

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

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Winter Equipment Company, Inc., 1900 Joseph Lloyd Parkway, Willoughby, OH 44094 (Supplier).

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

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

**Article 1:
General Terms**

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

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

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

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

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

13) Supplier Representations:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

The Report must contain the following fields:

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

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

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

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

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

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

19) Grant of License.

a) During the term of this Agreement:

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

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

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

c) Use; Quality Control.

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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

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

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

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

Article 3: Supplier Obligations to Participating Entities

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

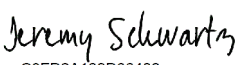
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

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

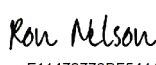
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating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

033126-WEC

Sourcewell

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 6/11/2026 | 7:17 PM CDT

Winter Equipment Company, Inc.

Signed by:

F11472773BF5444...
By: _____
Ron Nelson
Title: Vice President
Date: 6/11/2026 | 5:01 PM CDT

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

Vendor Details

Company Name: Winter Equipment Company, Inc.

Does your company conduct business under any other name? If yes, please state: No

Address: 1900 Joseph Lloyd Parkway
Willoughby, OH 44094

Contact: Christine Amato

Email: cmarsiglio@winterequipment.com

Phone: 800-294-6837 224

Fax: 888-810-9363

HST#: 34-1566847

Submission Details

Created On: Tuesday February 10, 2026 10:38:51

Submitted On: Monday March 30, 2026 15:10:55

Submitted By: Christine Amato

Email: cmarsiglio@winterequipment.com

Transaction #: 418ddea7-fed4-47d3-b0bb-1566a45e2d00

Submitter's IP Address: 147.243.208.212

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.	Our legal name is Winter Equipment Company, 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, Winter Equipment would be the responsible Supplier that will execute the master agreement with Sourcewell.	*
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).	Winter Equipment does not operate under any other subsidiary name.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Winter Equipment's cage code is 1PSY1 and our Unique Entity ID is K2JZDH66M6K6.	*
5	Provide your NAICS code applicable to Solutions proposed.	Winter Equipment's NAIC code applicable to Solutions proposed is 333120.	
6	Proposer Physical Address:	Winter Equipment's physical address is 1900 Joseph Lloyd Parkway, Willoughby, OH 44094.	*
7	Proposer website address (or addresses):	Winter Equipment's website is www.winterequipment.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):	The proposed Authorized Representative is: Ron Nelson, Vice President, 1900 Joseph Lloyd Parkway, Willoughby, OH 44094 Email: Rnelson@winterequipment.com PH: 800-294-6837	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	The primary contact and person who will maintain this contract and proposal is: Christine Amato, National Contracts Manager, 1900 Joseph Lloyd Parkway, Willoughby, OH 44094 Email: Cmarsiglio@winterequipment.com PH: 800-294-6837	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Additional other contacts will be: Dan Bigham, Outside Sales, 1900 Joseph Lloyd Parkway, Willoughby, OH 44094 PH: 800-294-6837 Email: dbigham@winterequipment.com And Daren Lynch, Outside Sales, 1900 Joseph Lloyd Parkway, Willoughby, OH 44094 PH: 800-294-6837 Email: Dlynch@winterequipment.com And Ty Topping, Inside Sales Manager, 1900 Joseph Lloyd Parkway, Willoughby, OH 44094 Email: ttopping@winterequipment.com PH: 800-294-6837 And Nathan Damm, Marketing Manager, 1900 Joseph Lloyd Parkway, Willoughby, OH 44094 Email: ndamm@winterequipment.com PH: 800-294-6837	*

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.	Winter Equipment Company, Inc. was founded in 1989 by Kent Winter in Cleveland, Ohio, with a single innovation that would reshape the snow plow wear parts industry. Kent invented the first PlowGuard—a protective device designed to slow down wear on the ends of a snow plow cutting edge, allowing the blade to last two to three times longer. The PlowGuard was created to solve a problem that every plow operator knows well: cutting edges wearing out too quickly, forcing crews off the road during storms for blade changes instead of keeping roads safe and clear. That founding innovation—making cutting edges last longer so operators can stay on the road—has guided Winter Equipment for more than 37 years. From that original PlowGuard, Winter Equipment has grown into the largest snowplow cutting edge and wear parts manufacturer in the United States. Today, Winter Equipment serves over 36 State Departments of Transportation, more than 990 county governments, over 1,500 city governments, and thousands of townships, municipalities, commercial contractors, and distributors across the United States and Canada. The company's Cleveland, Ohio manufacturing facility processes raw materials into finished goods in-house, giving Winter Equipment direct control over quality, lead times, and inventory—advantages that import-dependent competitors simply cannot match. Winter Equipment's core values have remained consistent since 1989: • Customer Satisfaction — Winter Equipment is the only manufacturer in the snow plow industry to offer a Satisfaction Guarantee, backed by the proprietary WearFactor Promise. We guarantee our blades for their entire life span and work with every customer until they are completely satisfied. • Quality — A dedicated quality control department, led by a veteran with more than 20 years of tenure, ensures no finished product is shipped without meeting our quality standards. • American Manufacturing — Winter Equipment is committed to producing products in the United States. Many of Winter Equipment's products are Domestically produced, free from tariff exposure and overseas supply chain risk. • Innovation — From the original PlowGuard to our patent-pending Winter Carbide™ technology and the proprietary WearFactor Rating System, Winter Equipment has consistently pioneered new solutions. The company holds multiple patents across the United States and Canada. • Community — Winter Equipment has donated to the Salvation Army for decades, supporting the local Cleveland community that has been our home since day one. Winter Equipment's business philosophy is simple: remove the risk from the customer and place it squarely on our own shoulders. We manufacture many products in-house to control quality. We guarantee our products for their full life span. We were the first to offer all-in-one cutting edge systems—blade, guards, and hardware together—so customers can order and inventory complete kits rather than sourcing components separately. We were also a pioneer in e-commerce in an industry that remains largely offline, giving customers the ability to purchase directly through our website. Everything we do is designed to support road departments so they can focus on serving their communities, and commercial snow removal companies so they can focus on serving their customers. Key product innovations over the company's history include the • PlowGuard (35+ years of proven performance), • Razor Family of blades with Tungsten Carbide including - o Razor - o Razor XL - o Razor BlockBuster • Winter Carbide™ proprietary American-made carbide technology • Razor® with Winter Carbide™ (patent pending, the first Domestically produced all-in-one carbide and cover cutting edge) • Razor® XL with Winter Carbide™ • Razor® BlockBuster with Winter Carbide™ • WinterFLEX® Rubber Cutting Edge System (three-ply, fabric-reinforced) • Patriot® Serrated Steel system (4x longer than standard steel) • Vulcan V-Plow System • Pegasus® Expandable Plow Cutting Edge System • MoDUS® Modular Shoe System for Snow Pushers • Polyurethane cutting edges, and • WearFactor Rating System. The company holds multiple patents in the United States and Canada protecting these innovations.

		Winter Equipment has grown from a single-product company in 1989 to a manufacturer generating approximately \$29.8 million in annual revenue in 2025. Average annual sales were \$17.1 million as recently as 2021, representing significant growth over a four-year period. This growth has been fueled by product innovation, expanding government contract partnerships, and a rapidly growing e-commerce channel that saw order volume increase by over 2,200% between 2022 and 2025. Looking ahead, Winter Equipment is investing in expanded manufacturing capacity for Winter Carbide™ products. Due to the rapid increase in the cost of tungsten carbide—which has risen by more than 1,000% in recent years—Winter Equipment has developed the only long-lasting alternative to tungsten carbide insert cutting edges on the market. This positions the company as the sole manufacturer capable of offering snow removal operations a way to maintain the performance they have come to expect from carbide cutting edges, without the price volatility and supply uncertainty of imported tungsten. Winter Equipment will continue to expand Winter Carbide™ manufacturing capacity over the next two years to meet this growing demand.
12	What are your company's expectations in the event of an award?	Winter Equipment expects a Sourcwell award to accelerate growth across our core government market and open new opportunities in the education and nonprofit sectors. Our experience with the NASPO ValuePoint contract provides a strong baseline for these expectations: NASPO contract sales grew from \$5.2 million in 2020 to \$8.1 million in 2022, demonstrating Winter Equipment's ability to drive consistent growth through cooperative purchasing agreements. With government entities representing 84% of Winter Equipment's revenue and over 36 State DOTs, 990+ counties, 1,500+ cities, and 2,700+ townships already in our customer base, we expect a Sourcwell contract to deepen penetration in these segments while providing a streamlined purchasing path for new entities that have not yet purchased from Winter Equipment. Our 2026 marketing plan targets growth that a Sourcwell contract directly supports by simplifying procurement for these organizations. Additionally, Winter Equipment's patent-pending Winter Carbide™ products position the company to maintain and grow market share in the long-lasting cutting edge segment as tungsten carbide prices continue to rise. A Sourcwell contract will provide an efficient purchasing vehicle for organizations transitioning from tungsten carbide to Winter Carbide™ solutions. Winter Equipment will immediately begin promoting a Sourcwell contract online, at trade shows, through our field and inside sales force, and across all advertising channels including email campaigns, social media, and trade publication advertising. Our dedicated government contract department and full-time marketing team will integrate the Sourcwell contract into daily sales operations from day one. We have implemented data-driven market targeting strategies that allow Winter Equipment to identify and pursue the largest market opportunities across North America. These analytics capabilities, combined with a Sourcwell award, will enable focused outreach to municipalities, counties, and state agencies where cooperative purchasing can unlock new business.

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.	Winter Equipment Company has demonstrated consistent financial strength and growth over its 37-year history, with recent years showing accelerating momentum. Average annual revenue was \$17.1 million in 2021. By 2025, total revenue had grown to approximately \$29.8 million, representing substantial growth driven by product innovation, expanding government partnerships, and new market channels. Winter Equipment's Government sales account for approximately 84% of total revenue and have shown strong year-over-year growth. Our NASPO ValuePoint contract alone grew from \$5.2 million in 2020 to \$8.1 million in 2022. Across all cooperative contracts, Winter Equipment generated \$16.8 million in 2025—evidence of the company's ability to drive revenue through cooperative purchasing vehicles. Our commercial e-commerce channel, launched as a pioneer initiative in an industry that remains largely offline, has experienced explosive growth. Online order volume increased by over 2,200% between 2022 and 2025, demonstrating Winter Equipment's ability to reach new customers through innovative sales channels. Winter Equipment has never filed for bankruptcy and has no product recalls in its 37-year history. The company maintains product inventory. Much of our manufacturing is conducted in-house at our Ohio facility, giving the company direct control over production scheduling, quality, and costs. The company utilizes Infor Visual, an enterprise resource planning system, for manufacturing management, inventory control, and order processing. HubSpot CRM manages the sales pipeline, tracking over 40,000 contacts and thousands of active deals. These integrated systems provide financial visibility and operational control at every stage of the business. Winter Equipment is investing in expanded manufacturing capacity for Winter Carbide™ products to meet growing demand created by rising tungsten carbide prices—which have increased by more than 1,000% in recent years. This investment positions the company to capture market share as the only manufacturer offering a proven, American-made alternative to tungsten carbide insert cutting edges. Key growth drivers for the coming years include continued product innovation, geographic expansion into underpenetrated markets, deepening DOT relationships, cooperative contract growth, and the rapid adoption of Winter Carbide™ technology as the industry standard for long-lasting cutting edges.
14	What is your US market share for the Solutions that you are proposing?	Winter Equipment holds approximately 40% of the premium snowplow cutting edge and wear parts market in North America and accounts for approximately 25% of the overall snowplow cutting edge market. We are the largest snowplow cutting edge and wear parts manufacturer in the United States. This market leadership position is supported by deep and broad customer relationships. Winter Equipment serves more than 36 State Departments of Transportation, over 990 county governments, more than 1,500 city governments, and thousands of townships, municipalities, and commercial operations across the country. Our 2025 revenue of approximately \$29.8 million, with 84% derived from government customers, further demonstrates the scale of our market presence. Winter Equipment's market position spans multiple product categories—including steel, carbide, rubber, polyurethane, plow guards, motor grader parts—making the company a comprehensive solutions provider rather than a single-category supplier. This breadth means Winter Equipment serves a wider cross-section of the snow and ice removal market than other competitors who are focused on a narrower product line. As the only manufacturer offering a proven Domestically Produced alternative to tungsten carbide (Winter Carbide™), and the only manufacturer backing all products with a Satisfaction Guarantee, Winter Equipment's market share is positioned to continue growing as government agencies seek price-stable, domestically manufactured solutions.
15	What is your Canadian market share for the Solutions that you are proposing?	Winter Equipment distributes products across North America, including Canada, through a network of Canadian distributors with decades-long partnerships as well as direct sales. These partnerships provide Canadian customers with established, reliable access to Winter Equipment's full product line. While the Canadian market represents a smaller share of Winter Equipment's overall business compared to the United States, our Canadian distribution relationships and direct sales relationships are well-established and supported by the same product quality, Satisfaction Guarantee, and technical expertise that drives our US market leadership. A Sourcwell award would provide an additional vehicle for expanding Canadian market presence through Sourcwell's participating entities in Canada.

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.	No, Winter Equipment Company has never petitioned for bankruptcy protection.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Winter Equipment Company is a manufacturer. Headquartered in Cleveland, Ohio, that specializes in ordering raw materials and processing those materials in its onsite manufacturing facility into finished goods. Winter Equipment offers some Domestically produced products and is the largest snowplow cutting edge and wear parts manufacturer in the United States. Winter Equipment's sales force consists of direct employees organized into specialized roles. Three inside sales representatives are assigned by state and region, handling quoting, order processing, and day-to-day customer communication. Three dedicated Territory Managers travel nationwide, conducting product demonstrations, building customer relationships, and providing in-person support. A dedicated full-time government contract department manages cooperative purchasing agreements and supports government procurement processes. Additionally, a three-person full-time marketing team drives demand generation, trade show management, email campaigns, digital advertising, and contract promotion. All sales and marketing personnel are direct employees of Winter Equipment Company, available Monday through Friday, 7:00 AM to 5:00 PM Eastern. Winter Equipment's dealer network consists of 18 official dealer/distributors located across the United States and Canada. These are independently owned businesses that carry Winter Equipment inventory, provide local sales support, and serve as an extension of the company's reach. Dealers undergo onboarding that includes comprehensive training resources—documentation, product videos, and periodic in-field training—to ensure they can properly represent and support Winter Equipment products. Distributors stock inventory and offer drop-shipping options for certain products, enabling flexible fulfillment to end users. Customers can access Winter Equipment products through multiple channels. Direct purchasing is handled through the inside and outside sales teams via phone, email, or the company website. Government organizations can request quotes online, and commercial customers can purchase directly through Winter Equipment's e-commerce website. Dealer/distributors provide an additional local purchasing option, with dealers maintaining their own inventory and shipping directly to customers.	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Winter Equipment is committed to producing products in the United States. Some of Winter Equipment's products are Domestically produced, free from tariff exposure and overseas supply chain risk. Winter Equipment holds formal memberships with the American Public Works Association (APWA) and the Snow & Ice Management Association (SIMA), two of the most prominent industry organizations in the snow and ice removal sector. The company is also a member of various local and regional associations across the United States. Winter Equipment is regularly published in Clear Roads, a DOT-funded research consortium that independently evaluates snow and ice products on product performance, ease of installation, and customer service. The company is also published in Snow Business Magazine, APWA Reporter, and multiple National Snow & Ice publications. Winter Equipment's Razor® with Winter Carbide™ technology is patent-pending in the United States, and the company holds multiple additional patents across both the United States and Canada protecting its proprietary product innovations.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Winter Equipment Company, Inc. ("Winter Equipment") certifies that it is not presently debarred. However, in the interest of full disclosure, in 2010, Kent Winter, an individual owner and officer of Winter Equipment, pled guilty to record tampering, attempted record tampering and providing a thing of value to a public employee in Ohio. Under the terms of a plea agreement Mr. Winter served jail time, paid all required restitution and investigation costs of the State of Ohio, and fully complied with all aspects of his plea agreement. Winter Equipment was not charged with any criminal offense. A full disclosure letter has been uploaded for your review.	*

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Winter Equipment has received significant industry recognition in recent years, reflecting the company's leadership in product innovation and industry presence. In 2025, Winter Equipment was awarded "Best New Product" at the APWA North American Snow Conference, one of the most prestigious recognitions in the snow and ice removal industry. This award was presented at the North American Snow Conference, attended by government public works professionals from across North America and validates Winter Equipment's commitment to product innovation. In 2023, Winter Equipment was featured on How 2 Media's World's Greatest! National Television Series, which profiles leading companies across American industries. This national exposure highlighted Winter Equipment's manufacturing capabilities, product quality, and industry leadership. Winter Equipment products are published in Clear Roads, a research consortium funded by State Departments of Transportation that independently evaluates snow and ice removal products. Clear Roads assessments grade products on performance, ease of installation, and customer service—providing government agencies with third-party validation from a trusted, DOT-funded source. Winter Equipment is regularly featured in industry trade publications including Snow Business Magazine, APWA Reporter, and multiple National Snow & Ice publications. Winter Equipment has produced 14 government and commercial case studies documenting real-world product performance, supported by certified field testimonials that underpin the company's proprietary WearFactor Rating System. Winter Equipment is the largest innovator in the snow industry. Our original PlowGuard to our patent-pending Winter Carbide™ technology and the proprietary WearFactor Rating System, Winter Equipment has consistently pioneered new solutions. The company holds multiple patents across the United States and Canada.	*
21	What percentage of your sales are to the governmental sector in the past three years?	Winter Equipment's Government sales represent approximately 84% of Winter Equipment's total revenue. In 2025, government revenue totaled approximately \$24.9 million out of \$29.8 million in total sales. This percentage has been consistently high over the past three years, reflecting Winter Equipment's deep focus on serving government agencies at every level. Winter Equipment's government customer base spans the full spectrum of public entities: State Departments of Transportation account for approximately 56% of government revenue, county governments approximately 9%, city governments approximately 9%, townships and municipalities approximately 2%, and other government entities (including villages, boroughs, and special districts) approximately 8%. Winter Equipment maintains a dedicated full-time government contract department and sales team specifically to serve this market. The breadth of government relationships is substantial: Winter Equipment serves more than 36 State DOTs, over 990 county governments, more than 1,500 city governments, and 2,700+ townships and municipalities nationwide.	*
22	What percentage of your sales are to the education sector in the past three years?	Winter Equipment's sales to the education sector currently represent less than 0.1% of total revenue. While this segment is small today, Winter Equipment recognizes the growth opportunity that Sourcewell's extensive education membership represents. Winter Equipment currently works with several universities, including Kent State University and the University of Wisconsin-Madison, demonstrating that campus plowing operations are a natural fit for Winter Equipment's products. These products are designed to increase cutting edge longevity, reduce maintenance frequency, and lower total cost of ownership—priorities that align well with education sector budget constraints. A Sourcewell contract would provide an efficient procurement vehicle for additional education entities to access Winter Equipment's full product line, and the company is committed to developing this segment as a growth opportunity.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Winter Equipment holds multiple co-operative purchasing agreements and state addendums. Including but not limited to Minnesota, The Commonwealth of Pennsylvania, Idaho, Indiana, Georgia, Ohio Turnpike, Pennsylvania Turnpike, North Dakota, Kentucky, Colorado, Missouri, Montana, South Dakota, Utah, Vermont, Oregon, Nebraska, Iowa, Wisconsin, Wyoming, Alaska, Rhode Island, Nevada, South Carolina, and Oklahoma.	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Winter Equipment Company, Inc. currently does not hold a GSA Contract.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Allegan County, MI 1308 Lincoln Rd, Allegan, MI 49010	Mr. Bill Brown	PH: 269-673-2184 Email: billbrown1968@hotmail.com	*
Dublin, OH 6351 Shier Rings Rd, Dublin, OH 43016	Mr. John Hyatt	PH: 614-410-4769 Email: jhyatt@dublin.oh.us	*
Illinois Tollway 3460 Finley Rd, Downers Grove, IL 60515	Mr. Bob Thomas	PH: 331-238-4890 Email: bthomas@getipass.com	*

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

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

Line Item	Question	Response *
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26	Sales force.	Winter Equipment maintains a comprehensive and highly structured sales organization designed to provide full coverage across the United States and Canada. This structure includes a dedicated team of direct employees, supported by an 18-location dealer and distributor network to ensure consistent regional accessibility and support. Winter Equipment is a team of 43 employees housed in over 50,000 square foot of building. Our sales team consists of experienced, product-trained representatives assigned to specific states and regions. Each representative is highly knowledgeable in product application and installation and is responsible for quoting, order processing, delivery coordination, and ongoing customer communication. This regional alignment ensures continuity, allowing customers—including State Departments of Transportation—to work with a consistent point of contact and build long-term, service-driven relationships. Complementing the inside team, Winter Equipment employs seasoned Territory Managers who travel extensively throughout the United States and Canada. These professionals conduct on-site product demonstrations, visit customer locations, attend industry trade shows, and engage directly with key decision-makers. Their field presence provides critical hands-on support in an industry where product selection is highly dependent on plow configuration, roadway conditions, and specific application requirements. Winter Equipment also maintains a dedicated, full-time government contracts department responsible for managing cooperative purchasing agreements, including NASPO ValuePoint, as well as various state and local contracts. This team ensures that government customers receive accurate contract pricing, complete documentation, and efficient procurement support. A full-time marketing team further supports sales efforts through targeted email campaigns, digital advertising, trade publication placements, social media engagement, and website-driven lead generation. These initiatives are designed to increase visibility, generate qualified leads, and reinforce brand presence across key markets. Trade show participation is a central component of Winter Equipment's sales strategy. In 2026, the company will participate in ten industry events, primarily focused on government and municipal audiences. Key national events include the APWA North American Snow Conference, the SIMA Snow & Ice Symposium, and the APWA PWX National Expo. Regional events include the Ohio Township Association Conference, the NYSCHSA Winter Conference, Pacific Northwest Snowfighters Conference, EMTSP Equipment Managers Conference, APWA Western Snow & Ice Conference, the NYS Highway & Public Works Expo, and the UDOT Annual Conference. Sourcewell will be featured prominently in Winter Equipment's booth and incorporated into related promotional activities throughout the year. Additionally, Winter Equipment's dealer network—comprised of 18 locations across North America—extends the company's reach into local markets. Dealers undergo structured onboarding, including product documentation, training materials, and in-field instruction, ensuring consistent product representation and service support. Together, this integrated sales infrastructure—including inside sales representatives, Territory Managers, government contract specialists, a dedicated marketing team, participation in ten annual trade shows, and an 18-location dealer network—ensures that Sourcewell participating entities have multiple, reliable points of access to Winter Equipment's products, expertise, and support services.
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27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Winter Equipment's authorized seller network consists of 18 official dealer/distributors located across the United States and Canada. These independently owned businesses carry Winter Equipment inventory, provide local sales and support, and serve as an extension of the company's direct sales capability. A published dealer list and dealer location map are available to help customers identify their nearest authorized seller. We will be working with our Dealers and Distributors to utilize Sourcewell as a resource and to utilize the amazing number of benefits having access to the vast number of opportunities given by participation. In addition to the dealer/distributor network, Winter Equipment sells directly to end users through its inside and outside sales teams. Government organizations can request quotes online or contact the sales team directly by phone or email. Commercial customers can purchase directly through Winter Equipment's e-commerce website, which has grown from 13 online orders in 2022 to over 300 in 2025—a pioneering capability in an industry where virtually no competitors offer online purchasing or even public pricing. Distributors stock Winter Equipment inventory at their locations and offer drop-shipping options for some products, providing flexible fulfillment to end users. All popular Winter Equipment products are maintained in inventory at the company's Ohio manufacturing facility. In-house manufacturing ensures faster replenishment than competitors who depend on imports. Winter Equipment's geographic coverage is national, with products shipped to all 50 states and Canadian provinces. The company serves more than 36 State DOTs, 990+ counties, 1,500+ cities, and 2,700+ townships and municipalities, demonstrating that the existing distribution infrastructure effectively reaches government entities at every level and in every region.
28	Service force.	Winter Equipment provides product support through multiple layers, ensuring that customers have access to assistance through whichever channel is most convenient for their needs. Internal Sales and Technical Support: Winter Equipment's inside and outside sales teams serve as the first line of product support, providing technical guidance on product selection, installation, application, and troubleshooting. The company is known in the industry for its fast response times, with customer inquiries typically receiving a response within one business day. The sales team is available Monday through Friday, 7:00 AM to 5:00 PM Eastern by phone, email, and website contact forms. A dedicated quality control department, led by a veteran with more than 20 years of tenure at the company, oversees product quality through finished product shipment. Dealer/Distributor Support: Winter Equipment's network of 18 dealer/distributors across North America provides local service and support. Dealers are trained through comprehensive onboarding programs that include product documentation, training videos, and in-field training. This enables dealer personnel to assist end users with product selection, installation guidance, and troubleshooting in their local markets. Online Service Resources: Winter Equipment offers extensive self-service resources through its website, including product specification sheets, installation videos, technical tips, case studies, product reviews, frequently asked questions, and an online product finder tool that recommends the best cutting edge products for specific snowplow models or specific snow removal conditions and applications. The company publishes 14 government and commercial case studies documenting real-world product performance. Clear Roads research data is also publicly available through clearroads.org. Customer Portal (In Development): Winter Equipment is currently building a comprehensive online customer portal that will allow customers to track orders, manage quotes, view contract pricing, and access account-specific information. This investment in customer-facing technology will further streamline the service experience for Sourcewell participating entities. Warranty and Satisfaction Guarantee: Winter Equipment backs all products with the industry's only Satisfaction Guarantee—a non-expiring guarantee that the company will work with any customer until they are completely satisfied. The proprietary WearFactor Rating System assigns each product a longevity rating based on field testimonials and case studies, giving customers an experience-backed expectation for product life. In 37 years of operation, Winter Equipment has never had a product recall. Winter Equipment does not currently offer after-hours support outside of standard business hours (Monday–Friday, 7:00 AM–5:00 PM Eastern). However, the nature of the company's products—snowplow cutting edges and wear parts—means that service needs are overwhelmingly related to product selection, ordering, and installation rather than emergency operational issues. The company's within-one-business-day response commitment ensures that inquiries received outside of business hours are addressed promptly the following business day.

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Winter Equipment offers multiple convenient ordering paths to accommodate the diverse purchasing needs of government, education, nonprofit, and commercial customers. Direct Ordering Through Sales Team: The most common path for government organizations. Customers contact Winter Equipment by phone, email, online contact form, or online quote request. An inside sales representative assigned to the customer's state or region responds—typically within one business day—with product recommendations, contract pricing, and a formal quote. Once a purchase order is received, the order is entered into Winter Equipment's Infor Visual ERP system, which manages production scheduling, inventory allocation, and shipment tracking. Customers receive an order confirmation. Tracking information is sent when the order ships. E-Commerce Ordering: Commercial customers and smaller organizations can purchase products directly through Winter Equipment's e-commerce website using a credit card. The website includes an online product finder tool that recommends the best products for specific snowplow models or specific plowing conditions. Quote requests can also be submitted online for customers who need contract pricing or have more complex requirements. Dealer/Distributor Ordering: Customers may also purchase through any of Winter Equipment's 18 authorized dealer/distributors across North America. Dealers maintain their own inventory of Winter Equipment products and ship directly to end users. For products not stocked locally, dealers can arrange drop-shipments from Winter Equipment's Ohio facility. Order Fulfillment: Popular products are maintained in inventory at Winter Equipment's manufacturing facility for fast shipment. Production lead times vary for non-stock items. Stock items often ship faster. Winter Equipment's data tracking and analytics systems enable demand forecasting that informs manufacturing planning, ensuring the company can efficiently meet seasonal demand fluctuations throughout the year. Sourcewell Contract Tracking: Orders placed using the Sourcewell contract will be identified and tracked in Winter Equipment's CRM and ERP systems, enabling accurate reporting of contract usage and timely payment of administrative fees to Sourcewell.
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.	Winter Equipment's customer service program is built on the principle that customers should be able to reach the right person quickly and receive accurate, helpful information without delay. Response Time Commitment: Winter Equipment's teams pride themselves on the fastest response times in the industry, with most customer requests responded to within one business day. Inside and outside sales specialists are assigned by state and region, giving customers a consistent point of contact who understands their needs, equipment, and purchasing history. Customers can reach Winter Equipment through multiple channels: phone, email, online contact forms, online quote requests, and in-person on-site meetings with field sales representatives. Government Contract Support: A dedicated full-time government contract department supports cooperative purchasing agreements, ensuring that government customers receive accurate contract pricing, proper documentation, and streamlined procurement assistance. Parts Availability: Popular products are maintained in inventory at Winter Equipment's Ohio manufacturing facility. Marketing and Communication Support: A three-person full-time marketing team supports both dealer and customer communications, producing product information, promotional materials, and educational content that helps customers make informed purchasing decisions. Satisfaction Guarantee: The cornerstone of Winter Equipment's customer service program is the industry's only Satisfaction Guarantee. Winter Equipment guarantees its cutting edge products for their entire life span. If a complete cutting edge system does not perform or last as long as the WearFactor Promise indicates, Winter Equipment works with the customer until they are completely satisfied. This guarantee does not expire. The proprietary WearFactor system assigns each product a longevity rating based on real-world testing, field testimonials, and case studies, giving customers an experience-backed expectation for product performance. This guarantee means that every Sourcewell participating entity can purchase Winter Equipment products with zero risk—the only such assurance in the industry.

31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Winter Equipment has grown from a single-product company in 1989 to a manufacturer generating approximately \$29.8 million in annual revenue in 2025. Average annual sales were \$17.1 million as recently as 2021, representing significant growth over a four-year period. This growth has been fueled by product innovation, expanding government contract partnerships, and a rapidly growing e-commerce channel that saw order volume increase by over 2,200% between 2022 and 2025. Looking ahead, Winter Equipment is investing in expanded manufacturing capacity for Winter Carbide™ products. Due to the rapid increase in the cost of tungsten carbide—which has risen by more than 1,000% in recent years—Winter Equipment has developed the only long-lasting alternative to tungsten carbide insert cutting edges on the market. This positions the company as the sole manufacturer capable of offering snow removal operations a way to maintain the performance they have come to expect from carbide cutting edges, without the price volatility and supply uncertainty of imported tungsten. Winter Equipment will continue to expand Winter Carbide™ manufacturing capacity over the next two years to meet this growing demand.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Winter Equipment Company is fully capable of and committed to providing products and services to Sourcewell participating entities across Canada. We have established a reliable and efficient cross-border shipping process, supported by our experience in servicing customers in international markets. When shipping to Canada, Winter Equipment Company prepares and provides all required documentation to ensure a smooth and compliant import process. This includes a detailed Bill of Lading (BOL) and a complete commercial customs invoice, both accurately reflecting the shipment contents and value and are included in our attached documents. At the time of pickup, all documentation is provided directly to the freight carrier. The shipment is then routed through a licensed customs broker for clearance into Canada. We coordinate closely with both the carrier and broker to help ensure timely processing, minimize delays, and maintain clear communication throughout the shipment lifecycle. Winter Equipment Company is flexible in working with customer-designated freight carriers and customs brokers or can assist in coordinating these services when needed. Our team is proactive in addressing any unique requirements related to cross-border shipments, including remote delivery locations or special handling needs. Our goal is to provide a seamless, transparent, and dependable delivery experience for Sourcewell participating entities in Canada, ensuring they receive the same high level of service and support as our U.S.-based customers. A Sourcewell award would provide an additional procurement vehicle for Canadian participating entities, expanding Winter Equipment's Canadian presence through Sourcewell's membership network. A Sourcewell award would provide an additional procurement vehicle for Canadian participating entities, expanding Winter Equipment's Canadian presence through Sourcewell's membership network.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Winter Equipment will fully serve all geographic areas of the United States and Canada through the proposed agreement. The company currently ships to all 50 states and Canadian provinces, serves more than 36 State DOTs, and maintains 18 dealer/distributor locations across North America. Winter Equipment's products are relevant wherever it snows, and certain product lines—including motor grader products—serve year-round needs in all geographic regions.	*
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.	Winter Equipment will fully service and honor all Participating Entities if awarded under this Sourcewell Contract.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Winter Equipment can service participating entities in all United States locations, including Hawaii and Alaska. Customers in Hawaii or Alaska may experience longer shipping times and higher shipping costs compared to the contiguous United States; these costs are calculated at the time of order placement and communicated to the customer before the order is finalized. Winter Equipment does not impose any product restrictions or service limitations for these locations.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Winter Equipment is able to provide service to all participating entities including state, county, local government, educational, and non-profit sectors. As a global Major Brand with a global presence Winter is committed to serving all Sourcewell members equally and fully in the US and Canada.	*

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.	Winter Equipment will promote a Sourcewell contract through a comprehensive, multi-channel marketing strategy backed by an annual marketing budget exceeding \$1,000,000 and executed by a dedicated full-time, three-person marketing team. This investment drives over 170 targeted email campaigns reaching more than 40,000 contacts, presence at 10 trade shows annually, a social media program that has generated 36.8 million impressions and 9.4 million video views, publication advertising in leading industry trade media, and programmatic and search advertising targeting government decision-makers. The company's marketing operation has a proven track record of driving cooperative contract growth — our NASPO ValuePoint contract grew from \$5.2 million to \$8.1 million in three years through active promotion. Winter Equipment will apply the same disciplined, data-driven approach to promoting the Sourcewell contract. Email Marketing: Winter Equipment's email marketing program operates through HubSpot, reaching over 40,000 contacts through more than 170 targeted campaigns with over 600,000 total sends. Campaigns are segmented by customer type—State DOTs, counties, cities, townships, and commercial—with content tailored to each audience's needs. Pre- and post-trade-show email sequences, product launch campaigns, seasonal campaigns, and automated nurture sequences keep Winter Equipment's products and purchasing paths visible year-round. Sourcewell will be highlighted as a purchasing path in campaigns reaching eligible customers and prospects. Winter Equipment will also launch a dedicated Sourcewell announcement campaign to introduce the contract to our contacts. Trade Shows: Winter Equipment participates in 10 trade shows annually, with the majority serving government and municipal audiences. In 2026, major shows include the APWA North American Snow Conference in Cleveland (featuring a 20x30 booth and customer appreciation event), the SIMA Snow & Ice Symposium in Cincinnati, and the APWA PWX National Expo in Houston. Regional shows include the NYSCHSA Winter Conference, Ohio Township Association, Pacific Northwest Snowfighters, EMTSP Equipment Managers, APWA Western Snow & Ice, NYS Highway & Public Works Expo, and UDOT Annual Conference. The Sourcewell contract will be featured in the Winter Equipment booth at all shows, on signage and promotional materials, and in all marketing activities surrounding each event. Sourcewell flags and materials will be displayed at trade show events. Social Media: Winter Equipment maintains a growing social media presence with over 20,000 followers across platforms, representing 278% growth since 2021. The company's Facebook audience exceeds 15,000 followers with 942% growth over four years. LinkedIn delivers the highest B2B engagement rate at 13%. TikTok is the fastest-growing platform with 1.4 million views in 2025. Across all platforms, Winter Equipment has generated 36.8 million impressions, 3.5 million engagements, 9.4 million video views, over 175,000 link clicks, and published more than 5,000 posts since 2021. The Sourcewell contract will be promoted through social media content surrounding trade show events and in content related to government purchasing paths. Print and Promotional Materials: Winter Equipment invests in publication advertising through placements in Snow Business Magazine, SIMA publications, APWA Reporter, and other government-focused trade publications. The company produces printed product catalogs and industry guides. Direct mail campaigns reach targeted audiences. Sourcewell will be highlighted as a purchasing path in printed materials and promotions. Digital Advertising: Winter Equipment invests significantly in digital advertising across multiple platforms, including social media advertising, programmatic display advertising targeting government decision-makers, and Google Ads with keyword targeting for snow removal equipment terms. These campaigns have demonstrated strong return on investment and will message contract purchasing with Sourcewell as an option to eligible government and institutional audiences. Website Integration: Winter Equipment will create a dedicated Sourcewell contract page on its website, modeled after the company's existing NASPO ValuePoint page. This page will include direct links to the Sourcewell contract, step-by-step instructions for joining Sourcewell, contract terms and pricing access, and contact information. Sourcewell will also be listed on a contracts page alongside other cooperative purchasing paths, making it easy for website visitors to identify the most efficient purchasing route for their organization. The company's website generates over 400,000 annual sessions, with organic search keywords growing from 800 to over 2,300 and e-commerce revenue growing 94% year-over-year. Sourcewell Promotion Timeline: Winter Equipment will begin promoting the Sourcewell contract immediately upon award. Within 30 days, Winter Equipment will launch a dedicated Sourcewell announcement email campaign to a targeted group of eligible segments, introducing the contract and explaining how to purchase through it. Within 60 days, a dedicated Sourcewell contract page will be live on winterequipment.com — accessible from every page on the site through both the header navigation and footer contract logos — featuring direct links to the contract, step-by-step instructions for becoming a Sourcewell

		member, and a link to view contract pricing. Ongoing, the Sourcewell contract will be promoted at all trade show events throughout the year, featured in targeted email campaigns to eligible segments, incorporated into digital advertising targeting government decision-makers, and highlighted in sales team communications with customers and prospects. Sourcewell Marketing Resources: Winter Equipment will utilize Sourcewell's available marketing tools, including flags, promotional materials, and educational resources, to increase visibility and authenticity at trade shows and customer-facing events.	
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Winter Equipment actively leverages technology and digital data across every marketing channel to measure performance, identify opportunities, and optimize campaigns. CRM and Marketing Automation: Winter Equipment's HubSpot CRM manages over 40,000 contacts with pipeline tracking across government, commercial, social media, and e-commerce pipelines. The system supports lead scoring, attribution tracking, automated email workflows, nurture sequences, and deal stage tracking from marketing qualified lead through closed sale. Campaign-level UTM tracking ties marketing activities to revenue outcomes, enabling the team to measure return on investment by channel and campaign. Email Analytics: More than 170 email campaigns and over 600,000 total sends are tracked through HubSpot, measuring open rates, click rates, demographic data, and revenue attribution. A/B testing and segment-specific performance analysis—comparing DOT versus county versus city versus commercial audiences—inform messaging strategy. Historical analysis drives strategic decisions. Website Analytics: Google Analytics tracks over 400,000 annual website sessions, including e-commerce conversions. Winter Equipment monitors organic search performance, where we have grown from 800 ranked keywords to over 2,300, with organic e-commerce revenue growing 94% year-over-year. A content calendar tied to the trade show schedule and seasonal demand patterns ensures that website content aligns with customer needs throughout the year. Social Media Analytics: Platform-by-platform analytics across Facebook, LinkedIn, TikTok, Instagram, YouTube, and X track impressions, engagements, video views, link clicks, and follower growth. Monthly performance reporting and audience insights inform content strategy and platform prioritization. Audience Targeting and Advertising Analytics: Social media and programmatic advertising campaigns use audience targeting to reach government and municipal decision-makers. Google Ads keyword targeting captures demand for snow removal equipment terms. UTM parameter tracking across all campaigns connects advertising spend to pipeline and revenue outcomes. Segment-revenue analysis has identified geographic expansion opportunities, enabling Winter Equipment to focus marketing investment where the greatest growth potential exists. SEO Strategy: Winter Equipment invests annually in search engine optimization, focusing on technical SEO, content optimization, new content development, and link building. The content calendar aligns with trade show events and seasonal demand cycles to ensure relevance and timeliness of website content.	*
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?	Winter Equipment requests that Sourcewell make the awarded contract openly published online in an easy-to-navigate format with direct, shareable links. Accessibility of the contract is essential for Winter Equipment to integrate Sourcewell into its marketing materials, email campaigns, website pages, and trade show promotions. Having the contract published and easily accessible allows Winter Equipment's sales team, marketing team, and dealer network to share and distribute the contract efficiently across all customer touchpoints. Winter Equipment will integrate the Sourcewell contract into its sales process at every level. Winter Equipment's website is designed to make cooperative contract information easily accessible from every page — the header includes a direct link to a Contracts page listing all cooperative purchasing agreements, and the footer displays logos for each contract that link directly to dedicated contract pages. The Sourcewell contract page will describe the contract, explain how to sign up, and include a link to view contract pricing — meaning any visitor to winterequipment.com is one click away from accessing the Sourcewell contract. The inside sales team and territory manager team will educate customers and prospects about the Sourcewell contract as a purchasing path during quotes, proposals, and consultations. Mass communications will be sent to eligible entities in Winter Equipment's database of over 40,000 contacts to announce the contract and explain its benefits. The government contract department will support Sourcewell contract usage, ensuring proper pricing and documentation. Email campaigns will include Sourcewell contract links and information as an element in communications to eligible audiences.	*

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.	Winter Equipment offers e-procurement capabilities through its e-commerce website, which provides direct credit card purchasing as well as an online quote request system. The website includes an online product finder tool that allows customers to identify the best cutting edge products for their specific snowplow make and model, or for their specific plowing conditions and applications. Winter Equipment pioneered e-commerce in the snowplow cutting edge industry at a time when virtually no competitors offered online purchasing or even published pricing. While government organizations can begin the ordering process online through quote requests, most government orders are completed through Winter Equipment's sales team due to the need to apply the correct contract pricing path. Winter Equipment is currently developing a comprehensive online customer portal that will allow customers to track orders, view order and quote history, access their specific contract pricing, and place orders directly online without needing to contact a salesperson. This portal will be particularly valuable for smaller government organizations that make routine repeat purchases. For larger government organizations and more complex orders, Winter Equipment believes that consultative sales interaction adds significant value. Cutting edge selection depends on variables including plow type, road surface conditions, plowing speed, and budget—and the trade-offs between steel, carbide, and rubber systems benefit from expert guidance. Winter Equipment's inside sales specialists have deep product knowledge and can guide customers to the optimal solution for their specific application, ensuring the best performance and value. We have included a link to our website for you to copy and paste for your review. https://www.winterequipment.com/	*
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	
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41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Winter Equipment provides comprehensive product training and support resources to all customers, including Sourcewell participating entities, at no additional cost. Installation Support: Winter Equipment provides complete installation guides and installation videos to ensure products are installed properly and delivered to their expected performance. These resources are developed by Winter Equipment's product and engineering team and are available digitally through the company's website. Winter Equipment's sales team is available by phone and email to provide additional installation support for any product system. Online Resources: Winter Equipment's website offers an extensive library of self-service training and product resources, including product specification sheets, technical tips, frequently asked questions, product application guidance, and an online blog featuring articles on best practices for snow removal operations. The company also publishes Industry Guides covering topics relevant to snow and ice professionals. An online product finder tool helps customers identify the best products for their specific snowplow make and model or for their specific plowing conditions and uses. Dealer Training: Winter Equipment's 18 authorized dealer/distributors undergo onboarding that includes comprehensive training resources—product documentation, training videos, and periodic in-field training. This ensures that dealer personnel across North America are equipped to assist Sourcewell community with product selection, installation guidance, and ongoing support. Case Studies and Field Data: Winter Equipment has produced 14 government and commercial case studies that document real-world product performance across a range of applications and conditions. These case studies, along with the company's proprietary WearFactor Rating System, provide Sourcewell participating entities with experience-backed information to support purchasing decisions and product selection. All training, installation support, and educational resources are provided at no additional cost as part of Winter Equipment's standard customer support commitment. Our Territory Managers can be on-site anywhere across the US and Canada to demonstrate product installation if needed. Winter Equipment has grown from a single-product company in 1989 to a manufacturer generating approximately \$29.8 million in annual revenue in 2025. Average annual sales were \$17.1 million as recently as 2021, representing significant growth over a four-year period. This growth has been fueled by product innovation, expanding government contract partnerships, and a rapidly growing e-commerce channel that saw order volume increase by over 2,200% between 2022 and 2025. The Winter Equipment sales force provides equipment training and support to our customers either on the phone, or can be onsite at anytime to answer any technical and product questions our customers may have. Winter Equipment also provides instructional Installation and usage videos which are available 24/7 on the Winter Equipment web site in the event a technician has questions about installation outside of normal business hours questions can be answered. We also provide equipment pamphlets, documents, booklets, and product catalogs filled with information on our wear parts and blade systems articulating each snowplow blade explaining exactly what it can do for our customer. Winter Equipment's Territory Managers are available to travel nationally to provide assistance, troubleshoot, and installation instructional sessions. We communicate regularly and consistently with our customers in order to update their equipment and specific needs. We strive to visit our customers on a regular basis to ensure they have the training and product knowledge to be successful.
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42	Describe any technological advances that your proposed Solutions offer.	Winter Equipment is dedicated to crafting solutions and researching innovative technology to provide enhanced value and inspiration to our customers. Our patented blade-saving technologies are engineered to set a new standard of quality in the snow industry. We settle for nothing less than the highest quality materials and solutions to give our customers the best in the latest technology. Winter Carbide™ Proprietary Carbide Technology: Winter Equipment's most significant innovation is Winter Carbide™—a proprietary, Domestically produced carbide fill that has been proven for more than 25 years in PlowGuards and Plow Shoes. Traditional tungsten carbide inserts, which are brittle and can be prone to shattering on rough roads, Winter Carbide™ is more resistant to impact damage, keeping carbide material intact for the full lifecycle of the blade rather than cracking and falling out. Winter Carbide™ is patent-pending and manufactured entirely from 100% US-sourced raw materials—making it unique in an industry that has historically depended on imported tungsten carbide, primarily sourced from China. This Domestically sourced technology eliminates tariff exposure, provides price stability, and ensures supply security at a time when tungsten carbide prices have risen by more than 1,000%. WearFactor Rating System: Winter Equipment developed the proprietary WearFactor Rating System, an experience-driven formula based on real-world field testing, testimonials, and case studies. The WearFactor system assigns each product a longevity rating compared to OEM or standard blades—ranging from 2x to 10x longer depending on the product. This system enables the industry's only Satisfaction Guarantee, giving customers a quantified, experience-backed expectation for product performance before they purchase. WinterFLEX® Patented Rubber Technology: Our WinterFLEX® Rubber Technology features a patented three-ply construction with two layers of high-performance synthetic cloth reinforcement. This fabric-reinforced design increases wear life and resists the tearing and chunking that plague standard rubber cutting edges, lasting 2x longer than standard rubber while providing surface protection for decorative pavement, shoulders, and specialty roads. Product Innovation Across the Line: Winter Equipment's Razor® product family represents a complete reimagining of the carbide cutting edge. The Razor® with Winter Carbide™ is a patent-pending all-in-one carbide and cover system where the carbide fill stays intact throughout the blade's life—unlike traditional tungsten inserts that crack and fall out, wasting material and money. The Razor® XL adds Winter Carbide™ filled shoes for 3x longer life, and the Razor® BlockBuster maximizes wear life at 4x with a wide footprint designed for highway plowing over bridge joints. The Patriot® Serrated Steel system lasts 4x longer than standard steel and is ideal for cutting through ice and hard-packed snow. The Xtendor® Universal PlowGuard is a Winter Carbide™ filled cast steel guard designed to fit any plow, making any new cutting edge last 2x to 3x longer. Customer-Facing Technology: Winter Equipment has pioneered e-commerce in the snowplow cutting edge industry, offering an online product finder that recommends specific products for over 80 different snowplow makes and models, as well as products matched to specific plowing conditions and applications. The company is currently developing a comprehensive customer portal that will allow customers to review and manage orders, view quotes, access contract pricing, and purchase directly online. Winter Equipment Company is the leading manufacturer and distributor of quality wear parts for snowplows, road machinery, and equipment used in a variety of construction, mining and industrial markets. We've led the snow removal industry in innovative wear parts for over 37 years. Over that time, Winter Equipment became the quality standard for public and private sector clients who depend on the best wear parts for their snowplows and other equipment. Winter Equipment is constantly researching and developing new blade patents, always in search of the strongest most efficient alternatives to existing materials.
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43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Winter Equipment offers products that are qualified for salt reduction programs in various states. The Winter Equipment blade kits offer superior ice and snow removal allowing for the reduction in the amount of salt required to make roads safe. Winter Equipment is also a firm believer in recycling. We actively recycle all metal waste created by our facilities daily. We have a written in house plan for our employees as well as an Air Ventilation System in our manufacturing plant to improve indoor air quality by continuously exchanging stale, humid, or polluted indoor air with fresh, filtered outdoor air. Winter Equipment’s products and operations contribute to environmental sustainability in several meaningful ways. Waste Reduction Through Product Longevity: Winter Equipment products last 2x to 10x longer than standard OEM or low-bid cutting edges, meaning significantly fewer blades are manufactured, shipped, and discarded over the life of a snow removal operation. A fleet running Winter Equipment products may use 80% fewer cutting edges over the same period compared to standard blades—directly reducing the volume of steel waste. Reduced Salt Usage: One teaspoon of salt is enough to permanently pollute five gallons of fresh water. More effective cutting edges reduce salt usage by allowing operators to push snow rather than relying on chemical treatment, which benefits ecological environments, protects groundwater, and saves budget dollars spent on salt. Longer-lasting cutting edges give operators the confidence to plow more aggressively without worrying about burning through their blade, reducing the need for supplemental salt application. Alignment with State Water Quality Initiatives: Winter Equipment’s products have qualified for H2Ohio, Governor Mike DeWine’s statewide water quality initiative that supports road salt runoff reduction as part of a comprehensive, science-driven approach to protecting Ohio’s waterways. H2Ohio is a collaboration between the Ohio Department of Agriculture, Ohio Department of Natural Resources, Ohio EPA, and the Ohio Lake Erie Commission. By extending cutting edge life and reducing the need for supplemental salt application, Winter Equipment products directly support the goals of H2Ohio and similar state-level salt reduction grant programs across the country. Government organizations participating in these programs may find that Winter Equipment’s longer-lasting cutting edges qualify as an eligible investment in salt reduction infrastructure. Domestic Manufacturing and Supply Chain: Many of Winter Equipment’s products are Domestically produced, manufactured in Cleveland, Ohio. Raw materials are sourced and processed onsite, creating the shortest possible supply chain from raw material to customer. This reduces the transoceanic shipping associated with imported cutting edges and carbide—removing container ships, international trucking, and overseas warehousing from the supply chain and significantly reducing the carbon footprint per product delivered. Winter Carbide™ specifically eliminates dependence on imported tungsten carbide, which is typically sourced from China and shipped across the Pacific Ocean. Recyclable Products: Winter Equipment products are primarily made from steel and are fully recyclable once their effective life has ended, ensuring that materials re-enter the supply chain rather than accumulating in landfills. Reduced Packaging Waste: Winter Equipment’s all-in-one system approach—delivering blade, guards, and hardware together—reduces packaging waste compared to purchasing components separately from multiple suppliers.
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.	Winter Equipment participates in different eco initiatives. As a rule, we recycle all scrap steel and tungsten we produce. We also recycle any other scrap metals we process. Steel is among the most recycled products in the world today. Also, we participate in other ways, including paper recycling. We have been credited by Shred-it with the number of trees we have saved. Winter Equipment is proud of our employees who have completed sales and management training as well as the certificates for OSHA safety initiatives and welding expertise. All of these initiatives are helping to make Winter Equipment a quality place to work. Please see the included attachments,
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?	Winter Equipment prides itself on our key product innovations over the company’s history which include the PlowGuard (35+ years of proven performance), Winter Carbide™ proprietary American-made carbide technology, the Razor® with Winter Carbide™ (patent pending, the first Domestically produced all-in-one carbide and cover cutting edge), the Razor® XL with Winter Carbide™, the WinterFLEX® Rubber Cutting Edge System (three-ply, fabric-reinforced), the Patriot® Serrated Steel system (4x longer than standard steel), the BlockBuster® with Winter Carbide™, the Vulcan V-Plow System, the Pegasus® Expandable Plow Cutting Edge System, the MoDUS® Modular Shoe System for Snow Pushers, polyurethane cutting edges, and the WearFactor Rating System. Winter Equipment holds multiple patents in the United States and Canada protecting these innovations. Winter Equipment is the industry leading innovator of cutting edges for snow and ice removal. Our products start with basic heat treated steel blades, progress into multiple options for carbide blades and include rubber blades impregnated with carbide, multi layered rubber blades for street with objects projecting out of the road surface and poly-propylene for runaways and streets where no damage can be done by the plow.

Winter Equipment is the only one in the snow industry that manufactures wear parts and systems on-site. We do not just sell the products we manufacture we have been manufacturing wear parts and systems for over 37 years. This allows us to control our lead times, have shorter turn around and delivery times, and price lock our pricing for a longer period of time.

Winter Equipment Company is also the only one in the snow industry to offer our customers a Satisfaction Guarantee and Wear Factor Promise. If the Winter Equipment complete cutting edge system is not performing or lasting as long as the Wear Factor Promised we will work with the customer until they are completely satisfied. We make quality products that last two-five times longer, exceeding the low cost alternatives and guarantee our customers they will get their moneys worth everytime."Winter Equipment offers a combination of attributes that no competitor in the snowplow cutting edge industry can match.

Winter Equipment is among the largest snowplow cutting edge and wear parts manufacturer in the United States, independently owned and operating for more than 37 years from its Cleveland, Ohio manufacturing facility. Government sales represent 84% of revenue, with over 36 state DOTs, 990+ counties, 1,500+ cities, and 2,700+ townships choosing Winter Equipment products. A dedicated government contract department and proven cooperative contract experience—demonstrated by NASPO ValuePoint growth from \$5.2 million to \$8.1 million in three years—ensure that Sourcewell participating entities will receive knowledgeable, efficient procurement support. Winter Equipment pioneered e-commerce in the industry, and its three-person marketing team delivers measurable return on investment through data-driven campaigns.

Products: Winter Carbide™ is the only proprietary, patent-pending, Domestically produced carbide technology in the industry. It provides a proven alternative to tungsten carbide that is far less expensive, price-stable, tariff-free, and resistant to shattering—an especially critical advantage as tungsten carbide prices have risen by more than 1,000%. Winter Equipment is the only manufacturer to back all products with a non-expiring Satisfaction Guarantee, enabled by the WearFactor Rating System that gives customers experience-backed longevity expectations ranging from 2x to 10x longer than standard blades.

The company offers a broad product portfolio in the category key product innovations over the company's history include the

- PlowGuard (35+ years of proven performance),
- Razor® Family of blades with Tungsten Carbide including
 - o Razor®
 - o Razor® XL
 - o BlockBuster®
- Winter Carbide™ proprietary American-made carbide technology
- Razor® with Winter Carbide™ (patent pending, the first Domestically produced all-in-one carbide and cover cutting edge)
- Razor® XL with Winter Carbide™
- BlockBuster® with Winter Carbide™
- WinterFLEX® Rubber Cutting Edge System (three-ply, fabric-reinforced)
- Patriot® Serrated Steel system (4x longer than standard steel)
- JOMA 6000 Articulating blades
- Vulcan® V-Plow System
- Pegasus® Expandable Plow Cutting Edge System
- MōDUS® Modular Shoe System for Snow Pushers
- Polyurethane cutting edges

The company holds multiple patents in the United States and Canada protecting these innovations.

Service: Winter Equipment provides direct access to engineering, with a reputation for the fastest response times in the industry—typically within one business day. Ten annual trade shows provide face-to-face engagement with government decision-makers. The company is published in Clear Roads DOT research and has produced 14 government and commercial case studies. Three inside sales representatives, three Territory Managers, and a dedicated government contract department provide comprehensive coverage, supported by 18 dealer/distributor locations and decades of cooperative contract experience.

Supply Chain: Winter Equipment offers products with Domestically produced, Domestically sourced supply chains. In-house manufacturing from raw materials to finished goods provides more inventory than import-dependent competitors. Products with domestic supply chains have no tariff exposure, no overseas shipping delays, no currency exchange risk, and no container ship dependencies—providing price stability for customer budgeting and supply security when competitors face shortages.

Breadth: Winter Equipment offers a wide range of snowplow cutting edge solutions in the industry. Product families include the Razor® family (Winter Carbide™ and Tungsten Carbide options in standard, XL, and BlockBuster® configurations), Common Sense® HD, Patriot® Serrated Steel, Victory® Steel, WinterFLEX® Rubber, polyurethane edges, Vulcan® V-Plow systems, Pegasus® and Pegasus® XL expandable plow systems, MōDUS® Modular Snow

		Pusher Shoes, RoadMAXX® Motor Grader systems, System 2000 and 2100 Scarifier systems, motor grader edges, an extensive line of PlowGuards and CurbRunner® Guards, plow markers, and universal salt spinner discs. This breadth means a single Sourcewell contract with Winter Equipment can serve virtually every cutting edge and wear part need across a participating entity's entire fleet.
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.	As a manufacturer of snowplow cutting edges, wear parts, and accessories — rather than powered equipment — Winter Equipment's products do not incorporate joystick controls, touchscreens, or automated operating modes. However, Winter Equipment's products are specifically engineered to reduce operator workload and minimize the repetitive physical tasks associated with snow removal operations. Products lasting 2x to 10x longer than standard cutting edges dramatically reduce the frequency of blade changes — one of the most physically demanding and repetitive maintenance tasks in snow removal. A fleet running Winter Equipment products may complete an entire snow season without changing cutting edges, eliminating the repeated heavy lifting, crawling under plows, and exposure to hazardous winter conditions that frequent blade changes require. This reduction in repetitive maintenance directly decreases cumulative physical strain on crews over the course of a season. Built-in wear indicators on Winter Equipment's segmented cutting edges allow operators to visually monitor blade condition without crawling under the plow — eliminating a repetitive, uncomfortable inspection task and preventing cutting edges from wearing into the moldboard, which can cause permanent plow damage. WinterFLEX® systems include mounting backer blades that allow cutting edges to be hung in place while bolting down, enabling one-person installations and reducing the need for crews to hold heavy components in position — a common source of strain during blade changes. The segmented blade design means lighter individual sections compared to full-length competitors, reducing the physical effort required each time a blade is handled. WinterFLEX® sectional flat blades eliminate the need for 'relaxing' long rubber rolls before installation — a time-consuming and physically awkward process required by full-length rubber competitors. WinterFLEX® and polyurethane cutting edges operate significantly quieter than steel, reducing operator noise exposure and fatigue during long shifts — a meaningful ergonomic improvement over the course of a full snow season.
47	Describe any high-visibility features such as reflective or LED plow markers or enhanced lighting packages your equipment offers.	Winter Equipment offers high-visibility features designed to improve safety and operational awareness during snow removal operations. Virtually Indestructible Plow Markers: Winter Equipment's plow markers are engineered for maximum visibility and durability in the harshest winter conditions. Featuring high-visibility orange construction, these markers are built with a low-temperature polymer that resists cracking in extreme cold — a common failure point for standard plow markers — and reinforced with a 3/8" galvanized aircraft cable core that provides exceptional strength and flexibility. This combination of materials makes the markers virtually indestructible under normal operating conditions, maintaining their visibility and structural integrity through repeated impacts with snow banks, curbs, and roadside obstacles throughout the season. The markers help operators clearly identify plow blade width and position, improving accuracy during plowing and alerting other motorists and pedestrians to the plow's presence on the road. Built-In Wear Indicators: Winter Equipment's segmented cutting edges feature built-in wear indicators that provide a clear visual reference of remaining blade life and wear patterns across the full length of the cutting edge. These indicators allow operators and maintenance crews to quickly assess blade condition at a glance — without crawling under the plow — making it easy to identify uneven wear patterns, determine when replacement is needed, and plan maintenance before the cutting edge wears into the moldboard. This visual monitoring capability supports proactive maintenance scheduling and helps prevent costly plow damage.

48	Describe any protective guarding, emergency stop features, audible or visual alerts, or temperature-aware sensors your equipment offers.	As a manufacturer of snowplow cutting edges, wear parts, and accessories — rather than powered equipment — Winter Equipment's products do not incorporate emergency stop features, audible alerts, or temperature-aware sensors. However, protective guarding is a core product category for Winter Equipment, and several product features serve as visual systems that protect both equipment and operators. Protective Guarding — PlowGuards: Winter Equipment invented the PlowGuard more than 35 years ago, and protective guarding remains central to the company's product line. PlowGuards are Winter Carbide™ filled cast steel guards that mount to the ends and vulnerable points of a snowplow, protecting from premature wear and moldboard damage. Without protective guarding, cutting edges wear unevenly at the ends and corners, exposing the moldboard to direct contact with road surfaces — leading to permanent, expensive plow damage. Winter Equipment offers an extensive line of protective guarding products including PlowGuard Straight, PlowGuard CurbRunner®, PlowGuard CurbCast, PlowGuard Jr., Heavy-Duty CurbGuard, Universal CurbRunner®, Joma CurbRunner®, Xtendor® Universal PlowGuard, Xtendor® 13, Xtendor® Cast Guards, and V-Plow NoseGuards — each designed to protect specific plow configurations and vulnerable contact points. PlowGuards extend cutting edge wear life by 2x to 4x by slowing wear at the ends of the blade, allowing the full length of the cutting edge material to be used before replacement is needed. Protective Curb Guarding — CurbRunner® Guards: CurbRunner® Guards with Winter Carbide™ provide dedicated curb impact protection, preventing the moldboard damage that occurs when plows strike curbs during operation. CurbCast variants feature a refined shape designed to fit California-style curbs. These guards absorb and deflect curb impacts that would otherwise cause permanent damage to the plow body. Protective Edge Guarding — Moldboard Shoes: Winter Equipment's PlowGuard Stright, PlowGuard CurbRunner, PlowGuard CurbCast, PlowGuard Jr., Front Moldboard Shoes, Wing Moldboard Shoes, Round Mushroom Shoes, and Frame Shoes — all filled with Winter Carbide™ — bolt onto the cutting edges of snowplows to protect the edge from uneven wear. These guards & shoes add a wear resistant surface at the points of the edge that experience the most wear, getting customers longer life from their edges. Visual Alert — Built-In Wear Indicators: Winter Equipment's segmented cutting edges feature built-in wear indicators that provide a clear visual reference of remaining blade life and wear patterns across the cutting edge. These indicators serve as a visual alert system, allowing operators to identify when a cutting edge is approaching end of life before it wears into and damages the moldboard. This proactive visual monitoring helps prevent equipment damage and supports planned maintenance scheduling rather than reactive emergency repairs. Protective Design — Virtually Indestructible Plow Markers: Winter Equipment's plow markers are built with low-temperature polymer to prevent cracking in extreme cold and a 3/8" galvanized aircraft cable core for reinforcement, protecting the markers from the repeated impacts encountered during snow removal operations.
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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.		☐ Yes ☒ No	Winter Equipment fully supports all Women-and-Minority-Owned business Enterprises (WMBE) and Small Business Enterprises (SBE). However, we do not have any business certifications or track this information internally. Nonetheless, we remain fully committed to supporting these businesses.	*
50		Minority Business Enterprise (MBE)	☐ Yes ☒ No	In regards to Minority Business Enterprise (MBE) Winter Equipment is independently owned and operated. Under our business model Winter Equipment and Dealers retain the right and discretion to conduct business with parties of their choosing.	*
51		Women Business Enterprise (WBE)	☐ Yes ☒ No	In regards to Women Business Enterprise (WBE) Winter Equipment is independently owned and operated. Under our business model Winter Equipment and Dealers retain the right and discretion to conduct business with parties of their choosing.	*
52		Disabled-Owned Business Enterprise (DOBE)	☐ Yes ☒ No	In regards to Disabled-Owned Business Enterprise (DOBE) Winter Equipment is independently owned and operated. Under our business model Winter Equipment and Dealers retain the right and discretion to conduct business with parties of their choosing.	*
53		Veteran-Owned Business Enterprise (VBE)	☐ Yes ☒ No	Although Winter Equipment is not a Veteran-Owned Business (VBE) we strive to help the veteran community and military families whenever possible.	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	☐ Yes ☒ No	In regards to Service-Disabled Veteran-Owned Business (SDVOB) Winter Equipment is independently owned and operated. Under our business model Winter Equipment and Dealers retain the right and discretion to conduct business with parties of their choosing.	*
55		Small Business Enterprise (SBE)	☐ Yes ☒ No	In regards to Small Business Enterprise (SBE) Winter Equipment is independently owned and operated. Under our business model Winter Equipment and Dealers retain the right and discretion to conduct business with parties of their choosing.	*
56		Small Disadvantaged Business (SDB)	☐ Yes ☒ No	In regards to Small Disadvantaged Business (SDB) Winter Equipment is independently owned and operated. Under our business model Winter Equipment and Dealers retain the right and discretion to conduct business with parties of their choosing.	*
57		Women-Owned Small Business (WOSB)	☐ Yes ☒ No	In regards to Women-Owned Small Business (WOSB) Winter Equipment is independently owned and operated. Under our business model Winter Equipment and Dealers retain the right and discretion to conduct business with parties of their choosing.	*

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.	Winter Equipment Company's payment terms are Net 30 Days and accepted payment methods are check, cash, ACH, Visa, Mastercard & P-Card. In regards to credit card purchases a 2.5% finance charge may be included.	*

59	Describe any leasing or financing options available for use by educational or governmental entities.	Not Applicable	*
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.	Winter Equipment offers e-procurement capabilities through its e-commerce website, which provides direct credit card purchasing as well as an online quote request system. The website includes an online product finder tool that allows customers to identify the best cutting edge products for their specific snowplow make and model, or for their specific plowing conditions and applications. Winter Equipment pioneered e-commerce in the snowplow cutting edge industry at a time when virtually no competitors offered online purchasing or even published pricing. While government organizations can begin the ordering process online through quote requests, most government orders are completed through Winter Equipment's sales team due to the need to apply the correct contract pricing path. Winter Equipment is currently developing a comprehensive online customer portal that will allow customers to track orders, view order and quote history, access their specific contract pricing, and place orders directly online without needing to contact a salesperson. This portal will be particularly valuable for smaller government organizations that make routine repeat purchases. For larger government organizations and more complex orders, Winter Equipment believes that consultative sales interaction adds significant value. Cutting edge selection depends on variables including plow type, road surface conditions, plowing speed, and budget—and the trade-offs between steel, carbide, and rubber systems benefit from expert guidance. Winter Equipment's inside sales specialists have deep product knowledge and can guide customers to the optimal solution for their specific application, ensuring the best performance and value.	*
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Winter Equipment accepts P-Card procurement for no additional cost to Sourcewell members.	*
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 Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Our pricing model provides Sourcewell members with a 30%-45% discount off our MSRP list price for all items provided. Additional value is extended to members purchasing complete systems which qualify for deep discounts. Canadian pricing is determined by applying the current exchange rate and applicable taxes/tariffs. Freight is included in our price model, apart from shipments to Alaska, Hawaii, and Canada, where additional charges may apply. A sample price sheet is included in this proposal. For individual component pieces please call for pricing.	*
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.	Winter Equipment Company offers Sourcewell members a structured pricing program designed to provide competitive, transparent discounts. All pricing is based on a 30% - 45% discount off MSRP list price. Our price sheet is included in this proposal. Sourcewell members will begin with a 30% discount off MSRP. Additional discounts may be applied based on product category and purchase volume, as outlined below. • Hardware – 30% maximum discount • Plow Markers – 35% maximum discount • Plow Guards – 30%-35% discount, depending on volume • Scarifier Products – 35% maximum discount • Complete Systems – 30%-45% discount, depending on volume. Discount levels are determined by order volume and product, allowing members to maximize value based on their needs.	*

64	Describe any quantity or volume discounts or rebate programs that you offer.	Winter Equipment Company offers volume-based discounts on complete systems and select product categories to provide additional value for large purchases. Our Systems are identified in our catalog and price sheet and are bundled components that may include a variation of cutting edge(s), cover blade(s), guard(s), curb guard(s) and hardware. Discounts are as follows. Complete Systems: • 3-5 systems – 35% discount • 6-9 systems – 40% discount • 10-14 systems – 42% discount • 15+ systems – 45% discount Plow Guards: • 0-49 units – 30% discount • 50+ units – 35% discount	*
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.	Winter Equipment would handle any requests for additional requests outside of Winter Equipment products on a case by case basis.	*
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.	Not Applicable	*
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.	All units are packaged as complete kits with Blades, Guards, Straps, CurbRunners, Hardware and any other components ship as a complete kit. Crated for easy, safe loading and unloading. Bulk deliveries are available as well upon request.	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Winter Equipment Company has developed a comprehensive, transparent freight and delivery program designed to provide predictable costs while maintaining flexibility for unique delivery scenarios. Standard freight and delivery charges are included within the proposed pricing structure for most Sourcewell participating entities, covering typical shipments within the continental United States. This includes delivery to commercially accessible locations with standard unloading capabilities. This includes all of the contiguous 48 States, with possible exceptions. For orders that fall outside of standard delivery conditions, additional freight charges may apply. These exceptions include, but are not limited to: Remote or hard-to-access geographic locations Offshore or international deliveries (including Alaska, Hawaii, and U.S. territories) Non-commercial or restricted delivery sites requiring special coordination. In all cases where additional freight costs may be incurred, Winter Equipment Company will proactively communicate these charges in advance and provide a detailed freight quote for approval prior to order processing. The company leverages a network of vetted national and regional carriers to ensure competitive rates, reliable transit times, and consistent service levels. Winter Equipment Company remains committed to working collaboratively with Sourcewell entities to identify the most cost-effective and efficient delivery solutions, including consolidation opportunities and optimized shipping methods when applicable. *See enclosed shipping award	*

69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Winter Equipment has a staff dedicated to inspecting, packing and arranging the most economical timely shipping available to a given market. This team is tasked with the responsibility to ensure all blades, guards, straps, spacers, curbguards, hardware and installation instructions are incorporated into each and every unit. Shipping of units takes place daily to ensure fast accurate delivery of all Winter Equipment Systems.	*
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.	Winter Equipment maintains a structured internal audit process designed to ensure full contract compliance and adherence to delivery requirements. Internal teams conduct daily reviews of product pricing, order accuracy, and shipping details to maintain consistency with contractual obligations. This multi-step process begins with the inside sales team, which verifies pricing in accordance with contract terms and establishes the customer's requested delivery timeline. The accounting department then independently re-verifies all contractual pricing and approves the order prior to release for shipment. Following approval, the shipping department confirms the customer's target delivery date and prepares the order for fulfillment. To support accuracy and transparency, a daily report is generated summarizing customer information, order details, and pricing for internal review. A secondary report is issued the following day to confirm shipment details, including carrier information and tracking numbers, which are provided to both the inside sales team and the customer for real-time visibility. Ad-hoc reporting can be created to ensure each customer's needs are met. This layered verification process ensures accuracy, accountability, and consistent compliance with all contractual and customer-specific requirements.	*

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.	Winter Equipment tracks all contract sales which are reported to our sales division company wide. Transaction sales are reported daily to our management division office. These sales are tracked by invoice date, purchase order ID, purchasing entity, type of equipment purchased, quantity, unit price and total price. This data is compiled and downloaded on a weekly basis. This information is in turn downloaded to create our usage quarterly sales reports. Quarterly sales reports are reviewed to compare contract sales growth every quarter, year after year. Winter Equipment's website is designed to make cooperative contract information easily accessible from every page. The website header — which appears on all pages across the site — includes a direct link to a Contracts page that lists all cooperative purchasing agreements Winter Equipment participates in, including Sourcwell. Each contract listing includes a brief description and links to a dedicated individual contract page. The Sourcwell contract page will describe the contract, explain how to sign up to become a Sourcwell member, and include a link to view contract pricing. Additionally, the website footer — which also appears on every page — displays logos for all cooperative contracts Winter Equipment participates in. Each logo links directly to that contract's dedicated page, providing a second, visually prominent path for visitors to access Sourcwell contract information. This means that from any page on winterequipment.com, a visitor is one click away from finding the Sourcwell contract, learning how to join, and viewing contract pricing. Please see included our quarterly reporting examples for your review.	*
72	Provide a proposed Administration Fee payable to Sourcwell. The Fee is in consideration for the support and services provided by Sourcwell. The proposed Administrative Fee will be payable to Sourcwell 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.	Winter Equipment proposes paying a 1.00% administration fee of total sales generated from this contract less any freight pre-paid and all transportation and handling charges. Winter Equipment has had great success with cooperative contract purchasing and has seen continued growth year after year. Winter Equipment provides simple steps to our customers such as state local governments, political subdivisions, institutes of higher education, and some non-profits to utilize the power of cooperative purchasing. They understand it is a more efficient way to purchase and more cost effective than bidding.	*

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.	The pricing offered to Sourcewell customers through this contract is among the greatest discounts Winter Equipment offers. Quantity discounts can always create deeper discounts. These opportunities are handled on a case by case basis and generally involve a very large quantity of pieces.

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.	Winter Equipment Company is North America's leading manufacturer of snowplow cutting edges and wear parts, offering a broad portfolio of solutions. All products are backed by the industry's only Satisfaction Guarantee and the proprietary WearFactor Promise. Products serve State DOTs, county road departments, city road departments, township and municipal road departments, motor grader operations, and commercial snow removal companies. CARBIDE CUTTING EDGE SYSTEMS Razor® with Winter Carbide™: Patent-pending, Domestically produced all-in-one carbide and cover cutting edge system. Proprietary Winter Carbide™ fill throughout the blade length provides 2x longer wear life compared to standard carbide systems. Winter Carbide™ is more resistant to impact than tungsten carbide, keeping carbide material intact rather than shattering and falling out. Far less expensive than tungsten carbide, price-stable, and tariff-free. Proven technology with 25+ years of field performance in PlowGuards and Plow Shoes. Sold as a complete system with PlowGuards and Grade 8 hardware. Razor® XL with Winter Carbide™: Patent-pending, Domestically produced all-in-one carbide and cover system with enhanced wear life. Added shoes filled with Winter Carbide™ provide 3x longer life compared to standard carbide systems. BlockBuster® with Winter Carbide™: Patent-pending, Domestically produced all-in-one carbide and cover system delivering maximum wear life at 4x longer than standard carbide. Features a wide footprint designed to ride over bridge joints. Optimized for highway plowing applications. Razor® with Tungsten Carbide Inserts: Traditional carbide insert system providing 2x longer life than standard carbide. Available for customers preferring tungsten carbide. Razor® XL with Tungsten Carbide Inserts: Traditional carbide insert system with added wear shoes for 3x longer life than standard carbide. BlockBuster® with Tungsten Carbide Inserts: Traditional carbide insert system with XL shoes to maximize wear life at 4x longer than standard carbide, with a wide footprint to ride over bridge joints. RoadMAXX® Double Carbide Grader Blade System: Tungsten carbide insert with a Winter Carbide™ shield providing 2x longer wear life compared to standard motor grader blades. System 2000 Motor Grader Scarifier System: Heat-treated steel boards with tungsten carbide scarifier bits designed to last 5x to 15x longer than standard grader blades. Breaks through ice, hard-packed snow, and dust suppressant crusts on road surfaces. System 2100 Motor Grader Scarifier System: Heat-treated steel boards with larger, conical-shaped tungsten carbide scarifier bits designed for highly abrasive conditions. Lasts 5x to 15x longer than standard grader blades for breaking through ice, hard-packed snow, and dust suppressant crusts. STEEL CUTTING EDGE SYSTEMS Common Sense® HD Steel Cutting Edge System: Municipal-rated steel cutting edges that last 2x longer than standard blades.

Patriot® Serrated Steel: Lasts 4x longer than standard steel. Ideal for cutting through ice and hard-packed snow for operations that want longer life without carbide cost.

Victory® Steel: Hardened steel edges with Winter Carbide™ filled shoes for maximum wear life—5x longer than standard steel—with a wide footprint to ride over bridge joints.

Full-Length High-Carbon Steel Motor Grader Edges: Durable in high-impact environments and budget-friendly.

Full-Length Through-Hardened Steel Motor Grader Edges: Resist crowning, durable in high-impact environments, and budget-friendly.

RUBBER AND POLYURETHANE SYSTEMS

WinterFLEX® Rubber Cutting Edge System: Patented three-ply, fabric-reinforced rubber with two layers of high-performance synthetic cloth. Superior tear resistance lasting 2x longer than standard rubber. Center-punched for double wear life (flip for second use). Sectional design for lighter, safer installation versus full-length rolls. Premium rubber compound produced through continuous press/cure process. Complete system includes backer blades, CurbRunner® Guards, clamp bars, and Grade 8 hardware. Ideal for decorative surfaces, shoulders, and specialty roads.

Polyurethane Cutting Edges: Available in 10', 9', 8'6", 8', 7'6", 6.5' (skid steer), and 6' (ATV/UTV) sizes. Outlasts standard rubber by 3x to 5x. Protects sensitive surfaces. Significantly quieter operation. Maintains rigidity for better clearing. Ideal for parking lots, residential areas, decorative pavements, and campus environments.

PLOW-SPECIFIC SYSTEMS

Vulcan® V-Plow Cutting Edge System: Complete system for Western MVP3, Western MVP, BOSS DXT, BOSS XT, Fisher XV2, Fisher XtremeV, and SnowEx HDV. Includes hardened steel edges, protective guards, and reinforced nose guards.

Sectional Carbide Blade with Winter Carbide™ for Arctic Sectional Snow Plows: Longer-lasting sectional edges designed specifically for Arctic Sectional snow plows.

Sectional Carbide Blade with Winter Carbide™ for SnowWolf QuattroPlows: Longer-lasting sectional edges designed specifically for SnowWolf QuattroPlows.

Razor® Arrow with Tungsten Carbide Inserts: 10x longer than OEM. Traditional carbide insert system designed specifically for Western Pro Plus snow plows.

Pegasus® Expandable Plow Cutting Edge System with Tungsten Carbide Inserts: 10x longer than OEM. Carbide and cover cutting edges with traditional carbide inserts designed for Western WIDE-OUT snowplows.

Pegasus® XL Expandable Plow Cutting Edge System with Tungsten Carbide Inserts: 10x longer than OEM. Carbide and cover cutting edges with traditional carbide inserts designed for Western WIDE-OUT XL snowplows.

MōDUS® Modular Shoe System for Snow Pushers: 5x longer than OEM. Patented Winter Carbide™ filled cast steel modular wear shoes for snow pushers including Arctic LD, Arctic HD, Metal Pless Liveboxx, Pro-Tech Rubber Edge, and Buyers ScoopDog.

PLOWGUARDS, SHOES, AND ACCESSORIES

PlowGuard Straight with Winter Carbide™: The original PlowGuard, proven for 35+ years. Slows wear on any new cutting edge, providing 2x to 4x longer wear life.

PlowGuard CurbRunner® with Winter Carbide™: An original PlowGuard with added curb protection to prevent moldboard damage from curb impacts, offering 2x to 4x longer wear life to any new cutting edge.

PlowGuard CurbCast with Winter Carbide™: An original PlowGuard with enhanced curb protection and a refined shape to better fit California curbs, offering 2x to 4x longer wear life to any new cutting edge.

PlowGuard Jr.: A Winter Carbide™ filled PlowGuard designed to increase the wear life of any new cutting edge by 2x.

Heavy-Duty CurbGuard: Adds heavy-duty curb protection to any plow to prevent moldboard damage from curb impacts, with a refined shape to better fit California curbs.

Universal CurbRunner®: A universal curb guard designed to add curb protection to prevent moldboard damage from curb impacts.

		Joma CurbRunner®: A curb protection PlowGuard designed specifically for use with Joma-style cutting edges. Xtendor® Universal PlowGuard: A Winter Carbide™ filled cast steel PlowGuard with universal slots allowing placement on any snowplow make and model, at any point of the edge that experiences excessive wear, offering 2x to 3x longer wear life to any new cutting edge. Xtendor® 13 PlowGuards: A Winter Carbide™ filled cast steel PlowGuard with wrap-around curb protection and a mild steel blank strap allowing universal fit to any snowplow make and model. Xtendor® Cast Guards: Winter Carbide™ filled cast steel PlowGuards with wrap-around curb protection designed to fit the most popular plow brands including Western, BOSS, Fisher, SnowDogg, and SnowEx. V-Plow NoseGuards and PlowGuards: Winter Carbide™ filled PlowGuards for the nose and ends of V-plow models including Western, Fisher, and SnowEx. Front Moldboard Shoe with Winter Carbide™: A Winter Carbide™ filled moldboard shoe designed to bolt onto the back of a standard highway punch front plow to extend the wear life of any new cutting edge. Wing Moldboard Shoe with Winter Carbide™: A Winter Carbide™ filled wing plow moldboard shoe designed to bolt onto the back of a standard highway punch wing plow to extend the wear life of any new cutting edge. Round Mushroom Shoe with Winter Carbide™: A round, mushroom-shaped frame shoe filled with Winter Carbide™ for extended wear life compared to standard round mushroom frame shoes. Frame Shoe with Winter Carbide™: A standard-shape frame shoe filled with Winter Carbide™ for extended wear life compared to standard frame shoes. Virtually Indestructible Plow Markers: High-visibility orange plow markers with low-temperature polymer to prevent cracking and a 3/8" galvanized aircraft cable core for reinforcement. Universal Salt Spinner Disc: DOT-rated 18", bi-directional polyurethane salt spinner disc. *See attached full product catalog VEHICLE COMPATIBILITY Winter Equipment products fit standard highway punch snowplows as well as plows from popular contractor-grade brands including Western, BOSS, Fisher, SnowEx, SnowDogg, Arctic, Metal Pless, Pro-Tech, and more. The online product finder tool provides specific product recommendations for over 80 different snowplow makes and models. USED OR REFURBISHED SOLUTIONS Winter Equipment does not offer used or refurbished products. All products are manufactured new at the company's Ohio facility.
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	We also offer Plow Markers, Hardware Kits, Spinners and Spinner Hubs for Salt units and plow shoes with Winter Carbide inserts. We also have a number of detailed explanaitons of useage and installation of our products. Also available through our website are videos with additional details. *See attached sub category product catalog

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	☐ Yes ☒ No	No Plows
77	Blades	☒ Yes ☐ No	Yes
CARBIDE CUTTING EDGE SYSTEMS			

			• Razor® with Winter Carbide™: Patent-pending, Domestically produced all-in-one carbide and cover cutting edge system. Proprietary Winter Carbide™ fill throughout the blade length provides 2x longer wear life compared to standard carbide systems. Winter Carbide™ is more resistant to impact than tungsten carbide, keeping carbide material intact rather than shattering and falling out. Far less expensive than tungsten carbide, price-stable, and tariff-free. Proven technology with 25+ years of field performance in PlowGuards and Plow Shoes. Sold as a complete system with PlowGuards and Grade 8 hardware. • Razor® XL with Winter Carbide™: • BlockBuster® with Winter Carbide™: • Razor® with Tungsten Carbide Inserts: • Razor® XL with Tungsten Carbide Inserts: • BlockBuster® with Tungsten Carbide Inserts: • RoadMAXX® Double Carbide Grader Blade System: • System 2000 Motor Grader Scarifier System: • System 2100 Motor Grader Scarifier System: • JOMA 6000 • Winter Articulating Blade STEEL CUTTING EDGE SYSTEMS • Common Sense® HD Steel Cutting Edge System: • Patriot® Serrated Steel Cutting Edge System: • Victory® Steel Cutting Edge System: • Full-Length High-Carbon Steel Motor Grader Edges • Full-Length Through-Hardened Steel Motor Grader Edges RUBBER AND POLYURETHANE SYSTEMS • WinterFLEX® Rubber Cutting Edge System: • Polyurethane Cutting Edges: PLOW-SPECIFIC PRODUCTS • Vulcan® V-Plow Cutting Edge System: • Sectional Steel Blade for Arctic Sectional Snow Plows • Sectional Carbide Blade with Winter Carbide™ for Arctic Sectional Snow Plows: • Sectional Carbide Blade with Winter Carbide™ for SnowWolf QuattroPlows: • Razor® Arrow with Tungsten Carbide Inserts: • Pegasus® Expandable Plow Cutting Edge System with Tungsten Carbide Inserts: • Pegasus® XL Expandable Plow Cutting Edge System with Tungsten Carbide Inserts • MōDUS® Modular Shoe
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			System for Snow Pushers: PlowGuards, SHOES, AND ACCESSORIES • PlowGuard Straight with Winter Carbide™: • PlowGuard CurbRunner® with Winter Carbide™: • PlowGuard CurbCast with Winter Carbide™: • PlowGuard Jr.: • Heavy-Duty CurbGuard: • Universal CurbRunner®: • Joma CurbRunner®: • Xtendor® Universal PlowGuard: • Xtendor® 13 PlowGuards: • Xtendor® Cast Guards: • V-Plow NoseGuards and PlowGuards: • Front Moldboard Shoe with Winter Carbide™: • Wing Moldboard Shoe with Winter Carbide™: • Round Mushroom Shoe with Winter Carbide™: • Frame Shoe with Winter Carbide™: • Virtually Indestructible Plow Markers: • Universal Salt Spinner Disc:	
78	Wings	☐ Yes ☒ No	No Wings Yes to Wing Plow edges	*
79	Blowers	☐ Yes ☒ No	No Blowers	*
80	Snow Removal Brooms	☐ Yes ☒ No	No Brooms	*
81	Distribution equipment (spreaders or sprayers) designed for the application of de-icing or anti-icing solids or liquids	☒ Yes ☐ No	Yes Spinner Disks and Hubs	
82	Snow melting equipment	☐ Yes ☒ No	No Snow melting	
83	Dump bodies, specialty equipment, and air or hydraulic systems, related to upfitting or modification primarily for snow and ice handling	☐ Yes ☒ No	No Dump Bodies	
84	Parts, supplies, accessories, and services related to the upkeep, repair, or maintenance of the offering of equipment described above	☐ Yes ☒ No	No to repair of Dump bodies and related equipment	
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.	☐ Yes ☒ No	No additional 3rd party Services	

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 *
	☐ Yes ☒ No

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
 2. Documents should NOT have a security password, as 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](#) - PRICING.pdf - Monday March 30, 2026 10:27:03
 - [Financial Strength and Stability](#) - FINANCIAL STRENGTH & STABILITY.pdf - Monday March 30, 2026 10:30:25
 - [Marketing Plan/Samples](#) - MARKETING PLAN & SAMPLES.pdf - Monday March 30, 2026 10:45:07
 - [WMBE/MBE/SBE or Related Certificates](#) - WMBE-MBE-SBE.pdf - Monday March 30, 2026 10:47:04
 - [Standard Transaction Document Samples](#) - STANDARD TRANSACTIONAL DOCUMENT SAMPLES.pdf - Monday March 30, 2026 10:51:24
 - [Requested Exceptions](#) - EXCEPTIONS TO TERMS CONDITIONS OR SPECIFICATIONS.pdf - Monday March 30, 2026 10:54:19
 - [Upload Additional Document](#) - ADDITIONAL DOCUMENTS.pdf - Monday March 30, 2026 10:57:53

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. - Ron Nelson, Vice President, Winter Equipment Company, Inc.

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

☒ Yes ☐ No

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

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

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