



MASTER AGREEMENT #033126
CATEGORY: Snow and Ice Handling Equipment, Supplies, and Accessories
SUPPLIER: Bonnell Industries, Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Bonnell Industries, Inc., 1385 Franklin Grove Road, Dixon, IL 61021 (Supplier).

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

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

Article 1:
General Terms

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

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

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on June 11, 2030, unless it is cancelled or extended as defined in this Agreement.
 - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #033126 to Participating Entities. In Scope solutions include:
 - a. Plows, blades, wings, blowers, and snow removal brooms;
 - b. Distribution equipment (spreaders or sprayers) designed for the application of de-icing or anti-icing solids or liquids;
 - c. Snow melting equipment; and,
 - d. Dump bodies, specialty equipment, and air or hydraulic systems, related to upfitting or modification primarily for snow and ice handling.

Proposers may include a **complementary** offering of services, parts, supplies, and accessories, related to the upkeep, repair, or maintenance of their offering of equipment as described in subsections a. – d. above.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) Supplier Representations:

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

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

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

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

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

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

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

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

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

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

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

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

- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.
- xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

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

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

Article 2: Sourcewell and Supplier Obligations

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

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and

maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

a) **During the term of this Agreement:**

- i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
- ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

- i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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

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

- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an “AM BEST” rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office (“ISO”) Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
 - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier’s commercial general liability insurance policy with respect to liability arising out of activities, “operations,” or “work” performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

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

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

- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's

standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Bonnell Industries, Inc.

Signed by:

Jeremy Schwartz

C0FD2A139D06489...

By: _____

Jeremy Schwartz

Title: Chief Procurement Officer

Date: 6/9/2026 | 6:46 PM CDT

Signed by:

Tessa Smice

27231260A33A438...

By: _____

Tessa Smice

Title: Inside National Sales and Contract Representative

Date: 6/9/2026 | 4:04 PM CDT

RFP 033126 - Snow and Ice Handling Equipment, Supplies, and Accessories

Vendor Details

Company Name: Bonnell Industries Inc
Address: 1385 Franklin Grove Rd
Dixon, IL 61021
Contact: Tessa Smice
Email: t.smice@bonnell.com
Phone: 815-284-3819 153
Fax: 815-284-0026
HST#:

Submission Details

Created On: Wednesday February 11, 2026 09:02:12
Submitted On: Monday March 30, 2026 09:44:22
Submitted By: Tessa Smice
Email: t.smice@bonnell.com
Transaction #: 3024e40c-4756-4331-b862-c28877f70245
Submitter's IP Address: 69.15.33.47

Specifications

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

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

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

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Bonnell Industries, Inc.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes, Bonnell Industries, Inc. will be the Responsible Supplier
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Bonnell Industries, Inc. D.B.A Flink. 1385 Franklin Grove Road, Dixon, IL 61021 HLA Snow. 8082 Rd 129, Listowel, Ontario, N4W 3G8 Canada Karcher Municipal North America. 100 Bay Street, Embrun, Ontario, KOA-1W1 Canada
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Cage Code – 9K221 SAM – JEDZE2MH3N36
5	Provide your NAICS code applicable to Solutions proposed.	333111 333120 423810 423820
6	Proposer Physical Address:	1385 Franklin Grove Road Dixon, IL 61021
7	Proposer website address (or addresses):	www.bonnell.com www.flinkplows.com
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Tessa Smice Inside National Sales and Contract Representative 1385 Franklin Grove Road Dixon, IL 61021 t.smice@bonnell.com 815-284-3819 ext. 153
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Tessa Smice Inside National Sales and Contract Representative 1385 Franklin Grove Road Dixon, IL 61021 t.smice@bonnell.com 815-284-3819 ext. 153
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Brandon Saunders Sales Coordinator 1385 Franklin Grove Road Dixon, IL 61021 brandon.saunders@bonnell.com 815-284-3819 ext. 108

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

Line Item	Question	Response *
11	Provide a brief history of your company, including your company’s core values,	The Bonnell Legacy: Six Decades of Innovation From a Local Welding Shop to a North American Powerhouse

business philosophy, and industry longevity related to the requested Solutions.

At Bonnell Industries Inc., our story isn't just about machinery; it's about a 65-year commitment to the people who keep our roads safe and clear. Today, as a premier manufacturer of Snow, Ice, and Road Maintenance equipment, we stand as a leader in the industry—driven by three generations of family leadership and a fourth already stepping into the future.

1960 – 1979: Foundations of Quality

The journey began on October 15, 1960, when Jesse Bonnell founded J. L. Bonnell Welding Service. Jesse didn't just want to repair equipment; he wanted to perfect it. By 1962, he was manufacturing the original Model 252 Perfect Road Drag Maintainer. A true testament to Bonnell quality, many of these original units are still in active service today, over 65 years later.

As the industry evolved, so did we. In 1963, we introduced side plate snowplow hitches, and by 1964, our rapid growth required a move to a larger, more modern facility. In 1977, we answered the call of Midwest operators needing heavy-duty solutions for wide secondary roads. The resulting Model 572 Road Drag was a game-changer, introducing full hydraulic blade control and independent wheel control for large agricultural tractors.

1980 – 1999: Expansion and Independence

In 1979, we officially became Bonnell Industries, Inc. Following several brutal winters where supply chains failed the industry, we took matters into our own hands. In 1980, we launched our own line of Bonnell Snowplows and established a powerhouse dealer network across the Midwest.

When Jesse Bonnell retired in 1984, his son Bob Bonnell took the helm, transitioning the company into a full-time truck equipment distributor by 1985. Under Bob's leadership, the 90s saw a massive explosion in our manufactured offerings:

- 1990: The legendary Model 252 was superseded by the Model 272, featuring enhanced material flow.
- 1995: Tailgate spreaders joined the lineup.
- 1998: V-box spreaders were introduced to meet high-capacity municipal needs.

2000 – 2012: The Engineering Revolution

The turn of the century brought a new focus on precision engineering. We expanded our design department to ensure every Bonnell product was at the cutting edge of the snow and ice sector. This era saw a rapid-fire release of essential tools:

- 2003: Front-mounted patrol wings and power reverse underbody scrapers.
- 2007: Junior wing plows.
- 2011: Fixed one-way underbody scrapers.

In 2009, the torch passed to the third generation as Joe Bonnell purchased the company from Bob. Joe brought a vision for aggressive growth, rooted in the same principles of quality and service established by his father and grandfather.

2013 – Present: Modern Giants & Strategic Growth

The last decade has been defined by bold investments and market-leading designs. In 2013, we launched the Commander Series Multipurpose Body. This was a massive engineering feat—a robust, unique side-profile design that avoided existing patents while delivering superior performance.

Recognizing the industry shift toward liquid treatments, we made a significant investment in Custom Pre-wet Systems for the Commander and V-box lines. By designing and purchasing our own custom tank molds, we ensured our customers had the maximum liquid capacity required for modern road safety.

The Rise of Titan Leaf Solutions

In 2007, we looked beyond snow and ice to solve the challenges of debris management. We formed Titan Leaf Solutions, building a leaf vacuum line from the ground up.

- 2009: Launch of the tow-behind Titan Leaf Pro Plus.
- 2010: Introduction of the self-contained Spartan Leaf Pro Plus.
- 2020: Release of the Olympian Leaf Pro Plus, a "clean-sheet" design focusing on operator safety, maneuverability, and sheer efficiency.

Honoring a Century of Excellence

In late 2022, Bonnell Industries reached a historic milestone by acquiring the assets of the Flink Company. By bringing the nearly century-old legacy of Baker and Flink brands under the Bonnell umbrella, we have solidified our position as one of North America's most diverse and respected equipment providers.

Our Values: The Heart of the Machine

We aren't just selling iron; we are selling a commitment. Whether it's a machine that's 50 years old or a brand-new Commander body, we stand behind our work. Our culture is built on five core pillars:

1. Quality: Workmanship that is aware, alert, and responsive.
2. Relationships: Professional alliances that treat customers like partners.
3. Loyalty: A deep dedication to our commitments and our community.

12	<p>What are your company's expectations in the event of an award?</p>	<p>4. Teamwork: Efficiency through collaboration. 5. Positivity: An enthusiastic and supportive approach to every project.</p> <p>Bonnell Industries enters this contract opportunity with clear expectations and a strong commitment to strengthening our partnership with Sourcewell and its members. Our primary objective is to continue expanding our presence within the cooperative market by ensuring that Sourcewell end users receive exceptional support, expert guidance, and industry-leading equipment solutions. Over the course of our previous contract term, we have seen consistent and meaningful growth in customer adoption, driven largely by our ongoing efforts to educate agencies about the advantages and simplicity of purchasing through Sourcewell.</p> <p>A key expectation in the event of an award is the continued close collaboration between Bonnell and Sourcewell to help members understand the full scope and value of the contract. Many agencies are still unfamiliar with cooperative purchasing or hesitant to make use of it without direct guidance. We rely on Sourcewell's one-on-one engagement, industry presence, and active communication to reinforce confidence among end users. When customers encounter Sourcewell representatives at national shows or through outreach efforts, it significantly increases their willingness to explore the solutions available to them through the contract.</p> <p>At the same time, Bonnell Industries places tremendous emphasis on being a leader and educator within the Sourcewell program. Our greatest expectation, and our greatest responsibility, is to serve as a trusted resource for end users. We aim to guide customers through every stage of the purchasing process, ensuring they have a clear understanding of product capabilities, contract advantages, pricing transparency, and long-term value. We are committed to providing members with reliable information, comprehensive product knowledge, and supportive documentation so they can make confident, well-informed decisions.</p> <p>As part of this commitment, Bonnell will continue to deliver the highest-quality equipment and solutions available in our industry. We believe that Sourcewell members should not only receive outstanding service and support, but also gain access to products that meet the highest standards of performance, durability, and safety. Our goal is to ensure that every member benefits from both expert guidance and superior equipment, creating long-lasting trust in both Bonnell and the Sourcewell program.</p> <p>We also expect Sourcewell to maintain accurate, up-to-date contract information on its website, making it easy for members to access documentation and understand the terms of the contract. In turn, we trust that Sourcewell members will thoroughly review these resources prior to purchase so that all expectations and requirements are clearly aligned.</p> <p>In summary, Bonnell Industries is committed to supporting Sourcewell and its members by providing unmatched education, leadership, and product excellence. We view this partnership as an opportunity not only to grow but to elevate the overall experience of cooperative purchasing, making it easier, clearer, and more beneficial for every end user we serve.</p>
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13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Bonnell Industries Inc. is a third-generation, family-owned company with 65 years of operating history. Over that time, we have built and maintained strong relationships with our local banking partners. The company remains in a solid financial position, with projected annual revenue growth of 2% or more. Profits are consistently reinvested to reduce debt and sustain healthy working capital.</p> <p>We are also supported by a well-established vendor network that consistently goes above and beyond to help us succeed. Strong supply chain performance is critical to our continued growth, and in recent years we have strengthened our inventory position through blanket purchase orders and alternative sourcing strategies to ensure product availability.</p> <p>Bonnell's leadership team utilizes the Entrepreneurial Operating System (EOS) to effectively manage operations and identify opportunities. The team meets weekly to review financial performance and assess the overall health of the business. This disciplined approach allows us to stay proactive, address issues early, and prevent negative trends from developing. Capital expenditures are evaluated through detailed return-on-investment (ROI) analyses, ensuring that company resources—people, facilities, inventory, partnerships, and cash flow—are allocated as efficiently as possible.</p> <p>Like many organizations, Bonnell has navigated challenges in recent years, including cash management, workforce recruitment and retention, and supply chain disruptions. In response, we have placed a strong emphasis on fiscal responsibility to maintain competitiveness and support long-term success. These efforts have contributed to increased revenue and profitability over the past several fiscal years. We currently have a strong customer order backlog extending through the remainder of 2026 and into 2027, with revenue projected to grow at a minimum of 2% annually through 2030.</p> <p>Finally, Bonnell partners with Cottingham & Butler to ensure our insurance program meets both company and customer needs. Our cyber insurance is provided by CORVUS, and our primary coverage is through Liberty Mutual. This comprehensive program includes Property, Commercial General Liability, Commercial Auto Liability (fleet vehicles), Umbrella, Workers' Compensation and Employer's Liability, and Professional Liability coverage.</p> <p>The financial strength and stability of Bonnell Industries, Inc. is reflected in the attached documents:</p> <ul style="list-style-type: none"> i. 4 Year Comparative Balance Sheet and Income Statement ii. Outside Accountant's Compilation Report iii. Sauk Valley Bank Reference Letter iv. Vendor Reference Letters v. Certificate of Insurance
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>Bonnell Industries' exact U.S. market share is difficult to quantify, as industry sales are not consistently reported and no single comprehensive database exists to track all competitors. However, despite being a smaller player compared to several large, well-established companies in the market, Bonnell continues to experience steady growth. Based on internal analysis and industry insight, the company estimates its current U.S. market share to be at least 18%. This upward momentum reflects Bonnell's commitment to quality, customer service, and innovative solutions that resonate with its expanding customer base. While precise percentages are hard to confirm, Bonnell Industries is confidently building its presence and remains eager to continue increasing its share of the U.S. market.</p>
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Our presence in the Canadian market is still in its early stages, with an estimated market share of under 1%. However, we are investing in targeted initiatives and growth strategies aimed at significantly increasing our footprint. We are confident that these efforts will drive meaningful sales growth and establish a stronger, more impactful presence in Canada.</p>
16	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>Bonnell Industries, Inc has never petitioned for bankruptcy protection.</p>

<p>17</p>	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Bonnell Industries, Inc. is best described as a manufacturer of snow and ice equipment, structured to efficiently serve both regional and national markets while supporting a growing dealer network. Our organization is built around four key areas:</p> <p>Regional Outside Sales & Service Based at our Dixon, IL headquarters, the Regional Sales team serves Illinois, Indiana, Iowa, and Wisconsin. Seven dedicated Bonnell employees, support four outside sales representatives, manage sales, marketing, and customer relations to ensure exceptional support and responsiveness across the region.</p> <p>Customer Service Our Customer Service Department is the backbone of Bonnell Industries, bridging sales and service operations. This team of five highly experienced professionals, who collectively bring over 80 years of company expertise, focuses on parts sales, customer inquiries, and job scheduling. They work closely with an additional eight service department employees to manage shop-floor operations efficiently, troubleshoot challenges, and deliver optimal solutions for our customers. This department plays a critical role in maintaining long-term customer loyalty.</p> <p>National Sales & Operations Also headquartered in Dixon, our National Sales team drives growth across the U.S. The team of five employees includes two traveling representatives who showcase products at trade shows, develop new dealer relationships, and expand market reach. Three inside sales representatives support these efforts by cultivating opportunities, assisting dealers with quotes and service needs, and ensuring seamless communication between field operations and customers.</p> <p>Dealer Network Bonnell Industries works with contracted dealers outside of our Regional Sales area. While these dealers and their staff are not Bonnell employees, they are fully responsible for selling, servicing, and training on our equipment, extending our market presence and ensuring customers receive professional, localized support.</p>
<p>18</p>	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Bonnell Industries does not currently hold, nor is it required to obtain, any licenses or certifications for the manufacturing of the products addressed in this RFP.</p>
<p>19</p>	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>Bonnell Industries, Inc. has never been subject to suspension or debarment.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>NTEA is one of the leading associations in our industry, and we are proud of our long-standing relationship with them. Bonnell Industries has been a member for more than 50 years and has consistently partnered with NTEA through advertising for over three decades. We have also exhibited at NTEA's Work Truck Week for the past 10 years (excluding the pandemic years), using it as a platform to connect with industry partners and showcase our capabilities. We value this strong connection and remain committed to continuing its growth in the years ahead.</p> <p>Our top priority is delivering exceptional service to our customers. As part of that commitment, we host a biannual Equipment Expo at our facility in Dixon. This event allows us to introduce new products, strengthen relationships, and express our appreciation to both customers and vendors. Attendance has steadily grown over the years, from approximately 600 attendees in 2013 to 1,200 in 2019. While the 2021 event was canceled due to COVID-19, we successfully resumed in June 2022, welcoming nearly 1,000 attendees despite challenging weather conditions, and our 2023 and 2025 expos brought record-breaking attendees at nearly 1,400 attendees at each event.</p> <p>We are also proud of our long-term partnerships with key suppliers. Force America, headquartered in Savage, MN, is a globally recognized manufacturer of hydraulic components. Bonnell has been an authorized distributor since 1962, and for the past 20 consecutive years, we have maintained "Silver" level sales performance recognition, reflecting the strength and consistency of our partnership. Similarly, Knapheide, based in Quincy, IL, has been a valued partner since 1985. Each year, Knapheide recognizes top-performing dealers across its national network. Bonnell has consistently been honored as a member of the prestigious "1848 Club" since 2013, a distinction awarded to dealers demonstrating outstanding annual sales performance.</p> <p>Bonnell Industries was honored to be named Business of the Year in 2024 by the City of Dixon, a distinction that carries special meaning in our hometown of Dixon. This recognition reflects our longstanding commitment to the local community, our employees, and the customers we proudly serve. Being selected for this award highlights not only our business growth and industry leadership, but also our dedication to supporting the region through job creation, community involvement, and continued investment in Dixon's future.</p> <p>To further demonstrate our commitment to the community, Bonnell Industries is proud to support local organizations such as the YMCA and area childcare initiatives in Dixon. As a family-owned company, we place great value on the well-being of our community and the children growing up in it. In 2025, Bonnell contributed \$25,000 toward the construction of YMCA's new childcare facility, an investment that reflects both our dedication to the community and our support for our employees. With many team members relying on these services for their families, we saw this as a meaningful opportunity to give back while directly supporting those who help drive our success every day.</p>
21	What percentage of your sales are to the governmental sector in the past three years?	<p>Government-sector business is one of the most important and dependable components of our overall market reach. What began as a niche focus has grown into a core segment for both our organization and our dealer network, many of whom prioritize government agencies because of their consistent procurement cycles and long-term equipment needs.</p> <p>The table below reflects the percentage of our total sales made directly to government customers over the past four calendar years. These figures represent Bonnell's direct activity only and do not include the much larger volume of sales processed through our dealer network.</p> <p>Based on long-standing dealer performance and feedback, we estimate that most dealers generate 85%–90% of their total annual revenue from government entities. As our dealer network expands and their relationships with public-sector customers continue to strengthen, the combined impact of both direct and dealer-mediated sales has made this sector one of the most stable and rapidly growing parts of our business.</p> <ul style="list-style-type: none"> • 1/1/2022 – 12/31/2022: 55% • 1/1/2023 – 12/31/2023: 56% • 1/1/2024 – 12/31/2024: 60% • 1/1/2025 – 12/31/2025: 61%
22	What percentage of your sales are to the education sector in the past three years?	<p>We make only minimal sales within the education sector, resulting in a very small share of our overall revenue. Our second-largest sales category is our dealer network, followed by the commercial sector. Over the past three years, sales to educational customers have consistently remained below 2% of total sales.</p>

<p>23</p>	<p>List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?</p>	<p>Bonnell holds cooperative purchasing agreements with Sourcewell, HGAC Buy, and Purchase Cooperative of America (PCA) The only contract Bonnell uses for our Snow and Ice product line is the Sourcewell, Snow and Ice Handling contract (#062222-BNL).</p> <p>Below are our Sourcewell contract sales for the past three years. These figures clearly demonstrate the significant year-over-year growth we've achieved as both customers and dealers increasingly utilize the contract. Our education, outreach, and engagement efforts are also expanding, resulting in stronger adoption and continued momentum.</p> <p>Sourcewell, Snow and Ice Handling Contract #062222-BNL 2023 \$3,480,741 2024 \$7,028,802 2025 \$13,466,511</p> <p>PCA OD-364-22 Road and Street Cleaning & Sweeping Services, Equipment Sales & Related Items. Titan Leaf Solutions, Road Maintenance and Snow and Ice are all on this contract. The below sales volume does not include Snow and Ice. We have only utilized this contract for Titan Leaf Solutions and Road Maintenance.</p> <p>2023 \$87,660. 2024 \$19,722 2025 \$592,192</p> <p>HGAC Buy GR01-20, Titan Leaf Solutions products only. This contract is also used by our authorized dealers and they are allowed to report sales on their own without notifying Bonnell. The amounts listed are just what Bonnell sold direct.</p> <p>2023 \$87,629 2024 \$0 2025 \$15,207</p> <p>We do not have our own Sourcewell contract for our Titan Leaf Solutions line. However, we do work with Global Environmental Products who has our line on their previous Sourcewell contract #093021-GEP and their newly awarded contract #062425-GEP.</p> <p>2023 \$1,447,990 2024 \$3,151,962 2025 \$2,583,077</p> <p>Bonnell Industries does not directly maintain many state-level purchasing contracts. Instead, several of our authorized dealers participate in state and local procurement programs where our equipment is included under their awarded agreements.</p> <p>Our Flink Snow and Ice line has two different contracts with PENNDOT. Truck Parts and Equipment Contract #4600016738 and Truck Mounted Salt Spreader Units Contract #4400027747. The below amounts reference the total amount sold annually for both contracts.</p> <p>2023 \$362,638 2024 \$1,504,479 2025 \$759,829</p> <p>Bonnell Snow and Ice products are sold through the Sourcewell Snow and Ice Contract.</p> <p>Our full time Contract Representative handles all contracts and is a resource to our internal sales teams as well as all our dealers.</p>
<p>24</p>	<p>List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?</p>	<p>Bonnell Industries itself does not maintain any GSA contracts or standing offer and supply arrangements. However, several of our authorized dealers do participate in and hold these contracts.</p>

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *
McHenry County, IL	Benjamin Justen	815-334-4960
City of North Chicago	Robert Miller	847-875-4649
Carroll County Highway Department	Sara Renkes	815-590-2999

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

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

Line Item	Question	Response *
26	Sales force.	<p>Bonnell Industries, Inc. operates from its original home location and now also in a brand new, state-of-the-art facility in Dixon, Illinois, employing just over 100 full-time team members. This number is expected to grow significantly as we are just getting into our new location, and plan to boost production in 2026. Increased brand recognition, paired with the rapid expansion of our sales teams and dealer network and economic demand, has driven a substantial surge in orders over the past several years, creating the demand to expand production square feet in turn.</p> <p>Bonnell Industries, Inc. supports its nationwide customer base through three distinct yet highly integrated sales and service groups:</p> <p>Regional Sales Team Headquartered in Dixon, IL, our Regional Outside Sales team serves Illinois, Indiana, Iowa, and Wisconsin. This division consists of seven full-time Bonnell employees who work directly with customers across the four-state region. Our four dedicated Outside sales representatives manage their individual territories, driving sales, and ensuring exceptional customer service. Then assisting the outside sales representatives is our three inside sales representatives. These individuals assist the outside representatives with quoting, organization, closing and processing sales.</p> <p>Customer Service Department Our Customer Service Department functions as the central connection between Regional and National sales, service, and our customers. Also, located in Dixon, IL, the department is staffed by five seasoned professionals who collectively bring more than 80 years of experience with Bonnell Industries. Their core responsibilities include parts sales, customer support, and coordination of all service-department work. Supporting this group are eight additional service-department employees who focus on efficiently processing jobs through the shop floor. These teams collaborate closely to diagnose issues, develop effective solutions, and maintain the high service standards that keep our long-term customers loyal. They also help educate and serve our dealer network, and maintain service issues and warranty with our dealer network and their customers. This department is a critical pillar of our organization and a key driver of customer retention.</p> <p>National Sales Also based out of our Dixon headquarters, the National Sales team covers the entire United States, as well as Canada. This group includes five directly employed Bonnell team members focused on expanding our dealer network and reaching untapped markets. Two team members are full-time travel representatives who meet with prospective dealers, attend industry shows, and showcase Bonnell products across the country. The remaining three are inside sales professionals dedicated to cultivating new opportunities, supporting existing dealer relationships, and assisting with quotes, product information, and general dealer needs. Together, this team ensures Bonnell Industries continues to broaden its national presence while maintaining strong support for both new and established partners.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Our Home Location Bonnell Industries, Inc. is proudly headquartered in Dixon, Illinois, where all 100+ employees at our home location are full-time, direct employees of the company. Our primary Sales and Service operations are centrally located in Dixon, allowing for efficient coordination, quality control, and customer support across our markets. Our Regional Team sells direct to customers in their assigned territory.</p>

Bonnell Industries, Inc. & Flink Snow Plows and Spreaders

- Sales & Service Location: Dixon, Illinois
- Sales Territory: Illinois, Wisconsin, Iowa, and Indiana
- Full-Time Direct Employees: 100+

Our Dealer Network

Over the past several years, Bonnell Industries has made a strategic and sustained investment in expanding and strengthening our dealer network. A cornerstone of this strategy was the acquisition of our local competitor, Flink Snow Plows and Spreaders, in 2023. Through this acquisition, we successfully integrated an established product line and welcomed 10 loyal Flink dealers into the Bonnell Industries network. This growth has been further supported by the expansion of our National Sales team, which is dedicated to recruiting new dealers, strengthening existing partnerships, and expanding our overall market reach.

As a direct result of this continued growth and increased demand, Bonnell Industries constructed a new, state-of-the-art 100,000-square-foot manufacturing facility. This facility became operational in the fall of 2025 and has significantly improved production efficiency, reduced backlog, and increased overall manufacturing output, providing meaningful relief to our operations and positioning the company for continued growth.

In addition to personnel and facility expansion, Bonnell Industries has substantially increased its national trade show presence and marketing outreach to enhance brand visibility and dealer support. All authorized Bonnell Industries and Flink Snow Plows and Spreaders dealers operate under formal dealer agreements and are required to stock equipment, ensuring consistent product availability and professional brand representation. We have also invested heavily in revitalizing the Flink brand, including a complete overhaul of marketing materials, the launch of a new website, and the creation of dedicated social media platforms. Simultaneously, our marketing department developed a brand-new website for Bonnell Industries and refreshed several of our print marketing materials to align with our evolving brand identity.

To maintain the highest standards of customer service, all committed dealers are required to operate full-service facilities with trained service teams. Many dealers also employ mobile service technicians, enabling on-site support and rapid response times to meet customer needs efficiently and effectively.

Today, Bonnell Industries' and Flink's dealer network includes 34 dealers operating across over 75 locations, supported by more than 2,750 employees. This network spans 39 U.S. states and 3 Canadian provinces, providing extensive coverage and reliable service throughout North America.

A complete list of our authorized dealers and their information for both the Bonnell and Flink brands is provided below. Additionally, a visual representation of our dealer footprint can be found in the attached documents, "2026_Bonnell Snow and Ice Dealer Map.pdf." and "2026_Flink Dealer Map.pdf"

Bonnell Industries Inc. Dealers

- i. Dealer name: Cobalt Truck Equipment
 - Location(s) of Sales and Service: Nampa, ID. Spokane, WA. Las Vegas, NV. San Antonio, TX.
 - Territory: Washington, Idaho, Nevada, Texas
 - Number of Full Time Dealer Employees: 150 +
- ii. Dealer name: Bert's Truck Equipment
 - Location(s) of Sales and Service: Moorhead, MN.
 - Territory: Minnesota, North and South Dakota
 - Number of Full Time Dealer Employees: 50 +
- iii. Dealer name: Industrial Truck Equipment
 - Location(s) of Sales and Service: Oklahoma City, OK.
 - Territory: Oklahoma
 - Number of Full Time Dealer Employees: 25 +
- iv. Dealer name: Equipt Truck and Machinery Inc.
 - Location(s) of Sales and Service: South Sious City, NE
 - Territory: Nebraska
 - Number of Full Time Dealer Employees: 10
- v. Dealer name: Midwest Service and Sales
 - Location(s) of Sales and Service: Schuyler, NE.
 - Territory: Nebraska
 - Number of Full Time Dealer Employees: 10
- vi. Dealer name: Shults Equipment Inc.
 - Location(s) of Sales and Service: Ithaca, MI

- Territory: Michigan
 - Number of Full Time Dealer Employees: 40 +
- vii. Dealer name: Kalida Truck Equipment, Inc.
- Location(s) of Sales and Service: Kalida, OH. Toledo, OH.
 - Territory: Ohio
 - Number of Full Time Dealer Employees: 45 +
- viii. Dealer name: Triad Truck Equipment
- Location(s) of Sales and Service: Pottstown, PA
 - Territory: Pennsylvania
 - Number of Full Time Dealer Employees: 30 +
- ix. Dealer name: TS LTD. Custom Truck Body
- Location(s) of Sales and Service: Ledgewood, NJ.
 - Territory: New Jersey
 - Number of Full Time Dealer Employees: 20 +
- x. Dealer name: Dejana Truck & Utility Equipment
- Location(s) of Sales and Service: Kings Park, NY., Smithfield, RI., Cinnaminson, NJ., Chalfont, PA., Cargo Baltimore, MD., Mid-Atlantic Baltimore, MD., Albany, NY., Queensbury, NY., and Kansas City, MO.
 - Territory: New York, Connecticut, Massachusetts, Rhode Island
 - Number of Full Time Dealer Employees: 200 +
- xi. Dealer name: Richmond Machinery & Equipment Co.
- Location(s) of Sales and Service: Rockville, VA
 - Territory: West Virginia & Virginia
 - Number of Full Time Dealer Employees: 50 +
- xii. Dealer name: Horizon Truck and Body
- Location(s) of Sales and Service: Lethbridge, Alberta
 - Territory: Alberta Canada
 - Number of Full Time Dealer Employees: 40 +
- xiii. Dealer name: Drive Products
- Location(s) of Sales and Service: 8 locations in the Southern Ontario Region, One location is Nova Scotia, and one location in Quebec
 - Territory: Nova Scotia, Ontario, Quebec
 - Number of Full-Time Dealer Employees: 300 +
- xiv. Dealer name: Trius Inc.
- Location(s) of Sales and Service: Long Island, NY., Upstate, NY., Farmingdale, NJ., and Bethlehem, PA.
 - Territory: Pennsylvania and New York
 - Number of Full-Time Dealer Employees: 150 +
- xv. Dealer name: J. Edinger & Sons Inc.
- Location(s) of Sales and Service: Louisville, KY.
 - Territory: Tennessee and Kentucky
 - Number of Full-Time Dealer Employees: 20+
- xvi. Dealer name: Murphy Tractor and Equipment
- Location(s) of Sales and Service: 7 locations in Kansas, 2 locations in Missouri
 - Territory: Kansas and Missouri (They have locations in other states as well, but this is the territory they have exclusive rights to sell in)
 - Number of Full-Time Dealer Employees: 800 +
- xvii. Dealer name: Kois Brothers Equipment Co.
- Location(s) of Sales and Service: Denver, CO., Great Falls, MT., and Billings, MT.
 - Territory: Montana & Colorado
 - Number of Full-Time Dealer Employees: 60 +
- xviii. Dealer name: U-Rock Utility
- Location(s) of Sales and Service: Sacramento, CA.
 - Territory: California
 - Number of Full-Time Dealer Employees: 20+
- xix. Dealer name: Williamsen Godwin Truck Body Co.
- Location(s) of Sales and Service: Salt Lake City, UT.
 - Territory: Utah
 - Number of Full-Time Dealer Employees: 20 +
- xx. Dealer name: Ameri-Tech Equipment Company
- Location(s) of Sales and Service: Evansville, WY.
 - Territory: Wyoming

- Number of Full-Time Dealer Employees: 10 +
- xxi. Dealer name: Hilbilt Sales
 - Location(s) of Sales and Service: Benton, AR
 - Territory: Arkansas
 - Number of Full-Time Dealer Employees: 20+
- xxii. Dealer name: Brown Equipment Co.
 - Location(s) of Sales and Service: Evansville, IN., Roanoke, IN., Indianapolis, IN., Lexington, KY., North Canton, OH., McHenry, IL., and Jefferson, WI.
 - Territory: Wisconsin, Indiana, Michigan
 - Number of Full-Time Dealer Employees: 100 +
- xxiii. Dealer name: Donovan Equipment Co.
 - Location(s) of Sales and Service: Londonderry, NH
 - Territory: Maine, Vermont, & New Hampshire
 - Number of Full-Time Dealer Employees: 40 +
- xxiv. Dealer name: Intercon Truck Equipment
 - Location(s) of Sales and Service: Baltimore, MD., & Philadelphia, PA.
 - Territory: Maryland & Delaware
 - Number of Full-Time Dealer Employees: 40 +
- Flink Snow Plows & Spreaders Dealers
- xxv. Dealer name: J&J Truck Bodies & Trailers
 - Location(s) of Sales and Service: Somerset, PA.
 - Territory: Pennsylvania
 - Number of Full-Time Dealer Employees: 150
- xxvi. Dealer name: US Municipal Supply
 - Location(s) of Sales and Service: King of Prussia, PA., Evans City, PA.
 - Territory: Pennsylvania
 - Number of Full Time Dealer Employees: 25 +
- xxvii. Dealer name: Lancaster Truck Bodies
 - Location(s) of Sales and Service: Lancaster, PA.
 - Territory: Pennsylvania
 - Number of Full-Time Dealer Employees: 20 +
- xxviii. Dealer name: Bradco Supply Company
 - Location(s) of Sales and Service: Towanda, PA.
 - Territory: Pennsylvania & Southern New York
 - Number of Full Time Dealer Employees: 30 +
- xxix. Dealer name: Sawtooth Snow & Ice, LLC
 - Location(s) of Sales and Service: Corvallis, Oregon
 - Territory: Oregon
 - Number of Full Time Dealer Employees: 10
- xxx. Dealer name: Stringfellow Inc.
 - Location(s) of Sales and Service: Nashville & Chattanooga, TN. and Louisville, KY.
 - Territory: Tennessee, Kentucky
 - Number of Full Time Dealer Employees: 75+
- xxxi. Dealer name: CMI Equipment Sales, Inc.
 - Location(s) of Sales and Service: Goodlettsville, TN.
 - Territory: Tennessee
 - Number of Full Time Dealer Employees: 22
- xxxii. Dealer name: Truck Equipment Inc.
 - Location(s) of Sales and Service: Des Moines, IA
 - Territory: Iowa
 - Number of Full Time Dealer Employees: 50+
- xxxiii. Dealer name: Yukon Equipment
 - Location(s) of Sales and Service: Anchorage, Fairbanks, Wasilla, AK
 - Territory: Alaska
 - Number of Full Time Dealer Employees: 50+
- xxxiv. Dealer name: COLT Industrial Welding & Supply
 - Location(s) of Sales and Service: Sterling, CO
 - Territory: Colorado
 - Number of Full Time Dealer Employees: 50+

<p>28</p>	<p>Service force.</p>	<p>Bonnell Industries, Inc. maintains a fully staffed Customer Service Department dedicated to supporting our dealer network, our dealers' customers, and our direct end users. This department consists of a Customer Service Manager, four Customer Service Representatives, a Service Shop Foreman, a Service Shop Lead, and six highly trained Service Technicians. Together, this team provides responsive, knowledgeable assistance, answering questions and diagnosing and troubleshooting product issues efficiently in shop and via phone and email. The Customer Service Department also assists customers and dealers with warranty-related inquiries and claims, providing support for both the Bonnell and Flink product lines to ensure timely resolution and continued equipment reliability.</p> <p>To further enhance service capabilities, Bonnell Industries employs mobile Service Technicians who provide on-site support for local customers and travel to dealer locations to assist with complex service issues. These technicians also work closely with dealer service teams to provide hands-on training and support, helping strengthen dealer service capabilities and ensure consistent service standards across our network. In addition, Bonnell Industries operates a fully staffed Truck Equipment Upfit Department led by a Truck Equipment Shop Foreman and Truck Equipment Shop Lead and is supported by ten highly skilled Truck Equipment Installation Technicians who are available to assist with all inquiries related to new equipment upfits and installations.</p> <p>Bonnell Industries also benefits from cross-trained Sales and Engineering personnel with many years of combined industry experience. These team members assist with technical questions, troubleshooting, and problem resolution to further support customers and dealers alike. All Service, Sales, and Engineering personnel are full-time employees directly employed by Bonnell Industries, reinforcing the company's commitment to quality, accountability, and exceptional customer service.</p>
<p>29</p>	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>All orders are fulfilled either directly by Bonnell Industries or through one of our authorized dealer partners, depending on the geographic location of the end user. When an end user is located within the designated territory of one of our certified dealers, that dealer is responsible for managing the order process directly with the customer, including quoting, order placement, and customer coordination.</p> <p>Prior to granting any dealer authorization to utilize Bonnell Industries' Sourcewell contract, we require the dealer to complete formal Sourcewell contract training and execute a Sourcewell Dealer Opt-In Agreement with Bonnell Industries. This mandatory training and executed agreement ensure that our dealer partners fully understand the proper use, compliance requirements, and marketing guidelines associated with the Sourcewell contract. Additionally, this process ensures that all contract-related sales activity is accurately documented, tracked, and reported in accordance with Sourcewell requirements.</p> <p>As part of the dealer ordering process agreement, Bonnell Industries provides each participating dealer with the necessary contract details, pricing structure, and documentation required to accurately quote and sell products directly to customers under our Sourcewell-awarded contract. Furthermore, the agreement requires that all dealers report Sourcewell-related sales to Bonnell Industries on a regular basis. Bonnell Industries consolidates this information and submits all required sales reporting to Sourcewell on a quarterly basis to maintain transparency and full compliance. Please refer to the attached document titled "Sourcewell Bonnell Dealer Opt-In Form 2026.pdf" and "Sourcewell Flink Dealer Opt-In Form 2026.pdf" for additional details.</p> <p>For customers located outside of an authorized dealer's territory, Bonnell Industries manages the sales process directly. Sourcewell customers purchasing directly from Bonnell Industries follow a process that is largely consistent with our standard order workflow. The primary distinction is that we verify the customer's Sourcewell membership status by requesting their Sourcewell Member Identification Number. If the customer does not have their member number readily available but confirms active membership, Bonnell Industries will locate the information using Sourcewell's official member directory.</p> <p>If the customer is not currently a Sourcewell member, our team assists them through the enrollment process by providing guidance and directing them to Sourcewell's online resources and membership application. Our goal throughout this process is to minimize administrative burden on the customer and provide a seamless, efficient experience. By simplifying the purchasing process and offering proactive support, we encourage continued use of the Sourcewell contract while ensuring a positive and professional experience for all parties involved.</p>

<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Bonnell Industries, Inc. takes great pride in the structure, accountability, and responsiveness of our customer service program. As a company deeply rooted in the snow and ice industry, we fully understand the urgency associated with keeping snow and ice equipment operational. Downtime directly affects public safety, roadway conditions, and municipal response capabilities, which is why rapid, reliable service is a core commitment of our organization.</p> <p>Our customer service process begins with immediate access to support. Bonnell Industries maintains a fully staffed Customer Service Department available during normal business hours, supported by on-call Customer Service Representatives who can be reached after hours via our dedicated after-hours hotline or designated email channels. We guarantee a 24-hour response time on all customer inquiries, including parts requests, technical support questions, service coordination, and warranty claims. Customers may initiate contact through multiple channels, including direct phone support, dedicated service and warranty email addresses, and online customer portals; ensuring accessibility, convenience, and prompt acknowledgment of all requests.</p> <p>All inquiries are logged, prioritized, and addressed in the order they are received to ensure organized, fair, and efficient response management. Our Customer Service Department operates under Bonnell Industries established Proven Process, which provides clear internal procedures for communication, documentation, escalation, and follow-through. This process-driven approach ensures consistency in service delivery while allowing flexibility to respond to urgent, safety-critical situations. As a family-owned business, Bonnell places strong emphasis on accountability, teamwork, and customer-first decision-making. Our employees understand the importance of resolving issues quickly and correctly the first time, particularly during peak snow and ice events.</p> <p>A key component of our customer service effectiveness is our use of our CRM software. Every customer interaction is documented through detailed customer call reports, allowing our team to track when and why a customer contacted Bonnell and how the issue was resolved. For technical or service-related matters, a formal Case or Issue is created immediately upon receipt of an inquiry. Each case is actively managed until resolution, ensuring no request is overlooked. While many issues are resolved the same day, more complex cases involving diagnostics, parts availability, or coordination with service providers are closely monitored and communicated throughout the process. Centralized case visibility allows seamless collaboration across departments, minimizes duplicate communication, and significantly reduces resolution time.</p> <p>In addition to our internal service team, Bonnell Industries actively partners with and incentivizes our dealer network to support rapid service response in the field. Dealers are required to maintain fully staffed service departments and appropriate parts inventory, and we reinforce these expectations through structured dealer agreements, parts stocking incentive programs, performance standards, and ongoing support. Bonnell offers incentives tied to responsiveness, service quality, and customer satisfaction, encouraging dealers to prioritize Bonnell customers, especially during high-demand snow and ice events. These incentives, combined with consistent communication and technical support from Bonnell, help ensure that end users receive timely, professional service regardless of location.</p> <p>Through a combination of guaranteed response times, multi-channel accessibility, disciplined internal processes, advanced CRM tracking, and an incentivized dealer network, Bonnell Industries delivers a customer service program built on speed, accountability, transparency, and reliability. This comprehensive approach allows us to meet the demanding needs of the snow and ice industry while upholding our commitment to customer safety, operational uptime, and long-term partnerships.</p>
<p>31</p>	<p>Describe your ability and willingness to provide your products and services to Sourcwell participating entities.</p>	<p>Bonnell Industries, Inc. has demonstrated both the ability and the strong willingness to provide our products and services to Sourcwell participating entities and any eligible participants throughout the United States. Through our experience as a Sourcwell-awarded supplier over the past eight years, we have proven that our organization, infrastructure, and culture are well aligned with the needs of government agencies and public-sector customers.</p> <p>From a product capability standpoint, Bonnell Industries offers a comprehensive portfolio of snow and ice handling equipment, supplies, and accessories that directly aligns with the scope and intent of this RFP. Our product line is designed specifically for municipal, county, state, and other government applications, allowing Sourcwell members to procure durable, compliant, and field-proven equipment through a simplified cooperative purchasing process. Our offerings are scalable and adaptable, enabling us to support entities of varying sizes—from small municipalities to large regional agencies; without compromising quality or delivery timelines.</p> <p>Equally important is our service, support, and operational capacity. Bonnell Industries maintains an experienced internal team of sales professionals, customer service representatives, and technical specialists with a combined 200+ years of industry experience. This team is dedicated to supporting Sourcwell members before, during,</p>

and after the purchasing process. In addition, our in-house installation teams are widely recognized for producing high-quality, turnkey truck packages. These builds feature innovative wiring harnesses, precisely engineered hydraulic systems, and consistent quality standards that ensure reliability, safety, and long-term performance in demanding winter operations.

Bonnell Industries also benefits from a robust nationwide dealer and service network, enabling us to provide localized sales, installation, and ongoing service support to Sourcewell members across the United States. The majority of our sales volume—both direct and through our dealers—serves government agencies that are eligible for Sourcewell membership. This longstanding focus on the public sector has equipped our organization with a deep understanding of procurement requirements, operational demands, and compliance expectations unique to public entities.

Beyond our ability to perform, Bonnell Industries is highly committed and motivated to serve Sourcewell participating entities. Our experience holding a Sourcewell contract for the past eight years has generated strong momentum as cooperative purchasing continues to gain acceptance and trust among government agencies. We actively promote the use of Sourcewell purchases and invest time educating customers on the advantages of cooperative purchasing, including reduced administrative burden, accelerated procurement timelines, and cost efficiencies. Our outside sales team is trained, encouraged, and supported to guide customers toward utilizing the Sourcewell contract rather than repeating traditional bid processes, when appropriate.

The Sourcewell contract has become an integral part of Bonnell Industries sales strategy and customer support approach. We routinely communicate its availability to existing and prospective customers, ensuring they understand how to leverage the contract to streamline purchasing while maintaining transparency and compliance. This proactive approach has resulted in measurable success for both Bonnell Industries and our Sourcewell customers.

Referencing Table 2B, the three customers referenced, and who are eligible to use a Sourcewell contract and have used Sourcewell in the past. Each of these organizations generously provided written reference and testimonial letters. All reference letters are provided as supplemental documents within this RFP submission. The Reference letters are labeled as follows: "McHenry Co DOT- Reference Letter.pdf" and "Carroll Co Hwy Dept- Reference Letter.pdf" and "City of North Chicago- Reference Letter.pdf"

Every other year, we host an Equipment Expo at our facility to show appreciation for our customers and strengthen our relationships with both customers and partners. Our Event draws in our dealer network and customers from all over the United States and Canada; our 2025 Equipment Expo brought 1,200 attendees to our doors. Throughout the event, we encourage attendees to visit our Bonnell Booth where we educate them on Bonnell products and the process of using our Sourcewell awarded contract. We also host one training session in the center of the event that covers the use of our Sourcewell awarded contract. During the event, we interview attendees, customers and vendors alike, to capture their experiences working with us. (These testimonial interviews can be viewed by clicking the link on the attached Bonnell Digital Marketing Links page).

In summary, Bonnell Industries, Inc. has a proven track record, the organizational capacity, and a demonstrated willingness to provide high-quality products and services to Sourcewell participating entities nationwide. Our continued participation in Sourcewell has expanded opportunities for our customers, strengthened our dealer network, and reinforced our commitment to supporting government agencies with reliable equipment, responsive service, and simplified procurement. We look forward to continuing and expanding this partnership through another Sourcewell contract.

<p>32</p>	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.</p>	<p>Bonnell Industries, Inc. is both fully capable and willing to provide our products and services to Sourcewell participating entities across Canada. Building on our experience supporting Sourcewell members in the United States, we have made a deliberate and ongoing investment in expanding our presence, capabilities, and dealer partnerships within the Canadian market.</p> <p>From a distribution and sales standpoint, Bonnell Industries has been actively growing its Canadian dealer network to ensure localized support and accessibility for Sourcewell members. We currently work with multiple authorized dealers in Canada and are in the process of onboarding an additional dealer to further strengthen regional coverage. These dealers are experienced in serving municipal and provincial customers and are well versed in handling cross-border transactions, including importation, customs brokerage, duties, and logistics. When a purchase request falls outside an established dealer territory, Bonnell Industries works directly with the end user to coordinate the sale and manage all necessary brokerage and compliance requirements, ensuring a smooth and efficient procurement process.</p> <p>Recognizing that Canadian weather conditions, roadway environments, and operational requirements often differ significantly from those in the United States, Bonnell Industries has invested substantial engineering and product development resources to adapt and enhance our equipment specifically for the Canadian market. For example, we have engineered a heavy-duty municipal snowplow equipped with an optional “slush blade” that follows directly behind the primary steel cutting edge, improving snow and slush removal in freeze-thaw conditions common across many regions of Canada. Additionally, our sander, salt spreader, and V-box bodies have been specially designed and reinforced to meet the durability, capacity, and performance expectations of Canadian municipal street departments and provincial agencies.</p> <p>Most recently, Bonnell Industries engineered and manufactured a new Commander Multi-Purpose Body, the MDR High Liquid Capacity Body, in direct response to feedback and demand from Canadian municipal customers. This innovative body is designed to provide up to 1,020 gallons of anti-ice liquid while still allowing for up to 12 cubic yards of salt capacity, offering municipalities the flexibility to handle both liquid anti-icing and granular spreading operations within a single, efficient platform. This product was developed specifically to address Canadian operational needs, and Bonnell Industries has delivered on those requirements. As a result, we are already seeing strong momentum in terms of market need, interest, and acceptance within both the Canadian and US municipal marketplaces.</p> <p>In terms of service and post-sale support, Bonnell Industries provides comprehensive assistance through both our Canadian dealer network and our internal customer service and technical support teams. Canadian dealers are equipped to perform installations, routine service, and repairs, while Bonnell’s in-house Customer Service Department works closely with customer service and fleet maintenance teams to provide parts support, technical troubleshooting, and warranty assistance. This dual-layer support structure ensures that Sourcewell members in Canada receive timely, knowledgeable, and consistent service throughout the lifecycle of the equipment.</p> <p>In summary, Bonnell Industries, Inc. possesses the technical capability, dealer infrastructure, service resources, and organizational commitment necessary to successfully support Sourcewell participating entities throughout Canada. We are enthusiastic about continuing to expand our Canadian footprint, further developing market-specific solutions, and strengthening our partnerships with Sourcewell members over the next contract term. We view this opportunity as a long-term commitment and look forward to demonstrating the full value Bonnell Industries can deliver to the Canadian market.</p>
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33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Bonnell Industries, Inc. and Flink Snow Plows is fully prepared and committed to serving all geographic regions throughout the United States and Canada. Our extensive and continually expanding dealer network enables us to provide consistent access to products, installation, service, and ongoing support regardless of customer location. Any customer that is not serviced by our dealer network is serviced directly by Bonnell Industries, no matter the location.</p> <p>Within the United States, Bonnell Industries and Flink has established a strong nationwide dealer footprint, currently covering approximately 90% of the country. These authorized dealers are strategically located to ensure proximity to municipal, county, and state agencies, allowing for responsive sales support, efficient installations, and timely service during critical snow and ice events. Our dealers are supported directly by Bonnell Industries through training, technical resources, parts availability, and performance standards to ensure uniform quality and reliability across all regions.</p> <p>As demand for our products continues to grow year over year, Bonnell Industries and Flink is actively expanding into remaining underserved regions of the United States. Our growth strategy prioritizes geographic gaps, population centers, and high-demand snow and ice markets to achieve full national coverage. This expansion is supported by our internal infrastructure, manufacturing capacity, and customer service resources, allowing us to scale without sacrificing quality, response times, or customer experience.</p> <p>In Canada, Bonnell Industries has begun establishing a dedicated dealer presence to support Sourcewell participating entities and other public sector customers. We are intentionally building relationships with experienced dealers who understand Canadian procurement requirements, environmental conditions, and service expectations. As part of this expansion, we are investing in dealer onboarding, product training, and market-specific product adaptations to ensure Canadian customers receive the same level of service and reliability as our U.S. customers.</p> <p>Across both countries, Bonnell Industries remains committed to long-term partnerships with our dealers and customers. Our approach emphasizes sustainable growth, consistent service standards, and localized support backed by a strong central organization. As we continue to expand our dealer network in the United States and Canada, we are confident in our ability to provide comprehensive coverage, responsive service, and dependable support to all customers, regardless of location.</p>	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	<p>Bonnell Industries, Inc. will fully support and actively serve all Sourcewell participating entity sectors without limitation. If awarded this contract, Bonnell Industries will have complete flexibility to market, promote, and sell our full portfolio of products to eligible entities across all public sector categories, including but not limited to municipal, county, state, and other government or cooperative purchasing participants.</p> <p>Bonnell Industries has a proven history of successfully supplying equipment and solutions to a wide range of customer sectors and does not restrict our internal sales teams or authorized dealer network to specific industries or end users. Our sales representatives and dealers are structured to support diverse operational needs, ensuring that all Sourcewell participating entities and eligible entities receive consistent access to our products, technical expertise, and service support.</p> <p>Bonnell Industries, Inc. does not currently hold any contracts, agreements, or exclusivity arrangements that would restrict, limit, or otherwise inhibit our ability to promote, market, or fulfill obligations under a Sourcewell contract.</p>	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Bonnell Industries, Inc. does not have any contract requirements, limitations, or special restrictions that would prevent us from serving Sourcewell participating entities located in Alaska, Hawaii, or U.S. Territories. Our products and services are available to these regions under the same contractual terms and conditions as those offered to participating entities within the continental United States.</p> <p>The primary consideration when supplying equipment to Alaska, Hawaii, and U.S. Territories is the increased shipping and freight costs associated with geographic distance and logistics. These costs are variable and dependent on equipment size, delivery method, and final destination; however, Bonnell Industries works closely with our dealers, logistics partners, and Sourcewell participants to identify the most efficient and cost-effective shipping solutions available.</p>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes, Bonnell would extend the terms of any awarded master agreement to nonprofit entities if the opportunity arises. While we do not typically serve nonprofit customers as part of our core business, we are fully willing and able to support nonprofit organizations and provide access to the same contract pricing, terms, and benefits.</p>	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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37

Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.

After eight years of successfully delivering under the Snow and Ice Handling Contract, we have fully embedded the Sourcewell opportunity into our brand and day-to-day operations. It is no longer treated as an add-on, but as a standard and expected procurement pathway that we actively promote across every customer touchpoint. If awarded the contract again, our overall approach will remain consistent, while evolving to incorporate advances in advertising, social media, automation, and technology.

Our three strongest Sourcewell touchpoints are our integration of the Sourcewell brand with the Bonnell brand, our online strength, and our educated sales team and dealer sales teams. The official Sourcewell logo and contract information are prominently featured across all marketing channels and materials, including printed collateral, digital assets, and high-impact event displays. If awarded, the Sourcewell brand will be integrated into our Flink Plows brand, similar to how we integrated Sourcewell into the Bonnell brand. We maintain a dedicated, easy-to-navigate section on our website Bonnell.com detailing the benefits of purchasing through Sourcewell, including a clear call-to-action to access contract terms. This is optimized for organic search related to cooperative procurement. If awarded this will also be added to our Flinkplows.com website. In addition to our websites, we leverage the power of all of our social media outlets as well for each of our brands. All sales team members and our dealer sales teams are fully trained on Sourcewell contract processes and are equipped with up-to-date, branded literature for immediate distribution to prospective members. (Please see the Bonnell Digital Marketing Links page attached to view our websites)

Targeted Multi-Channel Campaign Execution:

Our forward strategy leverages a multi-pronged channel approach focused on reaching key decision-makers within the municipal, government, and commercial sectors.

Digital Lead Generation: We invest in targeted online campaigns (PPC, retargeting, Google ads, and social media advertising) specifically addressing Sourcewell member needs (e.g., budget efficiency, rapid procurement, ease of use). Online leads driven through the website and other online platforms have consistently shown strong conversion rates.

Industry Events and Exhibitions: We will continue to prioritize major industry exhibitions and trade shows. Our booth design and setup shows our integrated Sourcewell partnership, which has historically resulted in an increase in qualified booth traffic and direct inquiries about our products available through our Sourcewell awarded contract.

Direct Outreach & Content Marketing: We deploy targeted email campaigns, e-news letters, webinars, and informative content (e.g., case studies, testimonials, educational blogs) that illustrate how members can streamline their purchasing process and maximize value by purchasing our products and utilizing the Sourcewell contract.

Print Advertising:

Our print advertising strategy is similar to past years. We have scaled back on our Print Advertising in the past few years, and have scaled up our digital advertising more. We do still recognize that some of our target audiences are still consuming print advertising, and for that reason, we are still actively promoting our brand and the Sourcewell brand in this area. Throughout the upcoming contract term, we will maintain a dominant and consistent presence in our print advertisements. Each ad will feature a high-impact, branded announcement banner confirming that our products/services are readily available via the Sourcewell cooperative purchasing contract. In every publication, the official Sourcewell logo and our current contract number are included in a conspicuous and legible location. This ensures rapid verification and provides immediate procurement access for readers. Our current and future print placements are strategically selected for maximum reach within the government, municipal, and education sectors that Sourcewell serves. We consistently advertise in high-authority publications, including:

NTEA News
The Municipal
Superintendent's Profile
APWA Reporter
Township Perspective

Email Advertising:

Our email marketing strategy utilizes WIX and our CRM to execute highly customized and automated campaigns, ensuring Sourcewell contract information is delivered directly to the most relevant prospective and existing members at critical stages of the sales cycle. We have significantly expanded our email campaigns by leveraging our WIX website capabilities and integrated CRM to automate outreach and maximize relevance. Our system allows us to segment and send highly specific emails to both new contacts and existing members who are eligible to utilize a Sourcewell contract. We have implemented a sophisticated automation flow where if a sales representative identifies a potential Sourcewell sale opportunity, the prospect is automatically enrolled in a targeted email campaign. This automated email series is strategically timed to cover a one-to-two-month period, providing sustained education on the contract. The content of our automated emails is designed to educate the end-user, mitigate procurement concerns, and encourage contract utilization.

Specific content covers essential information such as how to become a Sourcewell member, the inherent cost savings and time efficiencies achieved through the contract, and the value of purchasing from a thoroughly vetted awardee.

Emails include calls-to-action (CTAs), such as forms for the end-user to set up a personalized Q&A meeting or phone consultation, driving direct engagement and accelerating the sales process. This highly customizable and automated setup is just one example of how we use technology to actively advertise the contract and our products. We have several other complementary automation tasks established, allowing us to rapidly scale our outreach, track engagement metrics, and continuously optimize our strategy to drive maximum contract utilization for Sourcewell. One example of other automation tasks includes automated emails to inform our dealers and sales reps via email of their customers' engagement on our content, emails, and website, providing them the opportunity to follow up with a personalized touch. This automation continues to advance, allowing our team to continue to improve and provide the best communication possible to our customers and partners!

Catalogs & Sales Literature:

Our sales literature strategy ensures that the Sourcewell contract opportunity is physically present and immediately accessible to all prospective and existing municipal and government members through high-quality, professional collateral. We have established a comprehensive policy for embedding the Sourcewell brand into every piece of physical customer-facing material, effectively making the contract an inherent part of our brand identity. The official Sourcewell logo is prominently included on all literature pages, leaflets, and catalogs. The Sourcewell logo is also featured on all supplementary collateral, including business cards, posters, counter mats, showroom signs, magnets and more.

Our sales team is trained to use this collateral daily to ensure maximum contract visibility and persistent brand presence. Literature is actively distributed by our sales representatives every day, placing the Sourcewell contract and our products directly in front of all of our customers. Our representatives and our dealers' representatives frequently visit municipal facilities where schedules are dynamic. In cases where they miss a contact, they are trained to leave high-quality magnets promoting the contract on shop doors. These high-quality items are often retained by municipalities and displayed in offices or lobbies, ensuring a persistent reminder of our visit and the contract availability. This strategy ensures that the Sourcewell contract is not only communicated digitally but is also constantly visible through tangible, high-quality collateral distributed through direct, personalized outreach.

Local and National Events:

Our event marketing strategy is built on maximizing face-to-face opportunities with Sourcewell members by ensuring that the contract is the focal point of our presence at every show we attend. We are committed to maintaining a high level of visibility at national and regional events that are essential to the municipal, government, and heavy equipment sectors. We consistently attend key national events each year, including the NTEA Work Truck Show, APWA North American Snow Conference, and APWA PWX, in addition to participating in a number of high-value regional events. We also support our dealer network by attending, supporting and sending sales collateral materials to them for their own regional shows.

We also host a biennial Equipment Expo at our home location every other year, which serves as a crucial opportunity to personally thank and appreciate our customers and vendors, strengthening our relationship with the Sourcewell member community. At these events, we host training sessions specific to the utilization of Sourcewell, and how to leverage its advantages. This event has proven to be a huge success when related to converting a potential Sourcewell member to a new and active Sourcewell member.

Every event presence is designed to prominently feature the Sourcewell partnership, driving qualified booth traffic. The Sourcewell contract is actively promoted at every event we attend. The Sourcewell logo is professionally included on all major display banners, and promotional materials dedicated to the contract are readily available for all event attendees. We utilize high-impact physical collateral, including displaying Sourcewell flags on our tables and incorporating the logo onto our exhibited equipment; we place various Sourcewell magnets onto our trucks, plows, and other equipment on display.

The consistent incorporation of the Sourcewell contract into our exhibition marketing has resulted in a dramatic increase in qualified booth traffic and direct inquiries, validating events as a strong channel for successful contract promotion.

Sales Reps:

Our sales representatives are the direct advocates for the Sourcewell contract. We ensure they are thoroughly trained, consistently reminded of the contract's importance, and fully equipped with tools to promote it in every customer interaction. We maintain an environment where Sourcewell contract knowledge is foundational to success, and our Sales Representatives are highly versed in the nuances of contract sales.

The importance of leveraging the Sourcewell contract is actively reinforced and reviewed

		<p>during every quarterly performance meeting. Our team has reported great success in leading all new prospect discussions and sales opportunities by immediately positioning the Sourcwell contract as the optimal procurement channel. We use our CRM system to provide immediate, consistent, and accurate communication tools to the entire sales force. We provide all representatives with standardized flyers and readily accessible email templates, all pre-loaded with Sourcwell information for sharing the benefits of purchasing through the contract.</p> <p>These email templates are accessible to sales representatives anytime via our WIX and CRM integration systems. This saves valuable time by eliminating the need to type out lengthy emails. The templates are meticulously prepared to cover multiple topics related to the contract, including how to sign up as a Sourcwell Member, instructions on how to use the contract, the core benefits of cooperative purchasing, and proof of the contract's legitimacy. This structured approach ensures that every sales representative is not only contract-aware but is also a trained, equipped, and proactive ambassador for the Sourcwell partnership.</p> <p>Bonnell Industries, Inc Dealer Network: Our Authorized Dealer Network is a critical extension of our marketing and sales force, significantly expanding the reach and utilization of the Sourcwell contract. We employ a rigorous, systematic process to ensure all participating dealers are compliant, trained, and equipped to promote the contract effectively. Upon contract award, we execute an immediate, structured onboarding process to ensure compliance and rapid market readiness.</p> <p>All dealers and their sales representatives will be notified via email of the contract award, including instructions on how to formally register to become a vendor. Dealers who wish to utilize the newly awarded contract are required to sign a new 'opt-in form' with the updated contract information, ensuring clear compliance and commitment. We equip our dealers with standardized, high-quality resources and mandatory training to ensure uniform contract promotion.</p> <p>All dealers who opt in are required to attend a training presentation. This training covers all onboarding materials and topics and includes Q&A sessions. Attendance is mandatory for the dealer's management team, sales representatives, and reporting administrators. Participating dealers are granted access to an internal 'sign-up Google Drive folder'. This folder contains all necessary sales and training materials to successfully sell on contract, including:</p> <ul style="list-style-type: none"> Branded Sourcwell flyers, literature, catalogs and more Current pricing information Reporting requirements Educational presentations for both dealer training and end-user training <p>Flink Plows Dealer Network: Our dealer network for our Flink product line is very enthusiastic and more than ready to see the Flink products awarded on a Sourcwell contract. They will be trained and onboarded in the same manner in which Bonnell has done with their dealer network. We have had open conversations about the potential of an awarded Sourcwell contract with the Flink dealer network already, and they are eager to hear of an award and to get started. Our Marketing team already has materials ready and a distribution plan ready in anticipation of an award.</p> <p>By providing this consistent content and mandating training, we ensure that our dealer partners are highly effective advocates for the Sourcwell contract, mirroring the efforts of our own internal sales representatives.</p> <p>We have provided additional attachments to help visualize our marketing and promotional efforts. Those attachments are attached and labeled as follows: Marketing Overview Examples.pdf</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Bonnell Industries utilizes a robust suite of digital tools and analytical methodologies to drive highly effective marketing campaigns, ensuring maximum return on investment and a data-driven approach to every client engagement. In addition, we actively leverage artificial intelligence across our marketing and sales ecosystem wherever possible. AI-driven tools enhance our ability to analyze data, personalize outreach, automate engagement, and improve responsiveness. One key example is our website chat feature, which is powered by AI to provide immediate, intelligent responses to visitor inquiries, improving user experience while capturing and qualifying leads in real time. We also use AI capabilities to help design promotional materials, ads, and other various graphics; this significantly cut down our design time, allowing our marketing team to focus on more high-priority tasks, which help to deliver results.</p> <p>Our marketing framework is powered by core digital platforms that facilitate comprehensive campaign management and performance measurement. This includes our Customer Relationship Management system (CRM), Search Engine Management (SEM) Program, our websites Bonnell.com and flinkplows.com, and our social media presences across LinkedIn, YouTube, Facebook, and Instagram.</p>

Engagement and Lead Nurturing:

We maintain advanced integrated CRM and SEM systems for targeted prospect communication and efficient lead management. We create and send emails to a database of contacts who have opted in to receive communications from us. We are able to develop automated "engagement campaigns" that guide prospects through a structured series of emails designed to convert them from prospects into customers. We utilize analytics to measure prospect actions, including email opens, call-to-action completions, and link clicks. Any call-to-action forms completed by prospects are immediately logged and assigned to the appropriate Sales Representative, ensuring timely and effective follow-up. In collaboration with our digital marketing agency, we execute a high-performing Search Engine Marketing (SEM) program supported by robust tracking. We continually monitor metrics such as ad impressions, unique visitors, click volume, ad engagement, and usage of key website features like the contact page and dealer locator. We deploy advanced tracking tools that identify companies visiting our site and the specific pages they view, allowing us to proactively anticipate customer needs. When a visitor engages with a specific product page, the appropriate Sales Representative is notified immediately to follow up via call or email. Bonnell Industries consistently achieves one of the highest click-through rates in the industry, averaging approximately 46.68% compared to the industry standard of 4.3%, demonstrating the effectiveness of our ad copy, consistency and targeting.

We execute high-impact digital advertising campaigns designed to reach users actively seeking procurement solutions as well as those within our target demographic. Annually, we run high-volume impression campaigns during peak seasons across major search engines such as Google and Bing, generating approximately 3 million impressions within a concentrated five-month period. All digital ads prominently feature the Sourcewell logo to reinforce contract awareness and credibility. We also place targeted digital advertisements within high-authority industry newsletters, reaching relevant audiences through organizations such as NTEA and APWA.

Social Media Growth and Engagement:

Our team maintains a consistent weekly posting schedule across LinkedIn, YouTube, Facebook, and Instagram while leveraging platform analytics to optimize content performance. We track key metrics including reach, engagement, and audience demographics. All digital performance data is reviewed weekly during Monday morning KPI Department Review meetings, allowing us to quickly identify trends, address performance gaps, and continuously improve results. (Our Social Media sites can be viewed by clicking the link on the attached Bonnell Digital Marketing Links page).

We leverage social media platforms to build community, increase awareness, and highlight the benefits of utilizing the Sourcewell contract. Our content strategy includes initial announcements followed by ongoing posts that continuously promote the contract opportunity. Content focuses on practical value, such as guidance on registering with Sourcewell and customer testimonials demonstrating successful contract usage. Our digital footprint continues to expand, with a current estimated weekly social media reach of 3,137 and ongoing growth.

More on our Websites:

We are committed to maintaining a comprehensive digital resource that simplifies the purchasing process for Sourcewell members. This includes a dedicated "Contracts" page featuring the official Sourcewell logo, a direct link to the Sourcewell contract page, and detailed guidance on how customers can utilize the contract through both our company and our authorized dealer network. We also promote the contract through high-visibility homepage banners and enhance content authority through blog posts related to Sourcewell and contract usage.

Our websites consistently perform as strong lead generation tools, averaging 10–15 qualified leads per week through chat and form submissions, supported by approximately 488 weekly website views. Our strong industry reputation drives significant organic search traffic, reinforcing trust in our contract as a reliable procurement option. Because we manage our websites internally, we are able to continuously update and optimize content, ensuring they remain a leading source of high-quality, convertible sales opportunities for both our organization and Sourcewell.

39	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>Our plan in promoting contracts awarded through this RFP is to leverage the strong reputation, credibility, and national recognition Sourcewell has established with public sector purchasing entities. Sourcewell plays a critical role in building awareness of cooperative purchasing opportunities by educating participating entities on the benefits of contract utilization, maintaining accurate and accessible contract information on its website, and actively engaging in outreach efforts such as trade shows, industry events, digital marketing, and other promotional initiatives. These efforts help participating entities understand how Sourcewell contracts simplify procurement, ensure compliance, and deliver value.</p> <p>While Sourcewell provides the platform and credibility to promote awarded contracts, Bonnell Industries, Inc. fully recognizes and embraces our responsibility to actively market and support the contract as well. Our internal marketing and sales teams will proactively communicate the contract award to customers, dealers, and prospects, ensuring the contract is highly visible and easy to utilize. We will incorporate the Sourcewell contract into our marketing materials, sales presentations, digital communications, and dealer training programs to maximize exposure and adoption across eligible entities.</p> <p>Bonnell Industries currently holds an active Sourcewell contract, and as a result, integration of an additional Sourcewell-awarded contract into our sales process will be seamless and immediate. Our sales representatives and authorized dealers are already trained to communicate the value of cooperative purchasing and to guide purchasing departments through the Sourcewell contract process with confidence. Our teams understand how to position Sourcewell as a compliant, efficient procurement solution that reduces administrative burden for participating entities.</p> <p>Furthermore, Bonnell will work with our partners HLA Snow and Karcher Municipal North America and have them reference the Sourcewell Contract number on their marketing materials and correspondence. This will broaden contract visibility across all the lines represented.</p> <p>If additional clarification or reassurance is needed during the purchasing process, our sales team works directly with Sourcewell's contract administrators to provide accurate information and support to the end user. This collaborative approach helps remove uncertainty and ensures a smooth purchasing experience.</p> <p>For over 65 years, Bonnell Industries has operated under a clearly defined and disciplined Proven Process, which is applied consistently across all departments and customer interactions. This process, included in our RFP submission, guides how we sell, service, and support our products and reinforces our commitment to responsiveness, transparency, and exceptional customer service. Ultimately, this proven approach ensures that Sourcewell participating entities receive the highest level of service and support when utilizing a Bonnell Industries Sourcewell contract. This proven process is attached to our submission and labeled "Bonnell Proven Process.pdf". Our proven process ties in directly to our companies Core Values as well. A graphic of our Core Values is attached to our submission and labeled, "CoreValues_InternalPoster.pdf"</p>
40	<p>Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>Bonnell Industries, Inc. products and services are not currently available through an e-procurement ordering process. Our product offerings are highly configurable and frequently customized to meet the specific operational requirements of each customer. Because of this level of customization, the ordering process typically requires direct consultation with our sales and engineering teams and dealer teams to ensure the correct specifications, options, and compatibility requirements are identified before an order is finalized.</p> <p>Governmental and educational customers often require equipment tailored to their fleet vehicles, geographic conditions, and operational needs. As a result, orders are generally developed through a collaborative process that includes specification review, option selection, and confirmation of vehicle compatibility. This process helps ensure the equipment delivered fully meets the customer's performance, safety, and regulatory requirements.</p> <p>While Bonnell Industries continues to evaluate digital procurement opportunities, our current sales and ordering process is designed to prioritize accuracy, customization, and direct technical support to ensure each customer receives the most appropriate solution for their operational needs.</p>

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

Line Item	Question	Response *
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<p>41</p>	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>Bonnell Industries, Inc. offers product, equipment, operator, and basic maintenance training to support Sourcewell participating entities and ensure safe and effective operation of our equipment. Our training programs are designed to help operators, fleet managers, and maintenance personnel understand proper use, adjustment, and routine service of Bonnell equipment.</p> <p>For all customers purchasing a new truck package or equipment package, training is provided at no charge at the time of delivery or pickup. This introductory training is typically conducted by Bonnell Industries sales representatives, technical staff, or authorized dealers, and covers equipment operation, key safety considerations, basic adjustments, and routine maintenance practices. The goal of this training is to ensure operators and maintenance personnel are comfortable with the equipment and are able to use it effectively from the start.</p> <p>In addition, Bonnell Industries offers up to two (2) hours of introductory remote training per product at no cost for Sourcewell participating entities. This training is conducted via phone conference or web-based meeting platform (such as a GoToMeeting or similar online session) and may include product overviews, operational guidance, and the opportunity for operators or maintenance personnel to ask questions. This remote training is optional and can be scheduled as needed.</p> <p>For customers who prefer in-person training prior to delivery, on-site training can be provided at the Bonnell Industries facility in Dixon, Illinois at no charge before the equipment is shipped. This allows customer representatives to review equipment operation, maintenance procedures, and setup with Bonnell personnel.</p> <p>If a Sourcewell participating entity requests on-site training at their own facility, Bonnell Industries can arrange for a representative to travel to the customer location to conduct hands-on training for operators and maintenance staff. Because travel and scheduling requirements vary, this type of training is offered at the Sourcewell Member's expense and is quoted on a case-by-case basis.</p> <p>Overall, Bonnell Industries is committed to ensuring customers and operators are properly trained and supported. Every product that leaves our facility comes with a service and operational manual. If a truck package is purchased, every truck upfit gets delivered with a customer "Thank you box" which comes with Bonnell Apparel and other goods as well as a full binder with a digital flash drive included; this binder and flash drive includes operation and service information for their specific truck upfit. Our documentation and training options, including complimentary delivery training, remote training sessions, and facility-based instruction, provide flexible opportunities for Sourcewell participating entities to receive the level of instruction that best fits their operational needs.</p>
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<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>The anti-icing industry continues to evolve, with great emphasis on increased brine capacity. Bonnell Industries has introduced its new HLC line of Multipurpose bodies. These new MY2026 bodies feature industry leading brine/salt ratios of up to 88 gallons per ton. Strong interest has already been shown with the North Central DOT's, as well as our local customers in Northern Illinois. We will continue to refine this product line to meet customer demand. ***</p> <p>Strong industry interest has resulted in Bonnell partnering with Watson Diesel on offering a "Non CDL" class 5/6 chassis with a side wing plow. This wing greatly improves truck and plowing efficiency, resulting in more efficient use of smaller truck chassis. ***</p> <p>Bonnell has recently invested in Truck Science software, which is a user friendly and great visual tool for laying out equipment on truck chassis. This great technological tool will allow our sales and engineering teams to lay out truck chassis and identify potential problems quickly, while also monitoring GVW and CG requirements of the complete truck package. ***</p> <p>Bonnell is investing in the airport market, with the recent development of our Gullwing Plows. This plow is similar to our expressway model, but the moldboard lengths are longer (14'-20') and include a center straight section. The moldboard is designed to create a "low throw" discharge of the snow, moving it away from the cleared area, but keeping the discharge low enough to reduce wind catch. ***</p> <p>With the purchase of Flink Company in late 2022, the resulting product lines had a lot of duplicity with very similar, but not quite the same products. 2024-2025 brought forward consolidation of the Flink and Bonnell salt spreader product lines. The new Flink V-box spreader keeps the unique Flink spinner assembly but broadens the option offering to Flink customers of such items as prewet systems, lighting packages, and mounting kits. ***</p> <p>Bonnell has developed a unique tailgate latch assembly for the Commander body product line. This latch is designed to be built as a sub-assembly, allowing for bench adjustment prior to installation. This reduces assembly time and provides the customer with value-added for their maintenance department. ***</p> <p>Adapting snow removal equipment to varying truck chassis continues to be a challenge. Having competent application engineers on staff is imperative to the success of truck equipment upfitters designing equipment that can mount on various brand chassis. Typical hurdles that we overcome on a regular basis are developing custom wing and underbody scraper mounting brackets to adapt to the various chassis and suspension configurations that come through our shops. Additionally, plow mounts for various chassis require engineering resources as well. A more recent example is a plow hitch we developed for an Autocar ACX chassis, which will allow the municipal customer to utilize their garbage packer fleet for snow removal. Additional upcoming hurdles that we will be addressing include the significant 2027 emissions regulations, which will greatly reduce available frame rail space for equipment mounting. ***</p> <p>Bonnell has invested further into our prewet and anti-ice product lines, with the purchase of several new molds for roto-molded tanks. Prewet and anti-ice will continue to be a large part of our business. ***</p> <p>The new Flink/Bonnell tailgate spreader design is a product refresh with multiple design improvements based on customer feedback. These include:</p> <ul style="list-style-type: none"> • Easier to operate hydraulic safety interlock • Center lift handle on bottom door • Reoriented latch handles for easier operation • Self-locking latch handles that eliminate extra loose hardware "locking" components. • Lighting options including new Green/amber configuration. <p>***</p> <p>Bonnell continues to invest in wear products for snowplows and wings. New ways to increase blade life and improve cleaning ability are items of high interest. Bonnell has invested recently in new tooling for castings and forgings for the wear part market, and well as continuing partnerships with such entities as Valley Blades and Nordic Plow LLC so that we may continue to offer "cutting edge" wear products that our partners offer. The Polarflex blade system and the Nordic Curved Blade have a proven track record for being excellent wear products that our customers continue to demand.</p>
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43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Bonnell Industries is nearing completion on our newest facility, Plant 8. This all new 100,000 sq. ft. facility includes a vast array of green initiatives that will allow Bonnell Industries to move into the coming years in a much more environmentally friendly way. See attached “Plant 8 Green Initiatives” document for product specs and eco ratings. Such features include:</p> <ul style="list-style-type: none"> • A full roof 1417-Kilowatt Solar System from GreenLink Solar Solutions which will allow Bonnell Industries to produce an estimated 1,647,226 kWh annually, resulting in over \$123,000 annual savings. • Lithonia XIB L48 LED lighting fixtures with occupancy sensing features for additional energy efficiency, which will keep lights off when not needed. • FumeVac Central Fume Extraction System is used to clean shop air and remove welding fumes. Welding fumes are collected directly from the welder’s nozzle, resulting in much cleaner shop air for the employees to breathe. • The entire new 100,000 sq. ft. facility is fully air conditioned. Utilizing free energy from our solar array, this great employee benefit will reduce fatigue, increase productivity, and boost morale, all at a minimal cost or impact on the environment. We believe this great benefit will be appreciated by shop personnel, particularly welders, who are used to working in hot humid Illinois conditions in the summer. We believe this benefit will give us an edge in the currently tight labor market. • All New Bystronic BySmart 4020 Fiber Laser. This laser has been installed on our stainless-steel production line, replacing a plasma cutting system. A laser cutter is a win-win for everyone, including the manufacturing team, customers, and maintenance personnel. Resulting improvements include: <ol style="list-style-type: none"> 1. Cleaner cut edges, resulting in less downstream processing, improved part accuracy, and reduced injuries from sharp edges. 2. Greatly reduced production times. 3. Fiber Lasers are 3-5 times more energy efficient when compared to a plasma cutter. 4. Reduced noise pollution within the shop area. 5. Greatly reduced emissions, notably NOx, smoke, and UV radiation. • Consolidated warehouse system utilizing high-bay racking from RMH Systems along with a Crown SP electric parts picker. This system will greatly reduce transit distances, part pick times, emissions, and fuel consumption. • A new steel blast system has been installed, utilizing recyclable steel shot, in lieu of our original sand blasting system. This results in recyclable blasting media, which can be reused. This results in a 20:1 reduction in blasting media waste. • And of course, it is always nice to recycle. We were able to repurpose several other pieces of equipment from other plants, which saves items from being scrapped or being sent to the landfill. This equipment included a paint booth from Alloy Specialties in Streator Illinois, as well as a blasting booth from Soo Tractor in Sioux City, Iowa. <p>The result of all this – consolidating an overflowing manufacturing space that was utilizing 5 buildings and bringing it all together under one roof. This will greatly reduce material handling time, manufacturing lead times, forklift requirements and associated emissions, etc. We are excited to get this plant fully online in Q2 2026!</p>
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Our new Eco-friendly HLC Commander body results in an industry leading brine/salt ratio of up to 88 gallons per ton. According to the Mississippi Watershed Management Organization, applying liquid brine vs. rock salt can reduce salt usage (and chloride pollution) by up to 50%.</p> <p>The introduction of a fiber laser cutter to our stainless product line greatly reduces natural resources and environmental pollution needed to produce a single spreader. According to IPG Photonics and LS Manufacturing, a fiber laser can be 30-40% efficient vs. a plasma cutter that will be only 10-15% efficient with electrical usage. Additionally, according to Annals of Work Exposures and Health, a laser cutter will emit up to 6 times less particulate emissions due to the much smaller cut kerf.</p> <p>Our new GreenLink solar array provides a full shop solution of 100% green energy. This translates into greener products across our product spectrum. While the calculation of total carbon footprint of a snowplow or salt spreader can be quite complex, the energy usage for manufacturing and assembly of this equipment is greatly reduced by utilizing our solar grid for these processes.</p> <p>Bonnell continues to work with our local non-profit organizations:</p> <ul style="list-style-type: none"> • Kreider Services – Kreider Services provides direct care programs to persons with developmental disabilities. All of our cardboard boxes and shredding material are picked up by individuals in the Kreider Services Self Help program and recycled. The money received from the recycled products is used towards continuing the program. • United Way of Lee County – Unites people and resources to improve lives and build a stronger community. During our company Expo all aluminum cans are placed into United Way of Lee County bins and recycled. The money received from the recycled cans then goes to the Yes You Can program. Funds from this program are donated back to the community.
45	What unique attributes does your company, your products, or your services offer to Sourcewell	<p>Unique Attributes of Bonnell Industries for Sourcewell Participating Entities</p> <p>The utilization of our solar power grid along with our recent upgrade to a laser cutter</p>

participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?

translates into one of the greenest municipal manufacturing facilities in the industry. Customers interested in reduced carbon footprint should consider Bonnell Industries as the leader in this field.

Bonnell Industries delivers durable, highly customizable municipal equipment solutions designed to maximize operational reliability, minimize downtime, and reduce total lifecycle costs for Sourcewell participating entities. Our approach combines heavy-duty engineering, flexible turnkey truck packages, and responsive customer support to ensure municipalities receive equipment that performs reliably in the most demanding environments.

Proven Leadership and Customer Commitment

Bonnell Industries is a family-owned company led by third-generation owner Joe Bonnell. This leadership reflects a longstanding commitment to customer satisfaction and accountability. Bonnell has built a strong reputation within the municipal equipment industry by consistently standing behind our products and developing lasting partnerships with dealers and public works agencies.

Our company culture is guided by core values that include:

- Quality workmanship
- Professional, long-term customer relationships
- Commitment to fulfilling obligations and supporting our customers

These principles have created a dedicated workforce focused on delivering dependable equipment and responsive support throughout the life of the product.

Highly Customizable Turnkey Truck Packages

A key differentiator for Bonnell Industries is our ability to provide highly customizable turnkey municipal truck packages. Unlike many manufacturers that offer limited configurations, Bonnell works closely with each municipality to design truck builds tailored specifically to their operational requirements.

Our engineering and production teams collaborate directly with customers to configure vehicles that integrate the exact equipment, hydraulic systems, controls, and mounting solutions needed for their applications. This flexibility allows municipalities to create trucks designed for their unique climate conditions, operational practices, and fleet strategies.

Customers value this level of flexibility because it allows them to customize their equipment to meet virtually any operational requirement they can envision. As a result, Bonnell builds are widely recognized as some of the most unique, purpose-built, and operationally efficient municipal truck packages in the industry.

Heavy-Duty Engineering That Reduces Downtime

Bonnell equipment is intentionally engineered for long-term durability and reliability in demanding municipal environments. While some competitors may claim Bonnell products simply contain more steel, the reality is that our designs are intentionally overbuilt to ensure years of dependable service.

Our snowplow designs are among the most robust in the industry, providing exceptional durability during severe winter operations. This design philosophy results in:

- Reduced equipment downtime
- Longer service life
- Lower maintenance requirements
- Improved fleet reliability during critical winter events

Because Bonnell equipment is built to last, municipalities benefit from lower lifecycle costs and greater return on their equipment investments.

Reliable Parts Availability and Customer Support

Municipal fleets cannot afford delays during winter maintenance operations. Bonnell Industries places a strong emphasis on maintaining robust inventories of critical replacement parts to ensure customers can keep their equipment operational when it matters most.

In many instances, municipalities have sought Bonnell's assistance in sourcing parts when competitive manufacturers were unable to provide them during peak winter season demand. Our proactive parts support helps ensure that Sourcewell participating entities experience minimal disruption to essential public works services.

Advanced Electrical and Hydraulic System Design

Bonnell municipal truck packages incorporate thoughtfully engineered electrical and hydraulic systems that enhance reliability, safety, and serviceability.

Key design features include:

- Modular programmable switch panel systems that reduce wiring complexity and provide operators with real-time feedback on system status
- Programmable operational functions, including timer delays and automated controls that improve efficiency and consistency

		<ul style="list-style-type: none"> • Battery-direct wiring harness systems with no splicing, improving long-term electrical reliability and simplifying diagnostics • Manifold-based hydraulic plumbing systems that reduce hoses and fittings, simplify system layouts, and minimize the potential for leaks <p>These design elements contribute to increased reliability, simplified maintenance, and improved operational safety.</p> <p>Industry-Leading Plow Mount Strength Bonnell plow mounting systems are engineered to provide exceptional structural strength and vehicle protection. Our mounts utilize 1/2-inch to 5/8-inch thick full side-plate steel construction, creating one of the most robust mounting systems available.</p> <p>This heavy-duty design helps distribute impact forces during severe operating conditions, reducing the likelihood of damage to the hitch and truck frame while improving the overall durability of the vehicle and equipment system.</p> <p>Value Delivered to Sourcewell Participating Entities Through a combination of custom-engineered turnkey truck packages, heavy-duty equipment design, reliable parts support, and advanced system integration, Bonnell Industries delivers equipment solutions that provide measurable value to municipal fleets.</p> <p>These benefits include:</p> <ul style="list-style-type: none"> • Reduced downtime during critical operations • Lower maintenance and repair requirements • Extended equipment service life • Reduced total lifecycle costs • Highly customized equipment tailored to each agency's operational needs <p>By prioritizing durability, flexibility, and customer support, Bonnell Industries helps Sourcewell participating entities maintain reliable fleet operations while maximizing the long-term value of their equipment investments.</p>
46	Describe any control layout and automation features such as joystick-based controls, integrated touchscreens, preset operating modes, or automated blade/broom/spray functions your solution offers to reduce operator workload and minimize repetitive motions.	Bonnell Industries partners with InPower Electrical System Solutions to provide our proprietary switch panel used in all of our Snow Fighter Truck Packages. This panel is completely customizable, offering the following unique features: <ul style="list-style-type: none"> • Dump body vibrator operation with a single button press – features activation LED and auto-off feature. • Oil over temp alarm with auto shut down, and emergency over-ride. • Independent lighting controls with activation LEDs. • Body up indicator. <p>For systems controls, Bonnell Industries partners with Force America. This partnership allows us to leverage operator-friendly control systems, with such features as:</p> <ul style="list-style-type: none"> • Individual electronic joystick controls for plow, wing, and dump body operation. • Calibrated spreader controls which automatically adjust salt spread rates based on vehicle speeds. Faster speeds increase salt output, and slowing down or stopping will decrease and stop the spreader. • Blast feature – automatically will ramp up spreader rates for a predetermined period of time to allow the operator to easily broadcast additional material in such areas as intersections. • Plow float feature – automatically adjusts plow down pressure to increase wear edge life. • Prewet calibration and automated functioning – will automatically turn on prewet functionality when salt spreader is activated. • Low level brine indicator and alarm. • The controller is equipped with an Estop which will automatically shut down the spreader and prewet system when pressed. • An additional automated safety feature is the Auto-recall button. When this is pressed, all equipment such as the plow, wing, and scraper will fully retract, and the spreader will shut down. This is a great safety feature in the case of an emergency where the vehicle needs to • Screen shows spread rate vehicle speed road temp air temp dew point touch screen tons per lane mile data collections • A further add on to the Force America is Precise MRM– this is a fully blown AVL system, allowing for central data collection and vehicle management of an entire vehicle fleet. <p>Bonnell also works with MS Foster to provide camera monitoring systems. These complex systems can offer up to 3 cameras that can monitor such things as wing moldboard placement, salt level in the body, and rear-view monitoring.</p> <p>Additionally, we offer the Arc, which provides in cab monitoring of road surface temperatures. This system digitally displays road temps, air temps, humidity, and dewpoint for active monitoring of road and weather conditions during or before a storm. This system is fully integrated with our Force America controllers, allowing the ARC data to display directly onto the Force screens.</p>

<p>47</p>	<p>Describe any high-visibility features such as reflective or LED plow markers or enhanced lighting packages your equipment offers.</p>	<p>The allowance of green lighting on snow removal vehicles is increasing, most recently including the states of Illinois and New Jersey. Research shows that the human eye is more sensitive to green, making it a very effective color for safety lighting during a snow event. Bonnell has expanded their lighting offerings, with standard lighting kits now including an amber/green option for salt spreader lighting packages. Additionally, green/amber lighting packages are being offered on our truck packages as well.</p> <p>Bonnell offers a new laser line used for spotting the edge of a wing blade or plow in front of the truck in the driver's line of sight. This laser system easily mounts directly inside the cab to the truck windshield, making installation and adjustment quick and simple.</p> <p>Wing lighting continues to be a focus for Bonnell, with more customers opting for auxiliary flashing lights mounted to the wing moldboard.</p> <p>Additionally, optional reflective plow markers are available and subject to customer preference. Conspicuity tape in both red/white or yellow is also offered but often applied by the municipality based on their preferences and standards.</p> <p>All lighting is in accordance with NHTSA standards.</p>
<p>48</p>	<p>Describe any protective guarding, emergency stop features, audible or visual alerts, or temperature-aware sensors your equipment offers.</p>	<p>Our complete salt spreader and multipurpose body product line include all essential guarding required to protect rotating augers and conveyors. Additionally, all auger spreaders include necessary interlocks to prevent access to auger cavity areas when augers are or could operate.</p> <p>Products go through a safety design review prior to release. Redesigns are processed to address any safety issues, and a warning label set is created for each product, which are developed in accordance with ANSI Z535.</p> <p>For our Snow Patrol Trucks, there are multiple sensors and stop features that provide the operator with an easy to use and safe to operate experience. First and foremost is the spreader e-stop button. This critical function allows someone unfamiliar with the vehicle to quickly shut off the spreader system in an emergency. For the equipment operator, several alarms, alerts, and displays are available to assist in a heads-up environment. These include a "body up" indicator to remind the operator that the body is raised, as well as an oil over temperature alarm to alert the operator of a hydraulic systems issue. Systems monitoring include full visual displays of all road and air temperatures and conditions with the optional ARC system.</p> <p>Another very unique feature is the Auto-recall feature of the Force America controller. In the event that a plow truck operator quickly comes upon an accident scene and needs to get out of the way, a quick press of this button will retract all snow removal equipment such as plow and wing, and shut down the spreader and prewet systems.</p>

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	Bonnell Industries does not fall within any of these designated categories. However, we are proud to partner with businesses that do. Our property owner and supplier, Jesse Lee Properties LLC, is a women-owned small business that plays an important role in supporting our operations. Additionally, we work closely with EG LLC, led by Eric Grendal, a veteran-owned small business. EG LLC provides specialized outsourced components that are integrated into some of our snow and ice products as well as our turnkey truck packages. These partnerships allow us to extend our capabilities while supporting diverse and locally owned businesses.
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Bonnell Industries, Inc. does not work with any Minority Business Enterprise (MBE)
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Bonnell Industries, Inc. does not work with any Women Business Enterprise (WBE)
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Bonnell Industries, Inc. does not work with any Disabled-Owned Business Enterprise (DOBE)
53		Veteran-Owned Business Enterprise (VBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Bonnell Industries partners with veteran Eric Grendahl of G3 Fabrication LLC, based in Franklin Grove, Illinois. Despite being a one-person operation, we rely on his expertise for a significant volume of outsourced fabrication work and value the high level of quality he provides. Please note that the attached certificate identifies the business as a VOSB (Veteran-Owned Small Business), rather than a VBE.
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Bonnell Industries, Inc. does not work with any Service-Disabled Veteran-Owned Business (SDVOB)
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Bonnell Industries, Inc. does not work with any Small Business Enterprise (SBE)
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Bonnell Industries, Inc. does not work with any Small Disadvantaged Business (SDB)
57		Women-Owned Small Business (WOSB)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Bonnell Industries leases all of its property and facilities from a locally based, woman-owned business in Dixon, Illinois, called Jessee Lee Properties LLC.

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
58	Describe your payment terms and accepted payment methods.	Bonnell Industries, Inc. offers standard payment terms of Net 30 for approved customers. For all others, we accept payment by cash, check, or credit card

<p>59</p>	<p>Describe any leasing or financing options available for use by educational or governmental entities.</p>	<p>Bonnell Industries, Inc. offers financing solutions through Sheffield Financial and NCL Government Capital, with a primary focus on NCL Government Capital due to consistently positive customer feedback. In today's economic environment, we've seen a growing need for flexible financing options, particularly among municipal customers, and we strongly encourage the use of NCL Government Capital.</p> <p>NCL Government Capital has specialized in government leasing and financing for over 25 years, with a deep understanding of bid specifications and procurement requirements. Their experience allows them to streamline the purchasing process and provide exceptional service. Recognizing that municipalities may not always have immediate access to capital, NCL offers Tax-Exempt Municipal Financing with manageable installment payments funded through operating budgets. This structure typically avoids creating new debt and, in most states, does not require voter approval.</p> <p>Key benefits of this municipal financing option include:</p> <ul style="list-style-type: none"> • Immediate ownership with no upfront cost • Fast approval, typically within 1–2 days • Financing for 100% of the purchase, including soft costs • Flexible payment schedules aligned with budget cycles • No buyout or residual at the end of the term • Option to defer the first payment for up to 12 months • Compliance with municipal bid requirements through NCL's Sourcewell-awarded contract <p>Sourcewell-awarded contract</p> <ul style="list-style-type: none"> • Inclusion of non-appropriation language • No voter approval required in most states <p>One of the most significant advantages of working with NCL is their Sourcewell-awarded contract. This means they have already completed a competitive solicitation process similar to ours, saving customers time, administrative effort, and costs typically associated with bidding. NCL also provides hands-on, personalized support, working directly with customers to ensure a smooth and efficient financing experience.</p> <p>To further support this process, NCL offers a variety of marketing and educational materials outlining these financing benefits. Their informational flyers are included in our submission under the "Leasing Documents" section.</p>
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<p>60</p>	<p>Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.</p>	<p>Our standard transaction process utilizes several documents to ensure clarity, accuracy, and consistency throughout the ordering and fulfillment process.</p> <p>During the budgeting or quotation stage, our sales team prepares a Sales Order Quote document for the requesting entity. This document provides detailed product and pricing information to assist the customer in evaluating their purchase. The quote includes key order details such as product descriptions, part numbers, Sourcewell pricing, customer information, the applicable Sourcewell ID number, Sourcewell contract number and any other relevant order information.</p> <p>If the customer chooses to proceed, the approved quote is converted into a Sales Order within our system. The Sales Order formally confirms the purchase and generates the internal demand required for our production team to begin manufacturing the requested products.</p> <p>After production is completed and the order is prepared for shipment, the transaction moves to the invoicing stage. Our invoices are formatted similarly to our Sales Order documents to maintain consistency and ease of reference. Each invoice includes a unique invoice number and incorporates our Terms and Conditions on the final page. These terms outline standard provisions such as payment requirements, return policies, warranty coverage, and other contractual obligations.</p> <p>At the time of the transaction, customers are also provided with a Warranty Registration and Warranty Policy documents along with the appropriate product manuals. The warranty registration form allows customers to register their products for warranty coverage and support services. The manuals contain important product information, including installation instructions, operating guidance, and maintenance recommendations.</p> <p>Samples of the following documents are included in the document upload section of this response:</p> <ul style="list-style-type: none"> • EXAMPLE Bonnell Sales Order Quote.pdf • EXAMPLE Bonnell Invoice and Terms and Conditions.pdf • BONNELL WARRANTY REGISTRATION.pdf • FLINK WARRANTY REGISTRATION.pdf • Bonnell Warranty Policy 2026.pdf • Flink Warranty Policy 2026.pdf • Bonnell Tailgate Parts and Operation Manual BT-696 & BT-996.pdf • Limited Warranty Certificate Karcher Municipal NA.pdf • Warranty Policy HLA_HLA Snow.pdf
<p>61</p>	<p>Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?</p>	<p>Bonnell Industries, Inc. does not participate in the P-card procurement and payment process. However, to provide convenient payment options while keeping costs competitive, we accept Visa, MasterCard, Discover, and American Express through a national merchant processing provider.</p>

<p>62</p>	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>Bonnell Industries, Inc. utilizes a line-item discount pricing model, offering to Sourcewell members, a standard 5% discount off the Manufacturer's Suggested Retail Price (MSRP) for all eligible products and components proposed under this RFP. This discount is applied consistently across all product categories unless otherwise noted. This same discount also applies to our Turnkey Truck Packages that are offered in our pricing material documents.</p> <p>Bonnell Industries, Inc. has provided comprehensive pricing sheets to ensure transparency and ease of evaluation. These documents include product descriptions, SKU or model numbers where applicable, MSRP (list price), and the calculated Sourcewell discounted price reflecting the 5% discount. Bonnell Industries, Inc. is committed to providing competitive and transparent pricing to Sourcewell members.</p> <p>The detailed pricing materials are included in the following attachments:</p> <p>BONNELL PRICE BOOKS Sourcewell Section B Truck Packages.pdf Sourcewell Section C Plows.pdf Sourcewell Section D Hitches.pdf Sourcewell Section E Wings.pdf Sourcewell Section F Scrapers.pdf Sourcewell Section G V-Box.pdf Sourcewell Section H UT Spreaders.pdf Sourcewell Section J Commander.pdf Sourcewell Section K Prewet.pdf Sourcewell Section L Wear Products.pdf Sourcewell Section N Push-N-Plow.pdf Sourcewell Section O Replacement Tailgate Spreaders.pdf Sourcewell Section P Cab Shield.pdf</p> <p>FLINK PRICE BOOKS Sourcewell Flink Baker Snow Plows.pdf Sourcewell Flink FSP Snow Plows.pdf Sourcewell Flink FT Spreaders.pdf Sourcewell Flink Prewet.pdf Sourcewell Flink Push Frames.pdf Sourcewell Flink V-Box.pdf</p> <p>HLA SNOW PRICE BOOK HLA Snow Sourcewell Price List.pdf</p> <p>KARCHER MUNICIPAL NORTH AMERICA PRICE BOOKS 2026 Carrier Units Sourcewell Pricing Bonnell.xlsx 2026 Holder C70 Sourcewell Pricing Bonnell.xlsx 2026 Holder S75 Sourcewell Pricing Bonnell.xlsx 2026 Holder S130 Sourcewell Pricing Bonnell.xlsx 2026 MIC42 Sourcewell Pricing Bonnell.xlsx</p>
<p>63</p>	<p>Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.</p>	<p>In order to provide Sourcewell members with consistent and competitive pricing, Bonnell Industries, Inc. is offering a firm, line-item discount of 5% off Manufacturer's Suggested Retail Price (MSRP) across all products included in this proposal. This discount is applied uniformly and represents the total discount provided under this contract, with no variable discount ranges.</p>
<p>64</p>	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Bonnell Industries, Inc. recognizes that Sourcewell members may purchase products in larger quantities and is committed to providing additional value through volume-based discounts. In addition to the standard 5% discount off MSRP, an additional discount of 2% will be applied to identical whole goods purchased in quantities of five or more units.</p> <p>For parts purchases, Bonnell Industries, Inc. offers an additional discount of 5% on identical parts when purchased in quantities of ten or more units. These volume discounts are intended to provide further cost savings to Sourcewell members and are applied consistently across qualifying orders.</p>

65	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	<p>Bonnell Industries, Inc. facilitates sourced products, nonstandard options, and open market items through a cost-plus pricing model. Under this approach, pricing is based on the actual acquisition or production cost of the item, plus a defined percentage to cover handling, integration, and administrative efforts.</p> <p>This process applies to sourced goods, nonstandard items, and custom-built-to-order solutions, including those that may require engineering, design, or research and development. Due to the variable nature of these items, all such products and services are quoted on a case-by-case basis.</p>	*
66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	<p>Except for Snow Fighter Truck Packages, most equipment included in this proposal is provided to Sourcewell members on an uninstalled basis, and therefore certain components of the total cost of acquisition of these packages may not be included in the submitted pricing, if their requests fall outside of our turnkey truck package offerings.</p> <p>When installation or setup services are needed, those costs are quoted separately at the time of request. These services may be performed either by Bonnell Industries, Inc. or by an authorized Bonnell Industries, Inc. or Flink Plows distributor, depending on the member’s location and project requirements. Authorized distributors operate as independent partners that support the delivery and service of Bonnell Industries, Inc. and Flink Plow products.</p> <p>Additional costs that may fall outside the base pricing include installation labor, setup, and any job-specific modifications or customization. While standard documentation and instructions are provided with all equipment, optional services such as on-site support or specialized training may also be quoted separately if requested.</p> <p>To help control costs, Sourcewell members may choose to complete installation themselves using the detailed instructions and resources provided by Bonnell Industries, Inc.</p>	*
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>All snow and ice removal equipment included in this proposal is shipped via tractor-trailer flatbed. Complete Snow Fighter trucks are delivered either on a removable gooseneck (RGN) trailer or transported as a drive-away directly to the customer’s facility, depending on the most efficient and cost-effective method.</p> <p>Freight and delivery charges are not included in the base pricing and will be determined on a case-by-case basis to ensure Sourcewell members receive the most competitive shipping rates available. Factors influencing freight costs may include delivery location, equipment size and configuration, fuel costs, and current market conditions.</p> <p>All shipping fees are prepaid by Bonnell Industries, Inc. and added to the final invoice for transparency and convenience. Any special delivery requirements, expedited shipping requests, or unique site conditions that may impact delivery will be identified and quoted in advance.</p>	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Freight, shipping, and delivery to Alaska, Hawaii, Canada, and other offshore locations are handled on a case-by-case basis to ensure the most efficient and cost-effective solution for Sourcewell members. Due to the unique logistics and regulatory requirements associated with these destinations, Bonnell Industries, Inc. coordinates shipments through their dealers and qualified third-party logistics providers.</p> <p>Shipping methods may include a combination of over-the-road transport, port delivery, and ocean freight, depending on the destination and equipment being delivered. All applicable freight charges, including inland transportation, port handling, ocean freight, customs clearance (for Canada), duties, and any other related fees, will be clearly identified and quoted in advance.</p> <p>Bonnell Industries, Inc. is committed to working closely with their dealers and Sourcewell members to evaluate delivery options and provide the most competitive and reliable shipping solutions for these locations.</p>	*

69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Bonnell Industries, Inc. offers a unique delivery option through the use of company-employed, CDL-certified drivers operating company-owned vehicles. This in-house delivery capability allows for greater control over scheduling, handling, and overall logistics, while often providing a more cost-effective alternative to third-party carriers.</p> <p>By utilizing internal transportation resources, Bonnell Industries, Inc. is able to reduce reliance on outside freight providers, minimize transit variability, and pass along competitive delivery rates to Sourcewell members. This approach also enhances communication and coordination throughout the delivery process, helping to ensure timely and reliable delivery of equipment.</p>
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>Bonnell Industries, Inc. has established a comprehensive self-audit and compliance program to ensure adherence to our Sourcewell agreement and to guarantee that participating entities receive the proper contract pricing.</p> <p>For internal sales, our order management system includes a dedicated checkbox and text entry field specifically for Sourcewell transactions. When the checkbox is selected, the Sourcewell contract number is automatically applied to all internal documents related to the sale. The text entry field captures the Sourcewell member number, which is also imprinted on all relevant documentation. This process automatically notifies the salesperson to apply the Sourcewell contract pricing discount.</p> <p>For external sales through our dealer network, all dealers are required to complete and sign Bonnell Industries, Inc.'s or Flink Plows Sourcewell "Opt-in Form." By signing this form, dealers agree to comply with the listed contract pricing and reporting requirements. Before processing their first Sourcewell sale, all dealers must complete a Sourcewell training session, conducted either in person or via web conference, with our sales management team and representatives. The training ensures that dealers understand how to apply the contract pricing correctly and how to report sales in compliance with Sourcewell requirements. Each dealer is then required to report all Sourcewell sales to Bonnell Industries admin on a quarterly basis to be included on the quarterly sales and fee report to Sourcewell.</p> <p>Bonnell Industries, Inc. further maintains a self-audit process integrated into our order workflow. The Finance Department conducts a monthly review of all internal and external Sourcewell sales to verify that members received proper contract pricing and that all related contract documentation is correctly referenced and on file. In addition, a quarterly report is prepared and submitted to Sourcewell, along with timely payment of any required administrative fees.</p> <p>This multi-layered approach ensures consistent compliance, accurate pricing, and complete transparency for all Sourcewell transactions.</p>

71	<p>If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.</p>	<p>If awarded this contract, Bonnell Industries, Inc. will track success using internal metrics similar to those applied to our existing Sourcewell contract. We leverage our CRM software to monitor potential sales opportunities and our ERP system to track closed sales. This combination allows us to measure growth over time, analyze trends, and assess overall performance of Sourcewell-related business. Over the duration of our current contract, we have seen steady and significant growth as customers become more familiar and comfortable with our offerings and the Sourcewell purchase process.</p> <p>Our CRM system is central to generating leads and tracking prospective opportunities. Marketing campaigns are designed to identify potential Sourcewell members, and the system automatically notifies our sales team when a lead is generated. Leads can be classified as "Sourcewell," enabling the sales team to distinguish opportunities associated with the contract. These contacts are also entered into automated email nurturing campaigns to educate customers on how to use the contract effectively. In addition, the system supports webinars and in-person sessions for groups of customers, helping to answer questions and drive engagement.</p> <p>The CRM provides detailed reporting, allowing the sales team to view all open Sourcewell opportunities, assess customer interest, and monitor potential revenue and past Sourcewell sales success. Reports can also capture historical data, including abandoned or lost sales, enabling the team to analyze win-loss ratios and identify areas for improvement. By combining CRM insights with ERP data on closed sales, Bonnell Industries, Inc. can evaluate the effectiveness of marketing initiatives, sales performance, and overall contract growth.</p> <p>This structured approach ensures that we continuously track and optimize Sourcewell-related sales, enabling our team to provide the best possible service and measurable results for Sourcewell members.</p>
72	<p>Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.</p>	<p>Bonnell Industries, Inc. proposes an Administrative Fee of 1.5% of all whole good sales completed under this contract. This fee will be payable to Sourcewell for all transactions with Participating Entities utilizing this Agreement and reflects consideration for the support and services provided by Sourcewell.</p> <p>Turnkey Truck Packages, as listed in Section B of our price list, Bonnell Industries, Inc. proposes a flat Administrative Fee of \$750 per unit sold. This flat fee will apply to each completed Turnkey Truck Package transaction.</p> <p>Both the percentage-based and flat fees will be calculated on all completed transactions within the Reporting Period as defined in the agreement and remitted to Sourcewell accordingly. This approach ensures consistent, transparent, and straightforward administration of fees for all contract-related sales.</p>

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
73	<p>The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.</p>	<p>The pricing included in this proposal represents a special, preferential rate that exceeds what Bonnell Industries, Inc. and Flink Plows typically offers to other organizations. We value Sourcewell as a leading cooperative procurement organization and are committed to providing Sourcewell members with the most competitive and favorable pricing available under this contract.</p>

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

Line Item	Question	Response *
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Bonnell Industries Inc. is pleased to present a diverse and highly specialized portfolio of snow, ice, and road maintenance solutions, engineered specifically to align with the technical requirements and operational rigors outlined in this RFP.</p> <p>With a 65-year legacy of engineering excellence, Bonnell stands as a premier North American manufacturer. We continue to lead the industry as a top-tier provider of municipal equipment and dominate the regional market as the primary supplier of high-performance, upfitted truck packages. Our dual-identity as both an Original Equipment Manufacturer (OEM) and a Certified Upfitter provides Sourcewell members with a distinct competitive advantage: we design the equipment with the installation process in mind.</p> <p>The Bonnell Advantage: Engineering for the End-User Because we operate our own high-volume upfitting facility, our engineering team designs every product to be "installer-friendly." This means:</p> <ul style="list-style-type: none"> • Seamless Integration: Reduced shop time for dealers and municipal mechanics. • Field-Proven Durability: Products are refined based on real-world installation feedback. • Superior Support: Our technical service and training programs go significantly beyond industry standards because we possess intimate knowledge of both the component and the chassis integration. <p>I. Turn-Key "Snow Fighter" Truck Packages We are proposing 15 distinct variations of our completed "Snow Fighter" Truck Packages. These turn-key solutions are built upon our most successful, field-tested configurations and are highly modular to meet the specific climate and geographic needs of Sourcewell members.</p> <ul style="list-style-type: none"> • Customizable Architecture: Options range from light-duty municipal spreads to heavy-duty high-speed highway configurations. • Rapid Deployment: Standardized builds allow for faster procurement and delivery cycles. <p>II. Specialized Snow & Ice Manufactured Equipment Our manufactured equipment line is a culmination of six decades of refinement, including:</p> <ul style="list-style-type: none"> • Front-Mounted Snowplows & Hitches: A comprehensive array of styles—including heavy-duty power-reversing and high-speed one-way plows—paired with robust, custom-engineered hitch mounting kits. • Underbody & Wing Plows: Multiple variations of underbody scrapers and side-wing plows designed to increase clearing paths and improve mechanical ice removal. • The Commander Series Multipurpose Body: Our flagship line, featuring a unique, non-infringing side profile. These bodies are available in Stainless Steel or Carbon Steel and offer maximum versatility with auger or chain live-bottoms and front or rear discharge capabilities. • Material Spreaders: <ul style="list-style-type: none"> o Tailgate Spreaders: Including both under-tailgate and replacement-tailgate models for precise salt and sand distribution. o V-Box Hoppers: Available in conveyor or auger designs for hook-lift, chassis-mount, or slide-in applications. • Liquid Management Systems: Advanced pre-wet and anti-ice systems designed to integrate perfectly with Bonnell spreaders and Commander bodies, maximizing chemical efficiency and reducing environmental impact. <p>III. Advanced Systems & Integrated Accessories To ensure a fully operational vehicle, our proposal includes:</p> <ul style="list-style-type: none"> • Central Hydraulic Systems: We provide complete design and installation of both dual-flow and sophisticated electronic-control hydraulic systems. • Ancillary Upfitting: Heavy-duty lighting systems, specialized toolboxes, and safety accessories are available to round out the vehicle's utility. <p>IV. Lifecycle Services & Fleet Remanufacturing Bonnell Industries is a leader in extending the lifecycle of municipal assets. We offer extensive remanufacturing and "Second Life" services, including:</p> <ul style="list-style-type: none"> • System Overhauls: Comprehensive service or replacement of aging hydraulic and electrical systems. • Chassis Retro-fitting: We specialize in refurbishing existing customer chassis with new dump bodies, plows, and spreaders, providing a cost-effective alternative to new vehicle procurement. • Aesthetic & Structural Refurbishment: Professional sandblasting, repainting, and structural reinforcement to return seasoned equipment to "like-new" condition. <p>Bonnell Industries is more than a manufacturer; we are a commitment to quality, a satisfied customer, and a long-standing partnership.</p>

		<p>In addition to the full Bonnell and Flink snow and ice product offering we will also offer through this contract the following.</p> <ul style="list-style-type: none"> • A full line of heavy-duty snow and ice skid steer attachments • A full line of multiple implement carriers with snow and ice attachments. Designed to remove snow and ice from sidewalks and urban areas.
75	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Bonnell Industries</p> <ul style="list-style-type: none"> • Salt Trucks • Snow Plow Trucks • Airport Snow Removal Vehicles • Airport Snow Plows • Hooklift Systems and Installation • Municipal Truck System • Roadway Clearing Equipment • Road Maintenance Equipment • Work Trucks • Roadway/Highway safety Equipment • Deicing Equipment • Snow Removal Equipment • Secondary Road Maintenance Equipment • Dump Trucks • Multi-use Road Equipment • Street Clearing Equipment <p>HLA Snow (Distributed by Bonnell Industries, Inc.)</p> <ul style="list-style-type: none"> • Snow Pushers • Snow Blades • Snow Wings • Broad Cast Spreaders • Snow Brooms <p>Karcher Municipal North America (Distributed by Bonnell Industries, Inc.)</p> <ul style="list-style-type: none"> • Implement Carriers • Blower Attachments • Dump Body Attachments • Snow Plow Attachments • Drop Sander Attachments • Brine Tank and Sprayer Attachments • Plow Broom Combination Attachments

Table 7B: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Offered *	Comments
76	Plows	<input checked="" type="radio"/> Yes <input type="radio"/> No	Bonnell Industries, Inc., Flink, HLA Snow, and Karcher Municipal North America all offer plows to fit this category. *
77	Blades	<input checked="" type="radio"/> Yes <input type="radio"/> No	Bonnell Industries, Inc., HLA Snow and Karcher Municipal North America all offer blades to fit this category. *
78	Wings	<input checked="" type="radio"/> Yes <input type="radio"/> No	Bonnell Industries, Inc. and HLA Snow offer wings to fit this category. *
79	Blowers	<input checked="" type="radio"/> Yes <input type="radio"/> No	Karcher Municipal North America offers blower attachments to fit this category. *
80	Snow Removal Brooms	<input checked="" type="radio"/> Yes <input type="radio"/> No	HLA Snow and Karcher Municipal North America offer broom attachments *
81	Distribution equipment (spreaders or sprayers) designed for the application of de-icing or anti-icing solids or liquids	<input checked="" type="radio"/> Yes <input type="radio"/> No	Bonnell Industries, Inc., Flink, HLA Snow and Karcher Municipal North America all offer spreaders and sprayers designed for de-icing that fit this category.
82	Snow melting equipment	<input type="radio"/> Yes <input checked="" type="radio"/> No	We do not offer Snow melting equipment
83	Dump bodies, specialty equipment, and air or hydraulic systems, related to upfitting or modification primarily for snow and ice handling	<input checked="" type="radio"/> Yes <input type="radio"/> No	Bonnell Industries, Inc. and Karcher Municipal North America offer everything related to this category.
84	Parts, supplies, accessories, and services related to the upkeep, repair, or maintenance of the offering of equipment described above	<input checked="" type="radio"/> Yes <input type="radio"/> No	We offer parts, supplies, accessories and service related to the upkeep, repair or maintenance of the equipment described above.
85	Describe in detail any complementary and additional services included in your proposal for services such as snow and ice handling as a service, contracted work, or other services related to the snow and ice handling equipment offered. Provide details related to third parties involved and how the services are provided to agencies.	<input type="radio"/> Yes <input checked="" type="radio"/> No	Bonnell does not offer snow and ice handling services or work with a third party who provides these services.

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

Line Item 86. NOTICE: To identify any exception, or to request any modification, to Sourcwell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcwell and will not automatically be included in the Master Agreement.

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcwell.

3. 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](#) - Pricing.zip - Friday March 27, 2026 15:20:19
- [Financial Strength and Stability](#) - Financial Strength and Stability.zip - Friday March 27, 2026 15:50:01
- [Marketing Plan/Samples](#) - Marketing Plans and Samples.zip - Monday March 30, 2026 09:18:45
- [WMBE/MBE/SBE or Related Certificates](#) - Certification SBA Veteran Owned Small Business.pdf - Thursday March 26, 2026 13:18:51
- [Standard Transaction Document Samples](#) - Standard Transaction Document Samples.zip - Friday March 27, 2026 15:23:41
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Additional Documents.zip - Friday March 27, 2026 15:57:11

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. - Tessa Smice, Inside National Sales and Contract Representative , Bonnell Industries Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

Yes No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_4_Snow_and_Ice_Handling_Equipment_RFP_033126 Fri March 20 2026 03:28 PM	<input checked="" type="checkbox"/>	1
Addendum_3_Snow_and_Ice_Handling_Equipment_RFP_033126 Wed March 18 2026 09:58 AM	<input checked="" type="checkbox"/>	1
Addendum_2_Snow_and_Ice_Handling_Equipment_RFP_033126 Mon March 16 2026 01:38 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Snow_and_Ice_Handling_Equipment_RFP_033126 Fri March 13 2026 08:32 AM	<input checked="" type="checkbox"/>	1