



**MASTER AGREEMENT #033126**  
**CATEGORY: Snow and Ice Handling Equipment, Supplies, and Accessories**  
**SUPPLIER: Henderson Products, Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Henderson Products, Inc., 1085 S. 3<sup>rd</sup> St., Manchester, IA 52057 (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.

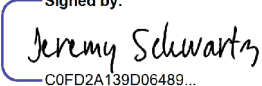
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

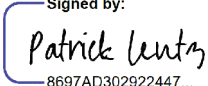
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcwell 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.

033126-HPI

Sourcewell

Signed by:  
  
C0FD2A139D06489...  
By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 6/10/2026 | 8:32 AM CDT \_\_\_\_\_

Henderson Products, Inc.

Signed by:  
  
8697AD302922447...  
By: \_\_\_\_\_  
Patrick Lentz  
Title: VP Finance & GSS  
Date: 6/9/2026 | 3:01 PM CDT \_\_\_\_\_

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

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## Vendor Details

Company Name: HENDERSON PRODUCTS INC  
1085 SOUTH 3RD STREET SOUTH  
Address: MANCHESTER, IOWA 52057  
Contact: Alan Kane  
Email: akane@hendersonproducts.com  
Phone: 319-573-3902  
Fax: 563-927-2521  
HST#: 27-1184835

## Submission Details

Created On: Tuesday February 10, 2026 09:34:10  
Submitted On: Tuesday March 31, 2026 11:19:00  
Submitted By: Alan Kane  
Email: akane@hendersonproducts.com  
Transaction #: e4ec11c8-7b4d-4c01-848b-8dedb215ab91  
Submitter's IP Address: 147.243.245.170

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## Specifications

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

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

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

| Line Item | Question                                                                                                                                                                                                                                                            | Response *                                                                                                                      |   |
|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|---|
| 1         | Provide the legal name of the Proposer authorized to submit this Proposal.                                                                                                                                                                                          | Henderson Products, Inc                                                                                                         | * |
| 2         | In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.                                                                                                                                      | Yes                                                                                                                             | * |
| 3         | Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell). | There are no subsidiaries, D.B.A., authorized affiliates or entities.                                                           | * |
| 4         | Provide your CAGE code or Unique Entity Identifier (SAM):                                                                                                                                                                                                           | KXC5MM6Z17X9                                                                                                                    | * |
| 5         | Provide your NAICS code applicable to Solutions proposed.                                                                                                                                                                                                           | 333120 for the snow clearing attachments<br>336211 for upfitting                                                                |   |
| 6         | Proposer Physical Address:                                                                                                                                                                                                                                          | Corporate Headquarters & Manufacturing Facility:<br>Henderson Products, Inc.<br>1085 S 3rd St<br>Manchester, IA 52057           | * |
| 7         | Proposer website address (or addresses):                                                                                                                                                                                                                            | www.hendersonproducts.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):                                                             | Patrick Lentz, VP Finance & GSS<br>1085 S. 3rd St.<br>Manchester, IA 52057<br>plentz@hendersonproducts.com<br>414-362-3941      | * |
| 9         | Proposer's primary contact for this proposal (name, title, address, email address & phone):                                                                                                                                                                         | Kathleen Weber, Contract Administrator<br>1085 S. 3rd St., Manchester, IA 52057<br>kweber@hendersonproducts.com<br>563-927-7127 | * |
| 10        | Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):                                                                                                                                                                  | Alan Kane, Director of Sales Support<br>1085 S.3rd St, Manchester, IA,52057<br>akane@hendersonproducts.com<br>319-573-3902      | * |

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

| Line Item | Question | Response * |
|-----------|----------|------------|
|-----------|----------|------------|

|    |                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |   |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 11 | Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.                                                                                                                                                                                                                                  | <p>Henderson Products is a leading manufacturer and upfitter of municipal snow and ice control equipment for heavy- and medium-duty work trucks. Founded in 1946 by Ollie Henderson in Cedar Rapids, Iowa, the company has a long history of supporting public sector agencies with reliable and effective equipment solutions. In 1958, operations were moved to Manchester, Iowa, where Henderson Products now manufactures its equipment in a 175,000-square-foot facility.</p> <p>Henderson Products serves a wide range of customers, including state departments of transportation, counties, cities, and townships. The company produces a full line of snow and ice control equipment, including snowplows, wings, dump bodies, sand and salt spreaders, anti-ice and pre-wet systems, brine production and management systems, and combination "Muni" bodies. As a custom manufacturer, Henderson Products has the ability to meet unique specifications and provide solutions that address regional needs and performance expectations.</p> <p>With six installation and service locations, Henderson Products provides reliable support from initial upfit through the life of the equipment. This ongoing service capability has helped establish the company as a preferred supplier for government fleets across North America and Canada.</p> <p>The company operates with a strong commitment to quality, safety, and customer satisfaction. Its core values are summarized in the "North Star" principles:</p> <ul style="list-style-type: none"> <li>• S – Superior Customer Experience</li> <li>• T – Total Solutions</li> <li>• A – Always Dependable</li> <li>• R – Reliable Partner</li> </ul> <p>Today, Henderson Products is part of Douglas Dynamics (NYSE: PLOW), North America's largest manufacturer of vehicle attachments and equipment. This relationship supports continued innovation and reinforces Henderson Products' role as a dependable partner for snow and ice control solutions.</p> | * |
| 12 | What are your company's expectations in the event of an award?                                                                                                                                                                                                                                                                                                                                  | <p>Henderson Products anticipates directing approximately 30 to 34 percent of applicable sales through the Sourcewell contract. The contract is expected to serve as a primary procurement vehicle for eligible agencies. Henderson Products is committed to supporting the program through active promotion by its sales team, including clear communication of the contract benefits, streamlined access to products, and the overall value it provides to participating members.</p> <p>The partnership with Sourcewell offers significant advantages to Henderson Products. It establishes a proven and compliant procurement channel that reduces administrative burden, broadens access to eligible agencies, and strengthens engagement with municipal customers. The partnership also enhances market visibility, improves competitive positioning.</p> <p>This framework enables Henderson Products to devote its efforts to product availability, service, and program participation while maintaining full adherence to public purchasing requirements. Henderson Products views the partnership as a mutually beneficial arrangement that supports long term growth and improved service to public sector customers.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | * |
| 13 | Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. | <p>Douglas Dynamics, Inc., Henderson's parent company, is a recognized, publicly traded entity on the NYSE with annual sales of over \$568 million and an adjusted EBITDA exceeding \$68 million for the past three years. As of December 31, 2025, Douglas Dynamics employed over 1,700 individuals across 27 locations, with \$8.3 million in cash and equivalents and \$119.5 million in available credit under a revolving credit facility, demonstrating financial stability to support Henderson's truck equipment operations.</p> <p>Please see attached file Douglas_Dynamics_Reports for full financials.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | * |
| 14 | What is your US market share for the Solutions that you are proposing?                                                                                                                                                                                                                                                                                                                          | <p>Based on internal historical data, Henderson Products estimates holding approximately 24–26% of the municipal snow and ice control equipment market in the United States.</p> <p>While no independent third-party data currently exists to verify market share across this industry, Henderson Products' estimate is derived from sales performance, fleet penetration, and competitive analysis within the municipal sector.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | * |
| 15 | What is your Canadian market share for the Solutions that you are proposing?                                                                                                                                                                                                                                                                                                                    | <p>Henderson Products estimates holding approximately 5% of the municipal snow and ice control equipment market in Canada. This estimate is based on internal sales data and market activity.</p> <p>As with the U.S. market, there is no centralized third-party reporting available to confirm exact market share figures within this sector.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | * |
| 16 | Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.                                                                                              | <p>Neither Henderson Products, Inc. nor its parent company, Douglas Dynamics, Inc., has filed for bankruptcy protection at any time within the past seven years. Furthermore, there are no ongoing or pending bankruptcy proceedings involving either entity.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | * |

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|----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|----------------|---------------------------|-----------------|---------------------------|-----------------|----------------------------|------------------|---------------------------|--------------|---------------------------|----------------|---------------------------|----------------|----------------------------|----------------|------------|-----|------------|-----|------------|----------------|-------------|----------------|----------------------|-----|----------------------|----------------|----------------------|-----------------|----------------------|-----------------|---|
| 17                         | <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>Henderson Products is best described as a manufacturer. The company designs, manufactures, and installs snow and ice control equipment for municipal and governmental agencies. Henderson Products performs its own installation work through company owned facilities located in New York, Illinois, Iowa, Ohio, New Jersey, and Missouri. These centers provide direct installation, service, and technical support to end users.</p> <p>Henderson Products maintains a traditional sales structure at each company operated location, consisting of dedicated sales representatives and a sales manager, supported by sales support personnel and a project technician. This team structure ensures consistent customer engagement, accurate project coordination, and effective support throughout the sales and installation process.</p> <p>In addition to its company operated installation and service operations, Henderson Products supports national distribution through a network of more than fifty independently owned municipal snow and ice equipment dealers. This dealer network broadens market coverage and provides local support to public agencies giving us access to the entirety of the US and Canada. Each dealer is supported by a regional sales manager and an inside sales representative, who provide product guidance, quoting assistance, and ongoing technical and commercial support.</p> | *                         |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| 18                         | <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>There are no specific federal or industry-mandated licenses or certifications required for Henderson Products, Inc. or its subcontractors in connection with the manufacturing and delivery of snow and ice control equipment under this RFP.</p> <p>However, Henderson Products certifies that all orders placed under the Sourcwell contract will be processed in full compliance with the applicable laws, regulations, and procurement requirements of the participating entity's state and local jurisdiction.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | *                         |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| 19                         | <p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <p>Henderson Products, Inc. and its parent company, Douglas Dynamics, Inc., have not been debarred or suspended from doing business with any federal, state, or local government agency within the past seven years. There are no current debarment or suspension actions pending.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | *                         |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| 20                         | <p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <p>In 2021, Henderson Products received the Vision Award from the New York State Association of Town Superintendents of Highways. This award recognizes vendors who demonstrate exceptional service to the local highway industry.</p> <p>In 2022, Henderson Products was also recognized as one of Iowa's Best Places for Working Parents.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | *                         |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| 21                         | <p>What percentage of your sales are to the governmental sector in the past three years?</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <p>Approximately 90% of Henderson Products' end-users over the past three years have been in the government sector. This includes municipal, county, and state agencies, with sales occurring both directly and through Henderson's authorized dealer network.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | *                         |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| 22                         | <p>What percentage of your sales are to the education sector in the past three years?</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | <p>Approximately 5% of Henderson Products' end-users over the past three years have been in the education sector. These sales have been made both directly through Henderson's internal sales divisions and indirectly through the company's authorized dealer network.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | *                         |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| 23                         | <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>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <table><tr><td>Sourcwell 080181-HPI 2023</td><td>\$3,281,079.00</td></tr><tr><td>Sourcwell 080181-HPI 2024</td><td>\$34,873,095.00</td></tr><tr><td>Sourcwell 080181-HPI 2025</td><td>\$65,937,845.00</td></tr><tr><td>Sourcwell 080181-HPI Total</td><td>\$104,092,019.00</td></tr></table><br><table><tr><td>Sourcwell 031423-HPI 2023</td><td>\$803,985.00</td></tr><tr><td>Sourcwell 031423-HPI 2024</td><td>\$2,144,821.00</td></tr><tr><td>Sourcwell 031423-HPI 2025</td><td>\$1,427,025.00</td></tr><tr><td>Sourcwell 031423-HPI Total</td><td>\$4,375,831.00</td></tr></table><br><table><tr><td>NASPO 2023</td><td>\$-</td></tr><tr><td>NASPO 2024</td><td>\$-</td></tr><tr><td>NASPO 2025</td><td>\$1,202,075.00</td></tr><tr><td>NASPO Total</td><td>\$1,202,075.00</td></tr></table><br><table><tr><td>NPPGOV PS22170- 2023</td><td>\$-</td></tr><tr><td>NPPGOV PS22170- 2024</td><td>\$6,947,246.00</td></tr><tr><td>NPPGOV PS22170- 2025</td><td>\$36,504,938.00</td></tr><tr><td>NPPGOV PS22170 Total</td><td>\$43,452,184.00</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                    | Sourcwell 080181-HPI 2023 | \$3,281,079.00 | Sourcwell 080181-HPI 2024 | \$34,873,095.00 | Sourcwell 080181-HPI 2025 | \$65,937,845.00 | Sourcwell 080181-HPI Total | \$104,092,019.00 | Sourcwell 031423-HPI 2023 | \$803,985.00 | Sourcwell 031423-HPI 2024 | \$2,144,821.00 | Sourcwell 031423-HPI 2025 | \$1,427,025.00 | Sourcwell 031423-HPI Total | \$4,375,831.00 | NASPO 2023 | \$- | NASPO 2024 | \$- | NASPO 2025 | \$1,202,075.00 | NASPO Total | \$1,202,075.00 | NPPGOV PS22170- 2023 | \$- | NPPGOV PS22170- 2024 | \$6,947,246.00 | NPPGOV PS22170- 2025 | \$36,504,938.00 | NPPGOV PS22170 Total | \$43,452,184.00 | * |
| Sourcwell 080181-HPI 2023  | \$3,281,079.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| Sourcwell 080181-HPI 2024  | \$34,873,095.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| Sourcwell 080181-HPI 2025  | \$65,937,845.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| Sourcwell 080181-HPI Total | \$104,092,019.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| Sourcwell 031423-HPI 2023  | \$803,985.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| Sourcwell 031423-HPI 2024  | \$2,144,821.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| Sourcwell 031423-HPI 2025  | \$1,427,025.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| Sourcwell 031423-HPI Total | \$4,375,831.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| NASPO 2023                 | \$-                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| NASPO 2024                 | \$-                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| NASPO 2025                 | \$1,202,075.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| NASPO Total                | \$1,202,075.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| NPPGOV PS22170- 2023       | \$-                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| NPPGOV PS22170- 2024       | \$6,947,246.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| NPPGOV PS22170- 2025       | \$36,504,938.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| NPPGOV PS22170 Total       | \$43,452,184.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                           |                |                           |                 |                           |                 |                            |                  |                           |              |                           |                |                           |                |                            |                |            |     |            |     |            |                |             |                |                      |     |                      |                |                      |                 |                      |                 |   |
| 24                         | <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>Henderson Products does not currently have a GSA contract.</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 * |   |
|--------------------------|---------------------------|----------------|---|
| City of Cedar Rapids, IA | Cale Loewen-Fleet Manager | 319-286-5886   | * |
| New York DOT, NY         | James Heinz-Fleet Manager | 315-403-3833   | * |
| Wood County, OH          | Eric Losey-Fleet Manager  | 419-354-9071   | * |

**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 *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |   |
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| 26        | Sales force.                                                                                                                                       | <p>Henderson Products operates with two primary sales divisions to support its municipal and state-level customers, as well as its national dealer network. The determining factor for division assignment is which party performs the installation work.</p> <p>The first division focuses on direct sales to local governmental entities, including cities, counties, and townships. Henderson Products employs local area sales representatives in Illinois (two), Missouri (two), Ohio (two), New York (four), Iowa (two), and New Jersey (one). These representatives are supported by three sales managers and three inside sales reps who assist with quotations and project coordination.</p> <p>The second division manages and supports Henderson Products' network of fifty three authorized dealers across the United States and Canada. This division is led by three regional sales managers who also maintain direct relationships with state DOT. Their work is supported by two inside sales reps who assist with dealer inquiries and commercial support.</p> <p>Henderson Products also maintains a dedicated parts sales group consisting of four parts sales representatives and one sales manager, with a defined focus on supporting and increasing parts sales to DOT customers.</p> <p>Selected dealers participate in ongoing stocking programs through which they purchase trucks with complete Henderson Products upfits in bulk. This approach ensures immediate availability for emergency or time sensitive customer needs.</p> <p>Please refer to the attached file, "Dealer - USC Territory," for dealer territory assignments. Any areas shown in white are serviced directly by our Regional Sales Managers.</p> | * |
| 27        | Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods. | <p>Henderson Products uses a well-established network of 53 authorized dealers (distributors) strategically located throughout the US and Canada. These dealers serve as the primary channel for reaching municipal customers and are equipped to sell, install, and service Henderson's full line of snow and ice control equipment. Each authorized dealer maintains a local sales team, many of whom focus exclusively on the public sector, including cities, counties, townships, and state agencies. Dealers are selected based on their municipal market experience, technical capabilities, service infrastructure, and commitment to customer support.</p> <p>In addition to equipment sales, Henderson's dealer network provides local parts availability, installation services, warranty work, and long-term maintenance support.</p> <p>To ensure uniformity and quality across the network, all authorized dealers receive regular product directly from Henderson Products. Dealers are also equipped with Henderson's proprietary CPQ (Configure, Price, Quote) software, which enables them to deliver consistent, accurate, and specification-compliant quotes to customers.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | * |
| 28        | Service force.                                                                                                                                     | <p>Henderson Products operates six company owned facilities located in Iowa, Missouri, Illinois, Ohio, New York, and New Jersey. These facilities employ more than one hundred skilled truck equipment installation technicians. Each location includes a dedicated service area focused exclusively on preventative maintenance, warranty work, and repair services for snow and ice control trucks serving the local market. These services are offered and sold through Henderson Products' direct sales organization.</p> <p>In addition, Henderson Products' North American dealer network is trained and authorized to provide service support for shared municipal customers.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | * |

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|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 29 | Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.                                                                                                 | <p>The ordering process at Henderson Products is designed to ensure accuracy, product compatibility, and a streamlined customer experience. Orders may be fulfilled directly by Henderson Products or through an authorized dealer, depending on customer location and installation responsibility.</p> <p>When installation is performed by Henderson Products, the process begins with a consultation between the customer and a Henderson Products sales representative. A detailed quotation is then prepared using Henderson Products' proprietary CPQ software. After the customer approves the quotation, the order is reviewed by inside sales and a project technician, with particular attention to chassis specifications and hydraulic requirements. Because each truck build is fully customized, all orders are also reviewed and validated by the engineering team before release to production.</p> <p>When installation is performed by an authorized dealer, the process begins with a consultation between the customer and the dealer's sales representative. The dealer uses the same CPQ system to generate the quotation. Once complete, the quotation, together with relevant chassis specifications, photographs, or prior build references, is submitted to Henderson Products' inside sales team for technical review and approval before the order is finalized.</p> <p>For both direct and dealer processed orders, long lead time components are identified early in the process, and a confirmed build schedule is communicated to the customer. Henderson Products maintains consistent communication throughout the build to ensure accuracy and alignment with customer expectations.</p> | * |
| 30 | Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises. | <p>Henderson Products maintains a dedicated customer service team based at its corporate headquarters. This team includes Inside Sales, Technical Service, Product Management, and Parts Sales personnel, all focused on providing prompt and accurate support to municipal customers. In addition to office-based support, Henderson Products' field sales reps conduct regular in-person visits to ensure continued satisfaction and proper equipment performance in the field.</p> <p>The Parts, Tech Services and Inside Sales, target a 24-hour response time for addressing customer inquiries, service requests, and order status updates. For equipment-only orders, Henderson Products targets a manufacturing lead time of 90 to 120 days.</p> <p>To further enhance responsiveness, Henderson Products uses RingSense software to monitor and evaluate all incoming service and parts calls, supporting improved tracking and accountability.</p> <p>Customer service performance is included as part of Henderson Products' annual employee review process. Staff involved in service and support are evaluated on service quality, responsiveness, and customer satisfaction. These metrics directly influence compensation adjustments, reinforcing a company-wide commitment to high service standards.</p>                                                                                                                                                                                                                                                                                                                                                                                                  | * |
| 31 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities.                                                                                                                                     | <p>Henderson Products is fully committed to supporting Sourcewell participating entities across North America. With six company-operated facilities located in Iowa, Missouri, Illinois, Ohio, New York, and New Jersey, along with a network of 53 authorized dealers throughout the United States and Canada, Henderson Products provides comprehensive coverage for equipment sales, installation services, and parts support.</p> <p>Henderson Products actively engages with the municipal market through regular participation in national and regional public works and municipal conferences. This includes attendance at National Association events and local association conferences, demonstrating an ongoing commitment to understanding and serving the needs of municipal customers.</p> <p>In 2025, Henderson Products invoiced over \$64 million in sales to Sourcewell (Contract 080181-HPI) customers, a clear indicator of the company's ability and willingness to deliver our products and services to participating entities under the Sourcewell contract.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | * |
| 32 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.                                                                                                                           | <p>Henderson Products is committed to serving Sourcewell participating entities in Canada and currently supports the Canadian market through two key authorized dealers. These dealers are strategically positioned to provide coverage and support in major regions, including Quebec, Vancouver, Regina, Winnipeg, Ottawa, and Montreal. The dealer network is trained on Henderson's product line and supported by Henderson's internal sales and engineering teams to ensure consistent service levels and product expertise.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | * |
| 33 | Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.                                                                                                                       | <p>Henderson Products is able to service all 50 States in the U.S and all Provinces in Canada.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | * |

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| 34 | Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this. | All Sourcewell participating entities, including Canada / Canoe, will be included in our offering.                                                                    | * |
| 35 | Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.              | Henderson Products supports Alaska through an authorized dealer and is fully capable of serving Hawaii and U.S. Territories upon request, with no known restrictions. | * |
| 36 | Will Proposer extend terms of any awarded master agreement to nonprofit entities?                                                                        | Yes, the Proposer will extend the terms of any awarded master agreement to nonprofit entities.                                                                        | * |

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

| Line Item | Question                                                                                                                                                                                    | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |   |
|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 37        | Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response. | <p>Henderson Products uses a comprehensive, multi-channel marketing approach to promote the Sourcewell contract to current and prospective customers. At trade shows and municipal industry events, Henderson Products prominently features Sourcewell banners and signage to increase visibility (Please see attached files 'Sourcewell &amp; Sourcewell-1).</p> <p>All product literature and quotes will include the Sourcewell logo and contract number to clearly identify the purchasing pathway (see attached file "Sourcewell Quote Example")</p> <p>Henderson Products also incorporates Sourcewell branding into video content used across digital platforms. The company website, which receives approximately 150,000 visits annually, includes a dedicated national contracts page where Sourcewell is featured with contract numbers and purchasing instructions.</p> <p>In addition, Sourcewell branding is included in national and local print and digital advertising campaigns. The company's annual calendar, distributed to over 3,000 customers, also includes Sourcewell information ( See attached file "Henderson Products Calander 2026 – Sml"). A dedicated promotional flyer highlighting the contract is provided to all sales reps to support on the ground outreach and engagement (See attached file "031423-HPI-Sourcewell flier" .</p> <p>This coordinated strategy ensures the Sourcewell contract is consistently promoted across all key customer touchpoints. Marketing Timeline Following Contract Award</p> <p>Day 1<br/>Email announcement sent to existing customers. Updated sales literature distributed to all authorized dealers. Contract award announced on LinkedIn, YouTube, and Facebook. Sourcewell contract information added to the Henderson Products website.</p> <p>Day 30<br/>Sourcewell frequently asked questions published and announced across social media platforms. An informational video describing the benefits of the Sourcewell program and the applicable contract is released on the Henderson Products YouTube channel.</p> <p>Day 60<br/>Follow up contract announcements and reminders distributed through existing social media channels.</p> <p>Ongoing Through Day 120<br/>The Sourcewell contract is promoted during regularly scheduled regional and national municipal and public works conferences using existing signage and sales materials.</p> | * |

|    |                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |   |
|----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 38 | Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.                                                      | <p>Henderson Products uses a strategic, data-driven approach to enhance marketing effectiveness through technology and digital platforms. The company maintains active engagement on social media channels, including LinkedIn, Facebook, and Instagram, where product promotions, industry updates, and contract opportunities are regularly shared. Platform analytics and metadata are used to optimize content and increase reach to key customer segments.</p> <p>Henderson Products also maintains a dedicated YouTube channel, which is updated regularly with product demonstration videos, feature overviews, and operational guidance.</p> <p>Our CRM is used to manage segmented email campaigns. These targeted communications deliver promotional content to defined customer groups.</p> <p>The company website is optimized with metadata, structured tags, and keyword strategies to improve search engine visibility and attract new traffic from users searching for municipal snow and ice control solutions online.</p> <p>All digital marketing activities are continuously monitored through analytics tools. Engagement data is used to refine messaging, improve targeting, and increase the overall effectiveness of campaign strategies.</p> <p>This integrated use of social media, video content, CRM, and analytics ensures Henderson Products maximizes its marketing reach and delivers relevant, timely content to municipal and government audiences.</p> | * |
| 39 | In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?        | <p>Henderson Products views Sourcewell as a trusted procurement partner that plays an important role in increasing contract visibility and credibility among municipal customers. Sourcewell's communication channels, cooperative purchasing resources, and outreach efforts help inform and educate eligible entities about the benefits of using the contract. This support helps accelerate purchasing decisions by simplifying procurement compliance and shortening acquisition timelines.</p> <p>Henderson Products fully integrates Sourcewell-awarded agreements into its sales process by training all sales reps and authorized dealers on the contract structure, eligibility, and use cases. The contract is referenced in all relevant product literature, quotes, digital platforms, and promotional materials. Sales representatives are equipped with dedicated Sourcewell marketing assets and quoting tools to streamline the purchasing process for customers.</p> <p>By aligning with Sourcewell's outreach and providing front-line support through a knowledgeable sales team, Henderson Products ensures that participating entities can access the contract easily and with confidence.</p>                                                                                                                                                                                                                                                                       | * |
| 40 | Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it. | <p>Henderson Products does not currently utilize an e-procurement ordering platform for whole goods or installations. Instead, sales are managed through a combination of Henderson's internal sales representatives and an extensive authorized dealer network. This model allows for direct consultation and quoting, ensuring that each order is tailored to the specific needs of the customer.</p> <p>For aftermarket products such as parts, service, and warranty-related items, orders are processed through Henderson's installation facilities, inbound sales team, or authorized dealers.</p> <p>Because Henderson Products' equipment is highly customizable, the company emphasizes direct interaction during the ordering process. This approach allows the sales team to verify specifications, provide personalized support, and ensure accuracy throughout the transaction. The hands-on nature of this process supports customer satisfaction by delivering solutions that are aligned with operational requirements and procurement goals.</p>                                                                                                                                                                                                                                                                                                                                                                                                                          | * |

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

| Line Item | Question                                                                                                                                                                                                                                             | Response *                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |   |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 41        | Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply. | <p>Standard training is included with every equipment purchase and covers basic operation and maintenance procedures. This training is delivered either in person or virtually by Henderson's Product Management team, depending on customer preference and location.</p> <p>Optional advanced training is available upon request. This program provides more detailed instruction on specialized features, advanced trouble shooting, and preventive maintenance practices, and is suited for customers seeking deeper technical understanding or internal training capabilities.</p> <p>All equipment is shipped with comprehensive manuals and reference materials to support ongoing use and training need</p> | * |

|    |                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |   |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 42 | Describe any technological advances that your proposed Solutions offer.                                                                                                                                                                                                     | <p>Henderson Products offers advanced snow and ice control solutions that incorporate several key technological innovations to enhance efficiency, safety, and performance for municipal operators.</p> <p>Precision rate control and aggregate placement systems are integrated into equipment to optimize material usage and ensure accurate application, helping reduce waste and improve operational effectiveness.</p> <p>User-friendly touch-screen interfaces are standard on our products, allowing operators to make adjustments minimizing operator error.</p> <p>Enhanced safety features, such as integrated rear-view cameras and equipment interlocks, are available to support safe operation of truck-mounted systems in active work environments.</p> <p>Henderson Products also provides liquid application equipment, offering large-capacity options and a variety of application methods to support pre-treatment, anti-icing, and de-icing strategies across all phases of a winter storm.</p> <p>Multi-function spreaders are available to accommodate different material types and blending within a single unit, increasing adaptability during varying snow and ice events.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | * |
| 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>Henderson Products is committed to environmentally responsible snow and ice control through its Green<sup>3</sup> initiative, which focuses on three core pillars: environment, economy, and safety.</p> <p>Environment: Henderson's precision application systems help reduce salt usage and minimize chemical runoff, resulting in cleaner roadsides, ditches, and groundwater.</p> <p>Economy: By using advanced brine-making and application equipment, customers can reduce material application rates by up to 30 percent or more, leading to fewer trips, lower fuel consumption, and decreased labor costs.</p> <p>Safety: Enhanced application efficiency improves travel conditions more quickly and effectively during winter events.</p> <p>Henderson Products promotes a best-practice ice control process that includes brine production, anti-ice application to prevent bonding, and targeted deicing to eliminate remaining snow and ice. This process supports sustainability by lowering salt usage while maintaining public safety.</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. | Henderson Products Inc has no certified third party eco ratings.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | * |
| 45 | What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?                                        | <p>Henderson Products offers Sourcewell participating entities several unique advantages that distinguish the company and its solutions within the snow and ice control industry.</p> <p>Henderson Products is the only total solution provider in the US capable of designing, manufacturing, and integrating complete snow and ice trucks in-house. This includes the ability to pair equipment with Henderson's brine-making machines, which are also available through Sourcewell contract #031423-hpi. This end-to-end capability ensures consistency, reliability, and performance across all components of the municipal fleet.</p> <p>Henderson builds fully integrated trucks that combine plows, spreaders, and dump bodies, all engineered to function cohesively on a single chassis. This complete system approach improves operational efficiency, simplifies training, and enhances ease of use.</p> <p>With decades of experience in winter road maintenance, Henderson designs equipment specifically for harsh operating conditions. All products are built for long-term durability and dependable performance, delivering maximum value over their service life.</p> <p>Henderson maintains a national footprint with six company-owned installation and service centers, along with two additional service-only locations. This infrastructure provides Sourcewell members with convenient access to parts, support, and maintenance services for the complete truck.</p> <p>Henderson is a recognized leader in liquid application technology. These systems help reduce salt usage, lower material costs, and minimize roadway wear, supporting municipalities in achieving both environmental and operational goals.</p> <p>Henderson's sales team is highly trained in snow and ice control solutions and works directly with Sourcewell members to develop customized, contract-compliant solutions that meet each agency's specific needs.</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. | <p>Henderson Completed truck packages contain the most popular control systems in the industry designed to reduce operator workload and minimize repetitive motions. For example, our truck equipment packages contain optional electrically controlled hydraulic systems that feature multi-axis joy sticks which eliminate the need for multiple single function control levers. Additionally, these systems can tie into the vehicle speed sensor which allows the system to be operated in automated mode by controlling pre-configured material (granular and/or liquid) output based on the truck speed. This allows the operator to focus on the road rather than the equipment improving safety for the driver while maintaining a constant granular output to the road for the safety of others on the roadway.</p> <p>Our electric drive spreaders and multi-lane liquid application systems have been designed with simple electronic controls that can monitor system function and automation by means of integration with the truck speed sensor or GPS interface.</p> <p>For complete truck packages offered by Henderson, we will work with the end-customer on controls placement to ensure controls are where the user requires. Many of our controls mounts also include the ability to make user adjustments vertically and horizontally. We also include optional common mounts such as RAM which allow users to choose after market options to optimize their cabs.</p> <p>The Henderson Direct Cast Controls include 3 operational modes to automate actions and minimize common motions. Full manual by push button, partially automated based on minimal parameters or full automatic.</p> |
| 47 | Describe any high-visibility features such as reflective or LED plow markers or enhanced lighting packages your equipment offers.                                                                                                                                | <p>Henderson Products offering can be customized to meet customer needs and requirements with regard to almost any lighting options meeting FMVSS108. With our focus in the municipal market, we have partnered with many lighting suppliers including Whelen, Grote, Truck-Lite, and many others to provide complete lighting solutions for our customers. These lighting solutions allow many options related to FMVSS lighting standards, light bar systems, strobes, markers, etc.</p> <p>Henderson Products does offer reflective tape options on many of our products. Our dump body packages can have conspicuity tape installed from the factory or during upfit. In addition, we also have options for reflective chevron tape installed on the rear of our dump bodies and granular/liquid systems.</p> <p>Henderson has also began offering lighted plow markers or wing marker lights on any front plow or wing plow system.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 48 | Describe any protective guarding, emergency stop features, audible or visual alerts, or temperature-aware sensors your equipment offers.                                                                                                                         | <p>Product development at Henderson Products has always had safety in the forefront in product design. Our auger-based products all include hydraulic inter-lock features which require an operator to physically disengage the hydraulic circuit prior to gaining access to the auger area. For the hydraulic circuit to be re-energized, the manual lockouts must be returned to the protected state.</p> <p>Full package truck installs offer multiple safety options. All installs include a reverse backup alarm as standard, optional camera systems, in-cab body-up alarms, tailgate open, etc. Many of our control system options can alert (visually and audibly) to body-up, oil level, oil temperature, system errors, low liquid, etc.</p> <p>Protective guards are standard on any of our products featuring an auger. Our dump bodies and dump body installs include body props to allow the body to be set into a safe position for servicing the underside. Our equipment includes safety decals to alert operators of danger zones. We offer a wide range of steps, grab handles and ladders which feature our Sure-Step design. The Henderson Products Sure-Step walk rail, steps, and ladders provide 1.5" of foot bearing surface for the operator and is much safer than rod or re-rod steps/ladders offered by other manufacturers.</p> <p>Henderson has also teamed up with Walker Blocker the maker of truck side guards to offer optional side guards on many of our plow truck and dump truck configurations.</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 type="radio"/> Yes<br><input checked="" type="radio"/> No | No      | * |
| 50        |                                                                                                                                                                                                                                                                                               | Minority Business Enterprise (MBE)              | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No      | * |
| 51        |                                                                                                                                                                                                                                                                                               | Women Business Enterprise (WBE)                 | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No      | * |
| 52        |                                                                                                                                                                                                                                                                                               | Disabled-Owned Business Enterprise (DOBE)       | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No      | * |
| 53        |                                                                                                                                                                                                                                                                                               | Veteran-Owned Business Enterprise (VBE)         | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No      | * |
| 54        |                                                                                                                                                                                                                                                                                               | Service-Disabled Veteran-Owned Business (SDVOB) | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No      | * |
| 55        |                                                                                                                                                                                                                                                                                               | Small Business Enterprise (SBE)                 | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No      | * |
| 56        |                                                                                                                                                                                                                                                                                               | Small Disadvantaged Business (SDB)              | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No      | * |
| 57        |                                                                                                                                                                                                                                                                                               | Women-Owned Small Business (WOSB)               | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No      | * |

**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.                                            | <p>Henderson Products offers standard net 30-day payment terms for parts, equipment, and turnkey truck purchases following shipment. For added flexibility, progress billing is available when preferred by the customer.</p> <p>A variety of payment methods are accepted, including credit cards, corporate checks, money orders, ACH transfers, and wire transfers.</p> | * |
| 59        | Describe any leasing or financing options available for use by educational or governmental entities. | Currently, Henderson does not have a leasing program or financing options available.                                                                                                                                                                                                                                                                                       | * |

|    |                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |   |
|----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 60 | 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>Henderson Products uses standard transaction documents to ensure clear and consistent communication with Sourcwell participating entities throughout the purchasing process.</p> <p>Customer quotes are used to outline product specifications, pricing, lead times, and applicable terms. Each quote includes a clearly identified line item showing the Sourcwell contract discount applied to the transaction.</p> <p>Invoices are issued upon shipment and reflect final costs, including payment terms, freight, and the Sourcwell discount as a separate line item. These serve as the official billing documents for all transactions.</p> <p>Please refer to the attached templates for examples of the standard documents Henderson Products uses when working with Sourcwell members.</p> <p>For Quote example see attached file "SF-2026-01768"</p> <p>For Invoice example see attached file "Cedar Rapids Invoice"</p>                                                                                                                                                                                                                                                                                                                                             | * |
| 61 | Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?                                                                                                                                                                                                                                                                                      | Henderson Products accepts P-cards and credit card payments for purchases made by Sourcwell participating entities. There are no additional fees or costs associated with using this payment method.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | * |
| 62 | Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell 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>Henderson Products offers Sourcwell participating entities a 13% discount off the submitted standard price list for all eligible products and services. Additional volume-based discounts may be available for larger orders, depending on the scope and configuration.</p> <p>Pricing is managed through Henderson's custom-built quote configurator, which is used by both internal sales reps and authorized dealers. This system enables customized pricing tailored to the specific needs of each customer and ensures that all configurations are accurate and compatible. The configurator supports a broad range of product options, materials, and dimensions.</p> <p>All quotes generated through this system include detailed line-item pricing, with the Sourcwell discount displayed as a separate line item to ensure transparency. The attached price list includes individual pricing for features and options; however, due to the highly customizable nature of Henderson's equipment and the millions of possible combinations, this price list is intended to serve as a general guide.</p> <p>Tailored configurations and final pricing are provided through the quote process to meet the specific requirements of Sourcwell participating entities.</p> | * |
| 63 | 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.                                                                                                                                                                                                                 | Sourcwell members will receive a 13% discount on the submitted Henderson Products and Services price list. Additional discounts may be available for volume orders.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | * |
| 64 | Describe any quantity or volume discounts or rebate programs that you offer.                                                                                                                                                                                                                                                                                                                                                                   | We offer quantity discounts for orders exceeding five complete turnkey packages. These discounts are determined on a case-by-case basis, ensuring tailored pricing based on the specific order volume and scope                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | * |

|    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |   |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 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>Henderson Products Inc. facilitates sourced products and related services, also known as "open market" items or "nonstandard options", through a cost-plus-percentage pricing methodology. This approach ensures transparency and fairness in pricing while accommodating unique requests.</p> <p>Key Points of the Method:</p> <p>Definition of Sourced Products/Services:<br/>These are whole goods or services not listed in the Henderson catalog. Examples include chassis, hooklifts, side-dump bodies, cameras, lighting systems, and hydraulic systems.</p> <p>Pricing Approach:<br/>For sourced products and services, Henderson obtains supplier quotes and applies a cost-plus-percentage markup to determine the final price for Sourcewell members.</p> <p>Nonstandard Options:<br/>Any feature or option not listed in Henderson's standard pricing pages is also handled using the cost-plus-percentage methodology.</p> <p>State-Specific Products and Services:<br/>Henderson collaborates with state agencies such as Departments of Transportation and Turnpike Authorities to design and engineer products tailored to their specifications. These items are also priced using the cost-plus-percentage method.</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>All applicable charges are included in the pricing submitted by Henderson Products. There are no additional costs for pre-delivery inspection, installation, setup, mandatory training, or initial inspection beyond what is specified in the proposal.</p> <p>All services and costs related to the total acquisition of products are fully accounted for within the submitted pricing.</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>Freight, delivery, and shipping costs are not included in the standard pricing submitted by Henderson Products. This allows Sourcewell participating entities the flexibility to choose the shipping method that best fits their needs.</p> <p>Customers have the option to pick up completed equipment directly from a Henderson Products facility. Alternatively, Henderson can arrange direct delivery to the customer's specified location.</p> <p>Sourcewell members may also use their own freight carrier by providing a carrier account number. If requested, Henderson Products will supply a detailed freight quote based on the destination, ensuring full cost transparency.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | * |
| 68 | Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.                                                                                                                                                                                                                                                                                                                                       | <p>Henderson Products offers flexible freight, shipping, and delivery options to accommodate Sourcewell participating entities located in Alaska, Hawaii, Canada, and offshore locations.</p> <p>Customers may choose to pick up completed equipment directly from a Henderson Products facility or arrange for direct delivery to their specified location. Alternatively, customers can use their own freight carrier by providing a carrier account number.</p> <p>In Alaska and Canada, Henderson Products supports delivery and service through an established dealer network. These dealers offer local expertise and logistical support, ensuring efficient coordination and fulfillment in those regions.</p> <p>For Hawaii and offshore destinations, Henderson coordinates with trusted freight carriers and will provide detailed shipping quotes upon request. This approach ensures reliable delivery and cost transparency regardless of location.</p> <p>These freight options provide Sourcewell members with the flexibility needed to support diverse geographic and operational requirements.</p>                                                                                                                       | * |

|    |                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |   |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 69 | Describe any unique distribution and/or delivery methods or options offered in your proposal.                                                                                                                                                       | <p>Henderson Products offers several unique distribution and delivery options to support efficient and reliable service for Sourcewell participating entities.</p> <p>Henderson has negotiated competitive freight rates through established partnerships with leading carriers, allowing Sourcewell members to benefit from industry-best shipping costs. Advanced logistics systems are used to schedule and track shipments, providing real-time updates to ensure accuracy, transparency, and on-time delivery.</p> <p>For completed truck installations, Henderson offers drive-away services, delivering fully equipped vehicles directly to the customer's location. This eliminates the need for separate transportation arrangements and ensures a delivery experience.</p> <p>These distribution and delivery methods reflect Henderson Products' commitment to providing dependable, cost-effective, and customer-focused logistics solutions.</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>Henderson Products maintains a structured self-audit process to ensure full compliance with the Sourcewell agreement, with a particular focus on proper pricing and accurate reporting.</p> <p>When a Sourcewell participating entity places an order, order entry personnel verify that the appropriate item number associated with the Sourcewell contract is used. The participating entity's Sourcewell member number is recorded in the order header to ensure accurate tracking and eligibility validation.</p> <p>Oversight is provided by Henderson's Director of Sales Support and the Contract Administration team. This team is responsible for confirming that all quoted prices are compliant with the Sourcewell agreement and for compiling and reporting all booked and invoiced orders under the contract.</p> <p>Authorized dealers are also integrated into this process and trained to provide Sourcewell-compliant quotes. This ensures pricing consistency and adherence across the extended sales network.</p> <p>Once invoicing is complete, the Contract Administration team updates the Sourcewell reporting spreadsheet and records the sales transaction, including the invoice number, invoice date, and total sales amount. The appropriate administrative fee is then calculated and submitted as required.</p> <p>This process provides a clear framework for maintaining transparency, ensuring pricing accuracy, and supporting consistent compliance with the terms of the Sourcewell contract.</p> | * |
| 71 | 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>Henderson Products will track several key internal metrics to measure the success of a Sourcewell-awarded agreement.</p> <p>One primary metric is the percentage of turnkey truck orders processed through the Sourcewell contract.</p> <p>Using Contract 080181-HPI, Henderson Products processed more than 32% of its turnkey orders, and a key performance indicator for the new agreement will be increasing that share by an additional 4% to 8% over the contract term.</p> <p>Another important metric will be utilization across Henderson's authorized dealer network, as dealers' ability to leverage the Sourcewell contract is expected to streamline sales efforts, particularly in targeted expansion markets such as the Upper Midwest and the Northeast.</p> <p>These internal benchmarks will help Henderson Products monitor growth, ensure contract accessibility, and evaluate the effectiveness of Sourcewell as a strategic procurement vehicle for new and existing customers.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | * |

|    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                       |   |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 72 | 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. | Henderson Products proposes an Administration Fee of 1 percent.<br><br>The 1 percent fee will be calculated based on the total transaction value for all completed sales during the defined reporting period, as outlined in the agreement. This calculation will exclude the cost of OEM chassis, which are considered pass-through items and not subject to the administrative fee. | * |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|

**Table 6B: Pricing Offered**

| Line Item | The Pricing Offered in this Proposal is: *                                                                                                       | Comments                                                                                                                                                                                                  |   |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| 73        | The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies. | Henderson is dedicated to providing Sourcewell members with the most competitive pricing available, ensuring that participating agencies receive maximum value and cost savings through this partnership. | * |

**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.            | Henderson Products proposes to provide municipal snow and ice control equipment and related services to support efficient operations. Our offering includes dump bodies, snowplows, combination bodies, aggregate spreaders, liquid application systems, and wing systems.<br>We also provide installation and upfitting services to ensure all equipment is fully integrated.                                                  | * |
| 75        | Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services. | The following subcategories best represent Henderson Products' offerings within this RFP category:<br><ul style="list-style-type: none"> <li>• Dump Bodies</li> <li>• Combination Bodies</li> <li>• Snow Plows</li> <li>• Underbody Scrapers</li> <li>• Side Wing Systems</li> <li>• Tailgate Sanders</li> <li>• Liquid Application Systems</li> <li>• Hitches and Mounting Systems</li> <li>• Installation services</li> </ul> | * |

**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<br><input type="radio"/> No | Yes                                                                                                 | * |
| 77        | Blades                                                                                                                                                                                                                                                                                                                                      | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Yes                                                                                                 | * |
| 78        | Wings                                                                                                                                                                                                                                                                                                                                       | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Yes                                                                                                 | * |
| 79        | Blowers                                                                                                                                                                                                                                                                                                                                     | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No                                                                                                  | * |
| 80        | Snow Removal Brooms                                                                                                                                                                                                                                                                                                                         | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | Yes                                                                                                 | * |
| 81        | Distribution equipment (spreaders or sprayers) designed for the application of de-icing or anti-icing solids or liquids                                                                                                                                                                                                                     | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Yes                                                                                                 |   |
| 82        | Snow melting equipment                                                                                                                                                                                                                                                                                                                      | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Yes                                                                                                 |   |
| 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<br><input type="radio"/> No | Yes                                                                                                 |   |
| 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<br><input type="radio"/> No | Yes                                                                                                 |   |
| 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 checked="" type="radio"/> Yes<br><input type="radio"/> No | <ul style="list-style-type: none"> <li>Underbody Scrapers</li> <li>Installation services</li> </ul> |   |

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

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

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

## Documents

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

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

- [Pricing](#) - 2026 SOURCEWELL PRICE BOOK\_final\_3.31.2026.xlsx - Tuesday March 31, 2026 11:14:03
- [Financial Strength and Stability](#) - Douglas\_Dynamics\_Reports.pdf - Friday March 27, 2026 14:09:08
- [Marketing Plan/Samples](#) - Sourcewell Documents.zip - Friday March 27, 2026 14:46:44
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Standard Transaction Documents.zip - Tuesday March 31, 2026 09:11:41
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Dealer - USC Territory.pdf - Friday March 27, 2026 15:21:21

## 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. - Al Kane, Director of Sales Support, HENDERSON PRODUCTS, 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<br>Fri March 20 2026 03:28 PM | <input checked="" type="checkbox"/>                                | 1     |
| Addendum_3_Snow_and_Ice_Handling_Equipment_RFP_033126<br>Wed March 18 2026 09:58 AM | <input checked="" type="checkbox"/>                                | 1     |
| Addendum_2_Snow_and_Ice_Handling_Equipment_RFP_033126<br>Mon March 16 2026 01:38 PM | <input checked="" type="checkbox"/>                                | 1     |
| Addendum_1_Snow_and_Ice_Handling_Equipment_RFP_033126<br>Fri March 13 2026 08:32 AM | <input checked="" type="checkbox"/>                                | 1     |