • Program and Contract Overview — Introduction to contract scope, objectives, and structure • Brands, Pricing, and Discounts — Detailed review of offerings and value structure • Rules of Engagement — Contract terms, conditions, and compliance requirements • Quote and Order Procedures — Step-by-step guidance for quoting, order entry, and workflow expectations • Post Sales Support Processes — Service, warranty, and customer care protocols • Program Specific Guidance — Any additional information needed to help the sales force fully leverage the new contract These sessions are designed to equip the sales team with the knowledge, confidence, and motivation needed to maximize the opportunities presented by the new contract. We welcome Sourcwell's involvement at any level the cooperative chooses—whether highly engaged or minimally present. With experience executing successful sales and marketing campaigns, we are fully prepared to hit the ground running, ensuring immediate and effective contract utilization.	
39	Describe how your organization will integrate a Sourcwell awarded agreement (e.g., training, incentives) into your sales process.	Curtis Blue Line will integrate the awarded Sourcwell agreement by embedding it directly into sales training, qualification steps, proposal workflows, and pricing tools, so that every opportunity is automatically evaluated for the alignment. A four-step approach to integrate into our sales process. • Sales Team Training: Train all Sales Representatives, Customer Service Representatives, and Curtis Blue Line store team, on what Sourcwell is and who can use it (municipalities, counties, K–12, higher education, nonprofits, and tribal entities). • Sales Playbook Integration: Add a dedicated Sourcwell section to our sales playbook with an eligibility checklist, contract number and awarded categories, approved product/service catalog, and integrated pricing structure with our ERP. • Proposal & Pricing Alignment: Build standardized proposal templates referencing the awarded agreement. Preload Sourcwell pricing into our quoting tool so reps can generate compliant quotes instantly and integrate quick-comparison sheets showing procurement time saved vs. traditional bidding. • Sales Incentives & Performance Metrics: Offer accelerators for deals	

		closed through the Sourcewell contract. Track KPIs such as: Contract-driven revenue, sales cycle reduction, and number of Sourcewell-qualified opportunities. Reward reps who consistently leverage the contract to shorten procurement timelines.	
40	Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them.	Curtis Blue Line websites offer customers a secure, fast, and easy to use online experience featuring a robust product catalog, advanced search features and product details and specifications to make informed shopping decisions. Curtis Blue Line also offers Agency online accounts for departments, businesses and special agreements which offer enhanced features of these custom web portals include: • Tax Exempt ordering with appropriate qualifications and approvals • Net 30 Terms with credit approval from L.N. Curtis and sons • Customer Specific Pricing • Customer Specific product catalog (exclusive to individual or group of customers) • Online Quoting • Quartermaster Ordering – Ability to have order approval processes • User based access – Ability to control who can order, see invoices, or create shopping lists • Quick Re-Order at the order and product level • Custom designed shopping lists to make shopping easier by department or team Curtis+ Program allows customers to maintain a single source allotment or allowance program with Curtis. Manage, track and control allowance-based purchases. For more details: https://curtisblueline.com/curtis-plus	*

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

#	Question	Response *	
41	Describe any training programs related to your proposed Solution(s) available to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, delivery methods, and any costs that apply.	Curtis Blue Line offers optional familiarization courses tailored to customer needs. These sessions can be scheduled at the time of purchase or any time afterward. To support customer education, the company employs several specialty roles - including tactical product specialists, uniform specialists, air specialists, and rescue specialists. In addition, all sales professionals and store staff are equipped to help customers with product education or to coordinate familiarization services.	*
42	Describe any technological	Curtis Blue Line provides customers with information and training on the latest products and applied technologies available from our manufacturing	*

	advances that your proposed Solutions offer.	partners. Additionally, manufacturer's representatives and technicians are available to support Curtis Blue Line product support and customer service activities. All products are selected and fielded based on demonstrated performance in law enforcement and first responder operations using current technology. Examples: • New lightweight materials for concealable body armor. • Simplified operations by new multi-function rescue hardware • High-performance night vision and optics platforms, including current-generation image intensification, clip-on thermal, and multi-function aiming lasers • Actively tethered drones • Battery powered tools and devices.	
43	Describe any sustainability initiatives or certifications that relate to your organization and/or proposed Solutions. If applicable, describe the certification(s) for each initiative.	Curtis Blue Line focuses solely on supporting the public sector through product, support and service of the equipment, uniforms and PPE used by the city, county, state, and federal agencies that serve our communities. We have tirelessly worked to support those that take care of those in need. In addition to our daily business efforts, we also strongly encourage our team members to reach out and volunteer within the local community. Each year our ownership team chooses to donate to dozens of local non-profits and charities to give back. These charities are always those who serve others in need. From burn foundations to food banks to the American Red Cross. We believe part of our responsibility is to be a positive and active member of our community and we actively partner with various military, chambers of commerce, and state diversity agencies (among many others) that afford career opportunities for sustained success. We sponsor multiple scholarships in Idaho, Nevada, Alaska, and New Mexico. At Curtis Blue Line we are proud of the diverse workforce that supports our customer base. Sustainability initiatives • Accepting trade-ins for used equipment that is then resold or donated to other customers to extend the life of the equipment and keep it out of landfills. • Partnering with organizations that have programs to properly dispose of or repurpose products and product material such as armor, used oils and fluids, metal hardware, and more. Environmental Curtis Blue Line has looked hard over the last decade at ways in which it can reduce its overall environmental impact. While the journey is not complete, we have implemented dozens of new processes to eliminate the use of paper within our business. We estimate that we have been able to have a 60% plus reduction in paper usage because of our investment and move to a new cloud-based ERP, and our development of a new warehouse	*

		fulfillment system that reduces the paper required to complete the fulfillment process. We are in the middle of evaluating how we can reduce our paper usage in our accounting team, which will help increase our reduction from 60% to over 80%. All our facilities participate in the local recycling program, and our fulfillment center constantly evaluates recycled corrugate options to ensure we are limiting our environmental impact. As automotive companies begin to develop and produce electric pick-up trucks, we will start transitioning our current fleet of combustion engine trucks to EV trucks in hopes to further reduce our impact. Economic Our team is highly focused on working with our customer base on ways in which we can help improve the safety factor of the equipment they are either wearing or using. These improvements in safety within local police departments can help reduce work-related stress, injuries, or health issues. Having the right equipment at the right time can not only keep the staff members safe but can also help ensure they can complete their job and keep their community safe.	
44	Describe any third-party issued, eco-labels, ratings, or certifications that your proposed solutions hold.	Curtis Blue Line works closely with manufacturers that have sustainability programs and initiatives, and we continuously evaluate additional products to add to our portfolio based on evolving customer needs, new certifications, and customer demand. We aim to work with vendors that incorporate multiple independent, third-party environmental certifications that validate sustainable manufacturing practices, reduced environmental impact, and responsible material sourcing. Key certifications we encourage for our vendors include ISO 14001 environmental management for sustainable manufacturing practices, ENERGY STAR and EPEAT ratings for energy efficient electronic equipment, and FSC or SFI for responsible packaging and forestry. These certifications ensure our solutions meet modern environmental expectations while supporting agency sustainability goals. How This Benefits the Agency These certifications ensure that the equipment we procure: • Reduces hazardous waste and environmental risk • Lowers energy consumption and long-term operating costs • Supports agency sustainability goals and reporting requirements • Ensures responsible end of life recycling and disposal • Aligns with federal, state, and municipal green procurement standards	*
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique advantages meaningful for Sourcwell	Curtis Blue Line is proud to submit this proposal in response to the Sourcwell solicitation. Curtis Blue Line has built its reputation on delivering critical products, dependable services, and mission-focused support to the nation's first responders. Our commitment is simple: to ensure that those who protect our communities have the equipment, resources, and service they need to return home safely. Curtis Blue Line offers comprehensive, full-service procurement experience designed to support agencies from initial product discovery through final	*

	participating entities?	delivery and customization. Our capabilities include product evaluation, sourcing, alterations, and specialized customizations supported by a broad, carefully curated catalog of law enforcement equipment and apparel. This approach allows us to provide exceptional value, operational efficiency, and long-term partnership to the agencies we serve. With customer service centers located in Washington, Oregon, Utah, California, Colorado, Arizona, and Idaho, a state-of-the-art integrated logistics facility in Salt Lake City, Utah, and an exceptional online service, providing customers with a seamless digital experience, Curtis Blue Line is uniquely positioned to support Sourcewell members nationwide. Our logistics infrastructure ensures rapid fulfillment, consistent product availability, and reliable support for agencies of all sizes. L.N. Curtis and sons, DBA Curtis Blue Line has extensive experience managing large, complex public sector contracts, including our GSA Schedule (47QSWA18D009Y) and our role as a contractor to the Defense Logistics Agency Troop Support under the Emergency Services Program. We serve thousands of government customers annually and have a long history of successful performance supporting cooperative purchasing organizations. Guided by our corporate mission—to provide critical products and services that enable first responders to accomplish their missions and return home safely—we have assembled a strong team of leading manufacturers to support this proposal. Our offering represents the most required and highest value products used by today’s law enforcement agencies. Curtis Blue Line is fully prepared and qualified to support Sourcewell members with the reliability, expertise, and service excellence that have defined our company for generations.	
--	-------------------------	---	--

Table 5B: Value-Added Attributes

Select any business certifications that your company or partners have obtained. Upload your confirming documentation.

Select all that apply below.

#	Certification	Offered	Comment	
46	Minority Business Enterprise (MBE)	☐ Yes ☒ No	N/A	*
47	Women Business Enterprise (WBE)	☐ Yes ☒ No	N/A	*
48	Disabled-Owned Business Enterprise (DOBE)	☐ Yes ☒ No	N/A	*
49	Veteran-Owned Business Enterprise (VBE)	☐ Yes ☒ No	N/A	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	☒ Yes ☐ No	One of our vendors: Rescue 42 is a Service-Disabled Veterans Owned Small Business https://rescue42.com/about-us/sdvosb/	*
51	Small Business Enterprise (SBE)	☐ Yes ☒ No	N/A	*
52	Small Disadvantaged Business (SDB)	☐ Yes ☒ No	N/A	*
53	Women-Owned Small Business (WOSB)	☐ Yes ☒ No	N/A	*

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

Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
54	Describe your payment terms.	Curtis Blue Line payment terms are NET30 for all approved accounts. Curtis Blue Line customers are invoiced based on contract verbiage. Customers may be invoiced as items are shipped or can be invoiced once the order is complete. All customers will have a unique account within our software and will be marked as cash-in-advance, NET30, and can include tax exemption based on agreement and documentation provided.	*

55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	Curtis Blue Line offers Net 30 payment terms for municipal and government agencies. For all end users, we accept MasterCard, Visa, Discover, American Express, and checks. Non-agency customers may apply for credit terms. Approved credit limits vary based on the results of a financial credit application. Standard payment terms are net 30 days from the invoice date. No discounts, retainage, or other deductions of any kind are permitted. Interest will accrue on any past due invoices at an annual rate of 12%, or the maximum legal contract interest rate allowed, whichever is lower. We also accept P Card (company issued) payments with no processing fees. In addition, we support ACH payments for customers and through our standard accounts payable process for our vendors. While we do not directly process ACH transfers ourselves, vendors can provide their banking information, and payments are issued electronically through our secure AP system. Curtis Blue Line accepts pCard payments with no processing fees. Lease-to-own is with Curtis and depending on purchasing parameters, we can connect customers with different third-party leasing companies.	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	Agencies can request a lease-to-own option with flexible terms and payment schedule.	*
57	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.	Curtis Blue Line standard sales-related documents are quotes, sales orders, packing slips or picking tickets, and invoices.	*
58	Describe your pricing model AND quantify the proposed discount(s) offered. If proposed pricing is Line-Item Pricing, Proposer must submit: A. For each Line, provide your list/MSRP, the offered discount(s), and the "Master Agreement Price". B. If proposed pricing is a	Curtis Blue Line proposed pricing model is based upon a set discount off list price, by brand or in certain cases when a brand offers several models, by model. Curtis Blue Line's proposed program is based upon offering, by brand and product family, a fixed percentage (%) discount off the Manufacturers' Suggested (List) Price.	*

	Percentage Discount from Catalog or Category, one of the following MUST be submitted: (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.		
59	Provide details of any quantity or volume discounts, as well as any rebate programs that are available in addition to the proposed pricing structure discounts.	Curtis Blue Line will offer customers deeper discounts than proposed, depending on volume, product specifications, and market conditions.	*
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	Curtis Blue Line will provide customers with access to our full catalog of products that may fall outside of the contracted items. Products that are outside of the contracted items will be priced at LIST or below, and pricing can be discussed as needed for non-contracted items.	*
61	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.	Curtis Blue Line adds no additional costs to member prices unless there are applicable local and state taxes and fees. A fee example is the Covered Battery-Embedded (CBE) Waste Recycling Fee in California https://cdtfa.ca.gov/taxes-and-fees/covered-electronic-waste-recycling-fee/covered-battery-embedded.htm	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Curtis Blue Line utilizes contracted pricing with third-party shippers to lower the costs associated with shipping. Whenever possible, our agreements with manufacturers will take advantage of F.O.B. DEST shipping for certain items. Freight/shipping charges can vary based on volatility of fuel market, any additional taxes, or tariffs in place, and based on how the product itself must be shipped (Hazmat, batteries, etc.) If the customer requires a Fixed rate, vendors will be partnered with to create a shipping quote for larger items or orders.	*
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Shipments to customers located in Alaska, Hawaii, and American territories: FOB: Origin, freight added. Curtis Blue Line's quotes for inquiries from customers in Hawaii, Alaska, or American territories will include a shipping estimate that will be calculated using the following formula: List Price less the Brand Discount plus an (estimated) Freight Charge. Curtis Blue Line will estimate freight by using the UPS freight listed at UPS Freight Calculator or other calculators made publicly available by other shipping companies. Curtis Blue Line does not ship to Canada.	*

64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Curtis Blue Line offers our customers an integrated approach to logistics supply support that encompasses all management actions, procedures, and techniques used to determine requirements to: • Acquiring support items and spare parts • Catalog the items • Receive the items • Store and warehouse the items • Transfer the items to where they are needed • Issue the items • Dispose of secondary items • Provide for initial support of the system • Acquire, distribute, and replenish inventory • Provide value-added resources by combining Commodity Management with our Logistics and Kitting services for complete “end-to-end” customer support. LOGISTICS SOLUTIONS Curtis Blue Line offers complete transportation and logistics management services. By contracting and managing a network of national, regional, and local carriers we can offer a complete package of freight handling services – the integrated logistics solution required to increase efficiency and lower costs. Additionally, we can provide the following transportation services. • Expedite • Port and Rail Drayage • Intermodal • International (Ocean Freight/Air Freight) • Less-than-truckload • Specialized Equipment – temperature controlled, HAZMAT, etc. • Freight Forwarding KITTING SOLUTIONS When end users are required to combine multiple products into new product kits, our kitting services can help. We have experience breaking down bulk materials and products, unitizing and creating multi-packs, even custom-made kits with bar-code or RFID labeling. Our product kitting and assembly services allow customers to: • Reduce inventory • Respond quickly and economically to changing demand for custom packs • Fulfill individual custom orders • Fulfillment capabilities help you manage inventory throughout the kitting cycle, from individual components to creation of new SKUs.	*
----	---	--	---

		• Our team maps efficient kitting processes and builds quality checks to ensure the accuracy of final kits. • Our labor solutions help you economically manage activity spikes and meet last-minute requests.	
65	Describe any self-audit processes or programs that you will employ to verify that Sourcewell participating entities have obtained Agreement pricing and to verify compliance with the resulting Agreement.	Curtis Blue Line's compliance will be monitored by Curtis Blue Line Director of Operations, who is responsible for all aspects of operational performance. This senior manager will utilize the same control processes that have been successfully employed by Curtis Blue Line for over twenty years to monitor, control, and accurately report every sale made on our various DoD Prime contracts and numerous regional and national COOP contracts. After multiple audits on these major programs, Curtis maintains exception operational and reporting performance scores, with no deficiencies noted. Upon award, the as-proposed discount rates for every brand and product family will be entered into Curtis' Enterprise Resource Planning (ERP) platform. When a Sourcewell member requests an item that is on contract, the discount to be offered will be shown within the product pricing section of Netsuite.	*
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	Per our standard operating procedures, Curtis Blue Line's Director of Operations will track Key Performance Indicators (KPIs) to make sure our business is tracking to plan. KPI-related data is extracted from our Enterprise Resource Planning platform, a cloud ERP solution that automates front and back-office processes that enable the Company to track all critical business functions including financial management, revenue management, fixed assets, order entry/management/tracking, billing, and inventory management. This enables Curtis Blue Line management to generate real-time performance and status reports (e.g., sales orders; fill rates; vendor performance; returns due to improper shipments and defective items; and backorders). Using our ERP, Curtis Blue Line management will track performance of all orders, awards, contracts, and programs, including the Company's performance in support of Sourcewell.	*
67	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	Curtis Blue Line proposes to pay Sourcewell a 1% administrative fee of total net revenues (gross sales, less product returns), on a quarterly basis.	*

	Reporting Period defined in the agreement.		
--	--	--	--

Table 6B: Pricing Offered

#	The Pricing for this Proposal is: *	Specify the basis for the pricing offered, include unique circumstances or justifications	
68	As good as or better than pricing typically offered through our existing cooperative contracts, state contracts, or agencies.	Curtis Blue Line proposed pricing model is based upon a set discount off list price, by brand or in certain cases when a brand offers several models, by model. Curtis Blue Line's proposed program is based upon offering, by brand and product family, a fixed percentage (%) discount off the Manufacturers' Suggested (List) Price.	*

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

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.

#	Category or Type	Offered *	Provide a detailed description of all solutions offered.	
69	Law enforcement duty gear	☒ Yes ☐ No	5.11: 17,000 unique part numbers for holsters, duty belts and all equipment accessories, tactical pouches. Aker: Well over one hundred variations of products across three primary categories: Gun Holsters, Leather Belts, and Duty/Concealed Carry. Archangel Devices/Guardian Angel: Produces two core models of wearable and mountable personal safety lights - the Elite Series and the Micro Series. These devices are highly customizable, offered in over twenty-four different LED color combinations. ASP: Manufactures police batons (in over sixty combinations), restraints, performance flashlights (19 different types), and training gear. Avon Protection: Avon Protection produces over fifty individual, life-critical systems, and accessories across dozens of model variations. Items include APR, Filters, CBRN solutions, CHEM/ BIO suits, SCBA, and Thermal Imaging. Bates: Protective Footwear to include fourteen different safety boots. Benchmade: Produces over two hundred assorted products, offering a wide range of pocketknives, fixed blades, outdoor gear, and cutlery. Bianchi / Safariland: Over 100 variations of products including nylon duty gear and accessories.	*

			Blackhawk: Thousands of assorted products, producing hundreds of unique core models across more than a half-dozen major gear categories. Blackinton: American-Made Badges, Insignia, Medals, and FlexBadges. Blackpoint: Manufactures over a dozen base product designs across six main categories, offering a total catalog of dozens of variations. Blue Force Gear: Blue Force Gear manufactures hundreds of tactical products, to include Weapon Slings & Hardware, Ten-Speed Pouches, Trauma & Medical Kits, Load Carriage Gear, Organization & Accessories. Boston Leather: Produces hundreds of different individual product variations across dozens of core categories. Condor Outdoor: Produces hundreds of distinct gear and apparel products across dozens of specialized categories. The massive line includes everything from backpacks and plate carriers to patches and pouches. Cornerstone: Cornerstone protective wear. Damascus: Damascus Protective Gear produces over one hundred assorted styles and products for law enforcement, military, and corrections professionals and specializes in riot gear and gloves. Danner: Danner offers hundreds of models of protective and duty boots. Edge Eyewear: Edge Eyewear offers over thirty distinct base frame models, which quickly multiply into hundreds of unique product variations to include: tactical and safety. Edwards Garment: Products to include safety wear. Elbeco: Over 200 products including safety products for Law Enforcement, Fire, EMS, and Industrial. ESS: Produces over two hundred assorted products and models of protective eyewear. First Tactical: First Tactical produces hundreds of different gear and apparel items across dozens of distinct categories. They offer well over two hundred unique products. Gerber: Gerber manufactures hundreds of individual knives and gear configurations. Items for Law Enforcement include multi-tools, fixed blades, pocketknives, and tactical gear. Gildan: Provider of safety wear and PPE. Gould & Goodrich: Produces hundreds of unique products, featuring thousands of custom-fit variations to include belts, holsters, pouches, and duty gear accessories.	
--	--	--	--	--

			Heroes Pride: Law enforcement equipment and accessories. Belts Hiatt/ Safariland: Hiatt Tactical (now manufactured under Safariland) manufactures around 20+ distinct handcuff models, primarily specializing in metal restraints. High Speed Gear: Manufactures hundreds of distinct tactical products, primarily specializing in pouches, belts, chest rigs, and medical gear. Johnson Plastics: Custom Blanks: Drinkware, awards, plaques, name badges. Luxottica Eyewear: Hundreds of different eyewear products from Ray Ban and Oakley. Midway Caps: Duty Headwear. Monadnock: Monadnock offers dozens of defense and tactical products for law enforcement. Its active product lines feature hundreds of variations of Batons, Restraints, Riot Control, Accessories, and Training Aids. MSA: Manufactures thousands of individual products and component variations, spanning hundreds of distinct product lines to include Respiratory Protection, Gas Masks, Detection and Monitoring, Fire Safety, Head Protection, and Fall Protection. Nexbelt: Offers hundreds of specific products across dozens of categories to include EDC / Gun Belts, Tactical / Duty Belts, Accessories. Next Level: PPE and protective gear. Paulson: Paulson Manufacturing produces over fifty different tactical personal protective equipment (PPE) products for law enforcement to include Face Shields for Helmets, Transparent Handheld Riot Shields, Laser & High Intensity Light Protection, Tactical Goggles, Knee Shields, Parts, and Accessories. Peerless: Produces dozens of distinct law enforcement products, consisting of about forty specific cataloged models across five main restraint categories. Port & Company: Providers of PPE / Safety Gear. Port Authority: Providers of PPE / Safety Gear. Propper International: One of the largest suppliers to the U.S. military and law enforcement, they offer hundreds of distinct items spanning dozens of categories to include: Backpacks, MOLLE pouches, tactical belts, headwear, holsters, and protective gear. Red Kap: Models of safety footwear. Redback: Safety footwear featuring composite and steel toe.	
--	--	--	---	--

			Revision Military Eyewear: Currently produces six distinct core eyewear product lines (including spectacles, sunglasses, and goggles). Richardson: Headwear for Agencies. Safariland: Portfolio comprises over 2,500 distinct models and variants across more than twenty-five renowned brands. Safariland designs, manufactures, and distributes a wide array of safety and survivability equipment for military, law enforcement, and civilian use to include Holsters, Duty Belts and Gear, Pouches, Firearms Accessories, Communications, and Hearing Protection. Salomon: Protective Footwear and Safety gear from Salomon and EvoShield. Samuel Broome: Duty Gear. Spiewak: Dozens of models of High Viz, safety wear, vests, and other PPE. Sport-tek: Manufacturer of safety wear and PPE. Team Wendy: Team Wendy's portfolio features nearly eighty distinct products. Their core lineup consists of approximately fourteen helmet models (spanning ballistic, bump, and search-and-rescue), which are complemented by more than sixty modular liner systems, retention systems, and field-tested accessories. Vertx: Produces hundreds of distinct products across dozens of specialized categories for law enforcement. Rather than one fixed number, their catalog includes dozens of specific pant styles, polo lines, and outerwear, along with over fifty specific bag and pouch designs, all tailored for tactical use, duty wear, and low-profile patrol. Viking Tactics: Viking Tactics produces over 175 assorted products including, Rifle Slings, Tactical Belts & Gear, Weapon Accessories, Knives and Tools, Gear and Bags, Training. Wiley X: Produces over ninety assorted products for law enforcement, corrections, fire, and rescue professionals. Their gear is made in the USA and covers a wide range of tactical and utility equipment. Workwear Outfitters / Workrite: Manufacture of safety gear to include fire retardant safety gear, chemical safety, and other PPE.	
70	Traffic safety enforcement equipment, devices, and instruments	☒ Yes ☐ No	Akron Brass Lighting and Mounts: Manufacture over five hundred individual lighting products for emergency response vehicles and industrial sites. Items include Scene Lighting & Light Heads, Tripods, Masts, Poles, and Vehicle Lights. Bayco/Nightstick: Bayco Products manufactures over one hundred different individual product variations, with their main Bayco Products Catalog featuring dozens of unique SKUs. Their core manufacturing focuses on corded lighting, flashlights, and electrical equipment across a few distinct categories.	*

			Blauer: Blauer produces hundreds of distinct products to include protective apparel, and gear for Law Enforcement. CMC: Manufactures hundreds of assorted products across nine core categories, to include Systems and Kits, Harnesses, Rope Rescue Equipment, Webbing, Anchor Devices, Bags and Packs, Patient Care and Transport, Personal Gear, Auxiliary Equipment. Cyalume Technology: Offers hundreds of different specific product variations but categorizes them into roughly 15 to 20 distinct core product lines. These core families span chemical light sticks, infrared markers, and safety accessories tailored for military, industrial, and emergency response uses. Dickies Safety Products: Dickies has over three hundred products to include safety gear focused on use in work areas and emergency traffic control zones. Fechheimer / Flying Cross: Manufacture hundreds of distinct product variations to include traffic safety enforcement gear. Fox Fury Lighting: FoxFury Lighting Solutions manufactures roughly 80 to 100 different portable LED products. Their catalog is categorized into several distinct product lines tailored for first responders, industrial safety, and tactical operations. Harris Industries: A manufacturer of safety identification products, offers thousands of stock and custom-printed items, organized across dozens of distinct safety, hazard, and marking product lines to include Tapes & Barriers Tape, Anti-Skid Tape, Reflective Safety Tape, and Duct Tape Safety Markers: Pipe markers, Electrical Markers, Die-Cut Arrows, and Circles. Safety Gear: Traffic Cones, Safety Vests (ANSI compliant), Hazard Flags, and Safety Banners. Signage & Labels: Biohazard Warnings, Lead and Asbestos Hazard Products, D.O.T. Shipping Labels, and Floor Stands. Hatch Safariland: Portfolio comprises over 2,500 distinct models and variants across more than twenty-five renowned brands. Safariland designs, manufactures, and distributes a wide array of safety and survivability equipment for military, law enforcement, and civilian use to include Gloves, Holsters, Duty Belts and Gear, Pouches, Firearms Accessories, Communications, and Hearing Protection. Highway Safety Products: An American manufacturer specializing in traffic control equipment, produces dozens of assorted products primarily focused on work zone safety and roadway management. Items include Traffic Channelization, Road Signage, Signals and Lighting, Speed Reduction, Safety PPE. Lakeland Industries Safety Vests: Safety gear and PPE. Occunomix International: Produces hundreds of different individual safety products to include High Visibility Gear, Cooling Products, Warming Products, Fire Resistant Products, and Ergonomic Supports.	
--	--	--	--	--

			Pelican: Manufactures well over 1,000 assorted products to include protective cases, lighting systems, intrinsically safe flashlights, right- angle lights, headlamps, and remote area lighting systems. Premier Emblem: Premier Emblem manufactures and distributes thousands of custom, and stock products tailored for law enforcement, fire/EMS, security, and military personnel. Because they offer highly customizable manufacturing, the exact product count runs into the thousands. Catalogue includes Emblems, Insignia, Patches, Bags, Accessories, and Safety Gear. Rothco: Rothco produces thousands of distinct items across their overall catalog, but for their dedicated Public Safety, First Aid, and Tactical Gear lines alone, they offer 100 to 200+ different specialized products. Products include Trauma Kits, Duty Gear, and Traffic Safety Equipment Streamlight: Streamlight produces hundreds of distinct lighting products spanning over thirty core product families to include handheld lighting, weapon lighting, safety lighting, traffic lighting, and scene lighting. Surefire: Provide extensive range of Flashlights and Headlamps	
71	Crime scene management and evidence collection equipment and supplies	☒ Yes ☐ No	Akron Brass Scene Lighting: Manufacture over five hundred individual lighting products for emergency response vehicles and industrial sites. Items include Scene Lighting & Light Heads, Tripods, Masts, Poles, and Vehicle Lights. Avon Respirators: Avon Protection produces over fifty individual, life-critical systems, and accessories across dozens of model variations. Items include APR, Filters, CBRN solutions, CHEM/ BIO suits, SCBA, Thermal Imaging. Blauer: Blauer produces five primary chemical and biological (CBRN) protective suites engineered ensembles that are designed for military, EMS, and law enforcement personnel. Bullard TI: Bullard currently features four main lines of Thermal Imaging (TI) cameras alongside a handful of official accessories. Forensic Source: Forensics Source offers a catalog of hundreds of products (spanning dozens of specific categories and over five hundred individual models). Crime Scene & Evidence Collection, Fingerprint Identification, Patrol and Lap Equipment, Field Drug Kits, Drying Cabinets, Laboratory Accessories, Portable Forensic Light Kits. * Fotokite: Fotokite is an actively tethered, autonomous drone system designed primarily for first responders and public safety officials to gain instant aerial overviews without the need for trained drone pilots. Utilization for crime and accident scene management, secure large-scale events. Fox Fury: FoxFury Lighting Solutions manufactures roughly 80 to 100 different portable LED products. Their catalog is categorized into several distinct product lines tailored for first responders, industrial safety, and tactical operations.	

			Kappler: Offer dozens of different styles, garments, and configurations across major fabric lines like Zytron, DuraChem, Frontline, and ProVent. Products include Encapsulating and Vaport Suits, Hazmat and Chemical Suits, Lab Coveralls, Accessories, and Training Suits. Nasco Healthcare: Manufactures and distributes over 6,000 different types of products including Military Operational Readiness Training, Full Body Care Training and Casualty Care Rescue Training. NIK / Safariland: NIK System of Narcotics Identification offers twenty-five different standalone presumptive tests (labeled A through X, plus Y), which can collectively identify over twenty-five controlled substances. These tests are available in individual refill boxes and larger, multi-test diagnostic systems. Pelican: Manufactures over 1,000 assorted products for use at crime scenes to include protective cases, lighting systems, intrinsically safe flashlights, right-angle lights, headlamps, and remote area lighting systems. Safariland: Portfolio comprises over 2,500 distinct models and variants across more than twenty-five renowned brands. Safariland designs, manufactures, and distributes a wide array of safety and survivability equipment for military, law enforcement, and civilian use to include Holsters, Duty Belts and Gear, Pouches, Firearms Accessories, Communications, and Hearing Protection. Sirchie: A global leader in forensic science and crime scene investigation (CSI) solutions, offers thousands of specialized products across a wide range of categories. They maintain an active catalog of over 4,000 distinct items. Streamlight: Produces hundreds of distinct lighting products spanning over thirty core product families to include handheld lighting, weapon lighting, safety lighting, traffic lighting, and scene lighting.	
72	Tactical and Explosive Ordnance Disposal (EOD) equipment (with the exception of those items excluded in subsections 2. or 3. below)	☒ Yes ☐ No	Broco Rankin: Based in Ontario, California, this is the most widely recognized "Broco" globally. They specialize in heavy-duty tools and exothermic cutting. Their flagship e-commerce catalog contains more than fifty different products. Defense Technology: Along with their extensive line of less lethal, Defense Technology also provides Type 3 Magazine Transport Boxes, Explosive Thermo Tubing, Splicers, CI Thermo Tubing, and CI Initiated Pin Flare Initiator. Justrite Explosive Magazines: Manufactures over 350,000 assorted products and SKUs across thirty-five distinct product categories. Their catalog primarily serves industrial, environmental, and organizational safety, with products divided into specific groups including safety storage cabinets, spill containment systems, and safety cans.	*
73	Services related to the respondents offering of the solutions in subsections	☒ Yes ☐ No	APR / SCBA Mask Fit Testing Service and Maintenance, Breathing Air Compressor Service and Maintenance, MSA SCBA / AVON SCBA Service and Maintenance Heavy Rescue Tools Product Familiarization Night Vision Product Familiarization SCBA / PAPR	*

	1. a. – d. above, such as training, installation, testing, maintenance, warranty programs, and technical support		Product Familiarization APR Product Familiarization Multi-function Aiming Laser Product Familiarization Zistos	
74	Please describe other Solutions not specifically mentioned in this Table 7A, that are within the scope of this RFP	☒ Yes ☐ No	Night Vision and Accessories Adventure Tactical: Produces a specialized but evolving catalog of dozens of rugged visual and IR signal lights. Instead of a static number, they offer a wide array of mission-specific models tailored for various operations. Options include multi-spectrum visible and IR covert signal beacons, programmable, omni-directional signal lights, marker lights, stealth illuminators, and RIPIR kits. B.E. Meyers: B.E. Meyers & Co. currently manufacture dozens of advanced photonic and weapon accessory products. Their catalog features roughly 40+ active pointing and illumination devices, integrated sensor components, ocular interruption systems, and device accessories. Elbit Systems of America: Elbit offers over a dozen distinct night vision devices, alongside hundreds of specialized image tubes and electro-optical components. Eotech: EOTECH manufactures dozens of individual products spanning six major product categories. While they are most famous for their Holographic Weapon Sights (HWS), they have heavily expanded into traditional riflescopes, magnifiers, pistol red dots, and advanced night vision/thermal systems. Night Vision Devices: Night Vision Devices (NVD), they currently offer dozens of assorted products organized across major gear, component, and accessory lines to include NVG monocular, NV Goggles, Weapon Sights & Scopes, Night Vision Mounts, NV Accessories. Steiner: Steiner offers dozens of different tactical and military products, divided into roughly six main categories of defense-grade optics and accessories to include Binoculars, Tactical Rifle Scopes, Lasers and Illuminators, Red Dot Sights, Thermal Imaging, and Accessories. TNVC: Tactical Night Vision Company (TNVC) offers hundreds of distinct products across dozens of specialized categories. Their catalog focuses on professional-grade visual augmentation, featuring everything from flagship night vision and thermal goggles to weapon accessories. Tactical Camera Systems Zistos: Zistos offers over 507 different product combinations of poles,	*

			cameras, and displays. Their systems are built as modular platforms, meaning users can field-swap various components to customize setups for law enforcement, technical search and rescue, and industrial inspections. Tactical Rescue CMC: Manufactures hundreds of assorted products across nine core categories, to include Systems and Kits, Harnesses, Rope and Webbing, Anchor Devices, Bags and Packs, Patient Care and Transport, Personal Gear, Auxiliary Equipment. Mustang Survival: Mustang Survival offers dozens of distinct individual items spanning a comprehensive catalog of over one hundred specific products. Their gear is primarily categorized by activity, hazard exposure, and user type (recreational versus professional maritime and military). North American Rescue: North American Rescue (NAR) offers hundreds of individual products across dozens of categories, ranging from the widely used Combat Application Tourniquet (C-A-T) to fully stocked tactical trauma kits. While the exact SKU count changes as they innovate and retire gear, the company features well over three hundred unique core medical and rescue products listed in their catalog. Petzl: Petzl offers hundreds of individual products spanning over thirty core categories. Their catalog is divided into two main sectors: Verticality (climbing and work-at-height gear) and Lighting. Polaris: Polaris ATVs and UTVs for law enforcement are rugged, highly mobile off-road vehicles customized for tactical patrols, search and rescue, and crowd management. They feature emergency lighting, PA sirens, and can even include ballistic armor, enabling police to navigate rugged terrains that standard patrol cars cannot access. Team Wendy: Team Wendy currently offers twenty-one distinct non-ballistic products, spanning various head protection solutions, realistic training plates, and critical helmet accessories. Communication Systems Invisio: INVISIO Communications is a global leader in advanced communication and tactical hearing protection systems. TCI / Safariland: TCI (Tactical Command Industries) is a prominent manufacturer of tactical integrated communication headsets, audio solutions, and hearing protection. Vehicle Equipment Federal Signal: Federal Signal offers dozens of distinct law enforcement lighting products across seven primary categories. Through their custom configurators, these models yield thousands of potential customized build variations. Items include vehicle light bars, perimeter and exterior lighting, traffic clearing and directional lighting, spotlights, accessories, and controllers.	
--	--	--	---	--

			Federal Signal / Stinger Spikes: Federal Signal offers four main variations of its primary portable Stinger Spike System for moving vehicles, plus one stationary device called the Rat-Trap II. These are designed with hollow, self-embedding spikes to safely deflate tires at a controlled rate. Setina: Setina manufactures dozens of specialized, modular products. Their catalog consists of several main product categories with hundreds of custom configurations tailored to exact patrol vehicles to include: prisoner transport partitions and barriers, transport seating systems, push bumpers and fender protectors, weapons mounts and docking stations, fleet storage and cargo systems, K-9 containment systems, door guards, window barriers, and specialized accessories. Firearms Accessories Aimpoint: Aimpoint is a leading manufacturer of Red Dot Reflex Sights, Magnifiers, Accessories and Mounts. Eotech: EOTECH manufactures dozens of individual products spanning six major product categories. While they are most famous for their Holographic Weapon Sights (HWS), they have heavily expanded into traditional riflescopes, magnifiers, pistol red dots, and advanced night vision/thermal systems. ESS: Wide selection of protective glasses, eye shields, and ballistic goggles. Otis: Otis Technology offers hundreds of individual products and configurations. Their catalog spans specific subsets of gun care, tailored by need. Steiner: Steiner offers dozens of different tactical and military products, divided into roughly six main categories of defense-grade optics and accessories to include Binoculars, Tactical Rifle Scopes, Lasers and Illuminators, Red Dot Sights, Thermal Imaging, and Accessories. Trijicon: Trijicon offers nearly six hundred distinct products and variations across multiple major categories. Rather than a specific product line, they produce a comprehensive lineup of aiming systems, utilizing different mounts, reticles, and illumination technologies. Unity Tactical: Unity Tactical offers nearly seventy distinct products and models across its core lineups, which include the FAST™ Optics & Mounts, Helmet Accessories, and Switches & Accessories. Vortex: Vortex offers hundreds of specific products across dozens of categories. Rather than a flat number, their inventory spans seven main product types, with multiple series and dozens of model variations per type to include: Riflescopes, Red Dot Sights, Holographic Sights, Binoculars, Spotting Scopes, Rangefinders, Monoculars, and Accessories. Breaching Solutions	
--	--	--	--	--

		Broco: Based in Ontario, California, this is the most widely recognized "Broco" globally. They specialize in heavy-duty tools and exothermic cutting. Their flagship e-commerce catalog contains more than fifty assorted products. Fire Hooks: Fire Hooks Unlimited offers a catalog of nearly one hundred different firefighting and forcible entry products. Their extensive gear selection primarily focuses on these categories: Hooks and Pike Poles, Forceable Entry Tools, Axes and Mauls, Utility Equipment, Mounts and Accessories. Hurst Jaws of Life: Hurst Jaws of Life offers over two hundred products, including approximately seventy core rescue tools. These tools are primarily divided into four main equipment categories: Cutters, Spreaders, Combination Breaching Tools, Rams, Specialty Tools, and Power Units. Paratech: Paratech offers hundreds of interchangeable bases, extensions, and accessories. However, they organize their catalog into nine primary product lines centered around rescue support, lifting, and forcible entry. Training and Safety Ultimate Training Munitions: Ultimate Training Munitions (UTM) offers an extensive catalog that includes over 150 different firearm conversion kits, multiple lines of non-lethal training ammunition, and a wide array of personal protection equipment (PPE). Damascus: Damascus Protective Gear specializes in riot gear and gloves and produces over one hundred assorted styles and products for law enforcement, military, and corrections professionals. Monadnock / Safariland: Monadnock offers dozens of defense and tactical products for law enforcement. Its active product lines feature hundreds of variations of Batons, Restraints, Riot Control, Accessories, and Training Aids. Customization & Support Curtis Blue Line: Curtis provides customization, embellishments, tailoring, repair of specialty materials, and other specialty care for customers. Curtis Care: Product services, repairs, testing, and Maintenance	
--	--	---	--

Table 7B: Depth and Breadth of Offered Solutions - Industry Specific

#	Question	Response *	
75	Describe in detail warranties and extended warranties offered and how they will be administered, including any repair services provided under warranty.	Curtis Blue Line follows the manufacturer's warranty for all products. Our cultivated and extensive relationships with manufacturers allow us to pass on the best coverage in the market. Curtis employs over twenty-five factory-certified Product Technicians - provides in-house and mobile repair and maintenance services; warranty repairs, and annual or as requested preventative maintenance.	*

	Include whether coverage applies to all products, parts, labor, technician travel, and geographic locations.		
76	Demonstrate your ability and experience in providing solutions to Military agencies.	Curtis Blue Line is fully qualified to provide superior service to Sourcewell members. In addition to our large contracts with city and state agencies, Curtis continues to perform with three programs that have honed our capabilities to manage and serve major accounts with a complex array of product & service offerings. L.N. Curtis and sons, DBA Curtis Blue Line has a contract with the General Services Administration (GSA contract 47QSWA18D009Y). Curtis services over a thousand customers a year who purchase from our GSA product catalog. Additionally, L.N. Curtis and sons, DBA Curtis Blue Line is a contractor to the Defense Logistics Agency (DLA) Troop Support under the provisions of a prime contract supporting the United States Defense Department's Fire and Emergency Services Tailored Logistics Support Program and the United States Fire Service (DLA contracts SPE8EH-19-D-0015) supporting agencies of the United States Federal Government located world-wide. Curtis has representatives that call on customers at military bases worldwide. A major source of corporate pride and import, L.N. Curtis and sons, DBA Curtis Blue Line, achieved remarkable success while supporting the members of other COOPS. Since the launch of these COOP-type contracts, the Company has experienced a significant increase in customer acceptance of this "piggyback" contract mechanism and a related year-to-year growth in sales. L.N. Curtis and sons, DBA Curtis Blue line Corporate Mission (why we do what we do): "L.N. Curtis and sons, DBA Curtis Blue Line provides critical products and services that enable our nation's first responders to accomplish their missions so that they are able to return safely home." Curtis Blue Line proposal to Sourcewell has been prepared to ensure full compliance with solicitation requirements. We have assembled a team from our excellent manufacturers to form a robust compilation of products required for law enforcement. The purpose of our proposal is to provide an array of the most common products used by today's Law Enforcement Agencies.	*
77	Describe how your company ensures product quality, safety, and compliance with applicable industry standards.	As noted, Curtis Blue Line offers our customers an integrated approach to logistics supply support that encompasses all management actions, procedures, and techniques used to determine requirements to: • Expedited • Acquiring support items and spare parts • Catalog the items. • Receive the items. • Store and warehouse the items.	*

		• Transfer the items to where they are needed. • Issue the items. • Dispose of secondary items. • Provide for initial support of the system. • Acquire, distribute, and replenish inventory. • Provide value-added resources by combining Commodity. Management with our Logistics and Kitting services for complete “end-to-end” customer support. Logistics Solutions Curtis Blue Line offers complete transportation and logistics management services. By contracting and managing a network of national, regional, and local carriers we can offer a complete package of freight handling services – the integrated logistics solution you require to increase efficiency and lower costs. Additional transportation services we can provide include: • Expedited • Port and Rail Drayage • Intermodal • International (Ocean Freight/Air Freight) • Less-than-truckload • Specialized Equipment – temperature controlled, HAZMAT, etc. • Freight Forwarding	
--	--	---	--

Table 8: Exceptions to Terms, Conditions, or Specifications Form (Not Scored)

Line Item 77. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) **via redline in the Master Agreement Template provided** in the “Bid Documents” section. Proposer must upload the **redlined Master Agreement Template, in Microsoft Word format** in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Response *
	No

Table 9: Selected Bid Pricing Line Items ****NOT SCORED****

Please fill out table as able. This table is not scored but will be used to prepare competitive solicitation documentation. If you do not offer these products, no pricing is required.

#	Product Category	Unit Price or Range	Discount Range
78	Fully Rugged Laptop	N/A	N/A
79	Semi-Rugged Laptop	N/A	N/A
80	Rugged Tablet	Fotokite Zistos	1%
81	Radar Speed Sign	Highway Safety Products	1%
82	Speed/Message Trailer	Highway Safety Products	1%
83	Duty Holster	Safariland Bianchi High Speed Gear Aker Leather G&G Blackpoint Tactical	4%-30%
84	Tactical Flashlight	Surefire Bayco / Nightstick Streamlight Pelican Fox Fury	1%-30%
85	Handcuffs	ASP Monadnok Peerless Hiatt	1%-20%
86	Portable LED Scene Light	Pelican Bayco / Nightstick Streamlight Akron Brass Lighting	1%-30%
87	Evidence Bags	Safariland / Forensic Source Sirchie	1%-2%
88	Evidence Markers	Safariland / Forensic Source	2%
89	Crime Scene Tape	Safariland / Forensic Souce Harris Industries Sirchie	1-2%

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 Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Curtis Blue Line Sourcewell Pricing RFP 061626.pdf - Monday June 08, 2026 19:10:45
- [Financial Strength and Stability](#) - LNCS Income Statement 2025.pdf - Tuesday May 26, 2026 17:34:22
- [Marketing Plan/Samples](#) - Curtis Blue Line - Line Card & Sales Territory Map.pdf - Saturday June 06, 2026 19:38:35
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Sourcewell-061626-SampleQuote.pdf - Monday June 01, 2026 21:54:53
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Curtis - Standard Terms and Conditions of Sale.pdf - Saturday June 06, 2026 19:39:03

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. - Nicholas Wells, Director of Operations, L.N. Curtis and sons, DBA Curtis Blue Line

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_3_Law_Enforcement_Equipment_RFP_061626 Tue June 2 2026 03:38 PM	☒	2
Addendum_2_Law_Enforcement_Equipment_RFP_061626 Thu May 21 2026 04:03 PM	☒	1
Addendum_1_Law_Enforcement_Equipment_RFP_061626 Tue May 12 2026 04:30 PM	☒	3