



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

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Virnig Manufacturing, Inc., 101 Gateway Dr. NE, Rice, MN 56367 (Supplier).

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

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

Article 1:
General Terms

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

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

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

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

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

13) Supplier Representations:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

The Report must contain the following fields:

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

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

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

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

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

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

19) **Grant of License.**

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

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

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

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

c) **Use; Quality Control.**

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

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

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

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

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

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

Article 3: Supplier Obligations to Participating Entities

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

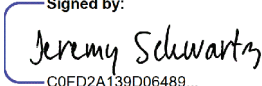
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

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

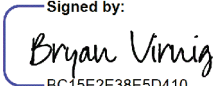
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating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

033126-VNG

Sourcewell

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 6/18/2026 | 8:11 AM CDT

Virnig Manufacturing, Inc.

Signed by:

BC15E2E38E5D410...
By: _____
Bryan Virnig
Title: VP of Sales and Marketing
Date: 6/17/2026 | 10:28 PM CDT

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

Vendor Details

Company Name: Virnig Manufacturing, Inc.
Address: 101 Gateway Dr. NE
Rice, MN 56367
Contact: Bryan Virnig
Email: bryan@virnigmfg.com
Phone: 320-818-4040
HST#: 41-1782634

Submission Details

Created On: Friday March 13, 2026 16:30:23
Submitted On: Monday March 30, 2026 14:57:46
Submitted By: Bryan Virnig
Email: bryan@virnigmfg.com
Transaction #: cd462bed-1e89-4110-bd73-74aaba41f240
Submitter's IP Address: 147.243.245.20

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.	Virnig Manufacturing, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
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).	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE: 3TJT5 SAM ID: RZPCLWQ3RJC8	*
5	Provide your NAICS code applicable to Solutions proposed.	333120	
6	Proposer Physical Address:	101 Gateway Dr NE, Rice, MN 56367	*
7	Proposer website address (or addresses):	www.virnigmfg.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):	Bryan Virnig, VP of Sales and Marketing, 101 Gateway Dr NE, Rice, MN 56367, bryan@virnigmfg.com, 320-818-4040	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Bryan Virnig, VP of Sales and Marketing, 101 Gateway Dr NE, Rice, MN 56367, bryan@virnigmfg.com, 320-818-4040	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Eric Burkhammer, Director of Global Sales, 101 Gateway Dr NE, Rice, MN 56367, eric.b@virnigmfg.com, 320-818-4040	*

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

Line Item	Question	Response *	
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	Virnig Manufacturing was established in a two-car garage, outside the city limits of rural Pierz, MN, in 1989 by Dean and Lois Virnig. The Virnigs first business was repair work for local farmers and construction companies in Central Minnesota. Quality work and good service allowed the business to grow quickly. After multiple expansions and limited space to add-on, Dean and Lois moved the business to its current headquarters in Rice, MN in 2001. Continued growth has provided the opportunity to expand in Rice and add two additional facilities in Pikeville, TN (2021) and Fort Madison, IA (2025) totaling nearly 250,000 square feet. The company remains family-owned and operated with Dean and Lois still actively involved in day-to-day operations along with employing over 250 people across all sites. Virnig designs, engineers and builds all its products in-house and the motto of "Designed to Perform, Built to Last" is taken literally. Utilizing modern manufacturing processes including laser cutting, machining, welding and powder coating to produce heavy-duty equipment designed for the most demanding environments. Virnig is guided by six core values: character, learning, teamwork, sustainability, community and safety. These values drive a culture of continual improvement for oneself and those around you. Wins are celebrated as a team and the family feel extends throughout the company. The extensive experience and pride of our team, combined with cutting-edge designs and premium materials, create the Virnig Difference.	*
12	What are your company's expectations in the event of an award?	An award would provide easy access to entities and generate significant new public-sector volume for Virnig and its dealer network. Our network of more than 750 authorized dealers regularly hear from municipal, county, and educational customers that they prefer Virnig snow removal attachments, and other complimentary equipment, but can only purchase through a cooperative contract such as Sourcewell. An award would remove those barriers and help satisfy the pent-up demand for Virnig's high-quality, American made products.	*
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.	In the past 5 years Virnig has more than doubled revenue and employee headcount has gone from less than 100 to more than 250. All while maintaining a similar profit percentage throughout. Since inception, Virnig has been able to achieve healthy growth without overburdening the company with debt. Please see the attached "Virnig Financial Packet PDF" which includes key financial information and references.	*
14	What is your US market share for the Solutions that you are proposing?	The skid steer and compact loader attachment market for snow and ice is highly fragmented with no dominant player. Overall, there has been a trend towards more skid steer and wheel loader mounted attachments instead of truck mounted snow blades and plows. Loaders are more maneuverable, have better visibility and are often stored on-site. Virnig fits this trend with our broad offering and heavy-duty products that hold up to the abuse of large, industrial loaders the attachments are used on. There are no official industry statistics for most attachments including snow and ice attachments. We estimate our market share at less than 5% of all snow and ice attachments.	*
15	What is your Canadian market share for the Solutions that you are proposing?	We have two distributors in Canada, one of which in Western Canada we've worked with for over 20 years. Virnig has a strong brand name due to this longevity and quality products. Like the US, the market is highly fragmented and there are no official statistics. When viewing all of Canada we estimate less than 5% market share of all snow and ice attachments.	*
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.	Virnig Manufacturing has never petitioned for bankruptcy or been involved in any bankruptcy action.	*

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?	Virnig Manufacturing is a manufacturer with over 750 authorized dealer groups representing more than 1,800 individual locations throughout the United States and Canada. In the US Virnig directly employs territory sales managers who travel their respective states working closely with dealers to ensure they have the products and resources to be successful. Each territory has a 1 to 1 relationship with an account manager in the office. The account manager also works closely with the dealer to accurately quote products and find the best solution for the customer. A dedicated technical service team supports the sales team and the dealer on troubleshooting and any warranty issues that may arise. The engineering team is ready to help with any particularly challenging issues as well as take into consideration customer feedback for further product development. A corporate trainer does monthly webinars open to our entire dealer base. Customized virtual training, as well as on-site training and demos are also available and conducted regularly. Canada is covered by two independent distributors, one for Western Canada and one for Eastern Canada, who Virnig has had long-standing relationships with.	*
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.	Virnig Manufacturing maintains all licenses and certifications necessary to conduct its business around the world. These include proper insurances, OSHA compliance certifications, environmental permits (state and federal) and proper tax reporting. Though not currently ISO 9001 certified, Virnig is in the process of being certified within the next year to further solidify the operational competency of the company.	*
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.	Virnig has not been subject to any form of suspension or disbarment.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Virnig Manufacturing's products have been recognized through product spotlights in SIMA's Snow Business magazine (including features on the V60 Hydraulic Snow Blade/Pusher and V20 Mini Skid Steer Angle Broom), as well as coverage in Compact Equipment Magazine, ARA Rental Management, Snow Plow News and Pro Contractor Rentals. Virnig also regularly exhibits at the ARA Rental Show and SIMA Snow and Ice Symposium. At the most recent CONEXPO-CON/AGG in March 2026 Virnig showcased its patented SiteTote Salt Spreader among many other high-quality products Virnig manufactures.	*
21	What percentage of your sales are to the governmental sector in the past three years?	As a manufacturer that sells exclusively through an authorized dealer network, our sales to the governmental sector are currently facilitated and captured at the dealer level. Based on dealer feedback and demand for products, we estimate approximately 5% of current production is ultimately delivered to government entities. There is significant room for growth as entities are asking for access to Virnig through Sourcewell. The Site Tote Salt Spreader had at least 5 different entities request us to pursue a contract this past winter because they could not move forward without Sourcewell. One of our primary objectives in pursuing a Sourcewell award is to establish a direct manufacturer-level contract that allows us to more accurately track, support, and grow this specific sector.	*
22	What percentage of your sales are to the education sector in the past three years?	Virnig sales to the education sector (including K-12 and Higher Education for campus maintenance) are managed through our dealer network. We estimate these sales represent less than 5% of our current volume. We recognize a significant opportunity for growth in this sector given the broad array of snow and ice attachments we offer. The different product types along with multiple sizes within each product type provide facilities maintenance departments solutions for roads, parking lots, ramps, sidewalks and more. We expect a Sourcewell award to be the primary driver for increasing our presence in this market.	*
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?	Virnig has previously directly held the Minnesota contract for aftermarket attachments, though currently it is held by a dealer partner. Historically, our dealers have independently bid on and held local and state-level contracts to serve their specific regions. In addition to the MN contract, we have been on contracts in Alabama, Pennsylvania and New Jersey through dealers. As well as BuyBoard in Texas through a dealer. By securing a Sourcewell Master Agreement, Virnig intends to provide its entire North American dealer network with a single, unified, and competitively solicited procurement vehicle, effectively centralizing our cooperative purchasing strategy at the manufacturer level.	*

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?	Virnig Manufacturing does not currently hold a GSA contract or a Standing Offer/Supply Arrangement (SOSA) in Canada. While our products are frequently purchased by federal agencies through our authorized dealer network using local procurement methods, we do not currently have a centralized federal contract. We are focused on Sourcewell as our primary cooperative contract strategy to serve the broadest possible range of public agencies across North America.	*
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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 *	
Ramsey County, MN - Fleet Mechanic	Tom Richter	651-266-9960	*
City of Toledo, OH - Manager of Fleet Operations	Dave Obrock	419-936-2556	*
City of Ramsey, MN - Streets Supervisor	Shane Turner	763-286-0294	*
Village of Woodville, MN - Public Works Director	Brent Knegendorf	715-698-2494	
Springfield Township, Lucas County, OH - Trustee	Tom Anderson, Jr.	tomandersonjr@springfieldtownship.net	

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 *	
26	Sales force.	Virnig directly employs more than 35 sales, service, and marketing professionals including upper management, territory sales managers, internal account managers, customer service representatives, corporate trainer, product manager and marketing team. Led by our VP of Sales & Marketing and Managing Director of Global Sales, our strategy focuses on long-term relationship building with customers. An Eastern Region Sales Manager provides targeted oversight for the Eastern U.S., while our Sales and Service Manager ensures that technical support is integrated directly into the sales process by overseeing internal operations of the sales and service teams. Strategically placed Territory Sales Managers (TSMs) across the U.S. act as the primary "boots on the ground." Each TSM is paired with a dedicated internal Account Manager. This two-person team ensures constant communication; while the TSM focuses on larger accounts and on-site dealer support, the Account Manager provides expert consultation and precision quoting for all participating entities. This is supplemented by Customer Service Reps (CSRs) who provide overflow and rapid response support for simpler orders. The Marketing Manager leads a specialized team including a Marketing Specialist (focused on digital advertising and social media engagement) and a Brand Designer (producing high-quality print literature and technical assets). This team ensures that Sourcewell contract details and product benefits are clearly communicated to both dealers and entities. Our Corporate Trainer conducts monthly webinars on current and new product technologies and travels nationally to conduct on-site operator training and safety demonstrations, often in coordination with the TSMs. The Product Manager works cross-functionally with sales and service to analyze market trends, ensuring our products evolve to meet the specific technical and safety needs of the market. This comprehensive U.S. infrastructure is supported in Canada through our deep partnerships with dedicated distributors in both Western and Eastern Canada. The distributors fulfill the role of our TSMs and Account Managers, while Virnig supports distributors as needed with service, support and marketing.	*

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	The Virnig dealer network includes over 750 authorized dealer groups representing more than 1,800 individual locations strategically positioned throughout all 50 states in the US and each province in Canada. This ensures that most customers have a Virnig-authorized dealer within their vicinity. Many dealers maintain dedicated municipal and government contracting departments. These specialists possess deep experience in the public procurement process and are a primary driving force behind Virnig seeking a Sourcewell award to better serve their agency clients. The dealers are an integral extension of the Virnig brand. They are factory-trained in product implementation and maintain local stock of both attachments and critical wear parts. This localized inventory is essential for providing the rapid service and downtime-reduction solutions required by municipal fleets. While the dealer serves as the primary point of contact and maintains the direct relationship with the customer, Virnig Manufacturing provides a layer of direct factory support.	*
28	Service force.	Virnig Manufacturing directly employs a service staff of over 15 individuals. The service team is led by the Sales and Service Manager, who oversees the Service and Warranty Supervisor and the Service and Warranty Representative. This core team manages complex technical troubleshooting and warranty. Account Managers and CSRs are extensively trained in the specific wear parts for each attachment. This team ensures that common wear parts are suggested during the initial quote and readily available throughout the product's life. These team members are also trained in basic troubleshooting and then pass more complex scenarios to the Service and Warranty team. The Corporate Trainer works in tandem with the service team to educate operators on proper use and maintenance to minimize downtime. This preventative approach is designed to eliminate common issues caused by improper operation, which is a significant value-add for municipal fleets. Unlike competitors focused solely on the initial sale, the entire Virnig service team believes in a "Built to Last" philosophy. Virnig provides the technical documentation, on-site demonstrations, and rapid parts fulfillment required to ensure entities can maintain their equipment for many years of heavy use.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Virnig Manufacturing utilizes a streamlined, dealer-centric ordering process designed to ensure that every entity receives both factory-direct expertise and local service. Inquiries may originate directly from a Sourcewell entity or through an authorized dealer. In all cases, Virnig provides expert consultation to identify the correct technical solution for the customer's specific equipment and application. If an entity contacts Virnig directly, we provide the solution specs and facilitate a connection with the most qualified local dealer to manage the purchase and ongoing support. Once the correct product is determined, Virnig provides a formal Sourcewell-compliant quote to the authorized dealer. The dealer then works with the entity to finalize the proposal, ensuring any additional local needs (such as specific machine integration) are addressed. The entity places their purchase order directly with the authorized Virnig dealer. The dealer, in turn, issues a purchase order to Virnig Manufacturing. Virnig manufactures the equipment to the specified standards and ships it to the designated address. Upon shipment, Virnig invoices the dealer. The authorized dealer handles the final delivery to the entity, managing the initial setup and basic on-site operator training. In Canada the process is essentially the same, with the distributor between Virnig and the local dealer, providing an additional layer of regional expertise and compliance. Should the entity or dealer require specialized training beyond the initial delivery, Virnig's Corporate Trainer and Sales/Service departments are available to provide advanced instruction, either remotely or in person. Throughout this lifecycle, Virnig maintains a commitment to fast, accurate communication to ensure a seamless experience and strict adherence to all Sourcewell contract requirements.	*
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.	At Virnig Manufacturing, customer service is an ingrained philosophy. As a family-owned and operated company, we recognize exceptional service is the primary differentiator that justifies the investment in our high-quality equipment. We prioritize rapid response with an internal 2-hour benchmark for quoting that we often beat. We do not utilize automated directories; phones are answered by live representatives M-F, 7am-5pm CST. In-stock parts ship same-day if ordered by 11am CST. We provide a seamless experience by working directly with dealers and end-users on-site or via phone to resolve technical questions in real-time. Through extensive documentation and regular training, we ensure dealers are equipped to provide immediate local service, backed by factory expertise whenever needed.	*

31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Virnig Manufacturing is fully committed and exceptionally positioned to provide its broad line of snow and ice attachments to Sourcewell participating entities. All Virnig products are designed and manufactured in-house. By maintaining total control over our engineering and production processes, we can ensure consistent lead times and the highest quality standards for large-scale municipal requirements. Our ability to deliver and support equipment is facilitated by a robust network of over 750 authorized dealer groups representing more than 1,800 locations across the United States. This ensures that every customer has access to local inventory, hands-on demonstrations and immediate field service. We have invested in a comprehensive internal team of over 35 sales, service, and marketing professionals specifically focused on dealer and end-user success. This team includes strategically placed Territory Sales Managers working in tandem with internal Account Managers to provide expert consultation and ensure that every transaction complies with Sourcewell contract standards. Our willingness to serve is reflected in our industry-leading responsiveness. Customers get a real person immediately when they call and we typically return accurate, contract-compliant quotes in under 2 hours. This proactive approach ensures that entities receive a frictionless procurement experience backed by nearly 40 years of American manufacturing excellence.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Virnig Manufacturing is fully committed to serving Sourcewell participating entities across Canada through a specialized distribution model that ensures localized expertise and efficient equipment delivery. Our Canadian operations are structured to mirror our high-touch U.S. service model while accounting for regional requirements. We partner with dedicated distributors in both Western and Eastern Canada to ensure comprehensive coverage across the provinces. These distributors fulfill the essential roles of our Territory Sales Managers and Account Managers, acting as the primary point of contact for the Canadian market. In this model, our distributors provide contract-compliant quotes directly to the authorized local dealers, who then work with the Sourcewell entity to finalize the purchase. This structure provides Canadian members with regional experts who understand local regulations, climate-specific attachment needs and logistics. While the distributors manage the day-to-day sales and territory management, Virnig Manufacturing provides direct support in the areas of technical service, marketing materials, and product engineering. This structure allows Canadian members to benefit from the same high standards of quality and support as our U.S. customers, delivered through a localized and responsive dealer network.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	There are not any geographical areas of the US or Canada that Virnig will not be serving.	*
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.	There are not any entities who will not have full access.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	There are no specific requirements or restrictions in Hawaii, Alaska or any US Territories. We have dealers in both Hawaii and Alaska and have provided products to multiple US Territories.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Virnig will extend terms to all eligible Sourcewell participating entities, including non-profits.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	The first priority is internal alignment. Upon award, Virnig conducts training sessions to ensure every sales team member understands the Sourcewell value proposition and can educate dealers during daily field visits and conversations. Within 30 days of award, Virnig initiates a multi-touch email campaign to our 750+ dealer groups announcing the award. This campaign provides dealers with clear instructions on leveraging the contract to serve their municipal and educational customers. To ensure ease of use, Sourcewell-eligible products are explicitly marked in our price books, allowing dealers to quickly identify and quote compliant solutions. A Sourcewell-specific sell sheet will be created and distributed to dealers for use with their government and education accounts. Virnig will launch a dedicated Sourcewell landing page on virnigmfg.com with contract details, pricing access, access to our dealer locator, and a direct link to the Sourcewell portal. The Sourcewell logo will also be added to our homepage and relevant product pages to ensure visibility for any government buyer researching Virnig online. Sourcewell messaging will be integrated into our Google and Facebook advertising campaigns targeting government and fleet management buyers. We will create Sourcewell-specific content for our social media channels, email newsletters, and blog. Professional print materials clearly outlining the benefits of purchasing through the Sourcewell contract will be provided to TSMs for distribution to dealers and municipal fleet managers. Please see the attached Virnig Marketing Samples PDFs for examples. These do not currently include Sourcewell logos but would be updated upon award. Virnig exhibits at multiple national trade shows including CONEXPO/CON-AGG, ARA Rental Show and SIMA Snow and Ice Symposium, as well as regional shows with strategic dealer partners. Upon award, all trade show displays will include Sourcewell signage and handouts promoting the contract. Virnig will work with the assigned Sourcewell Supplier Development Administrator to ensure all marketing materials meet Sourcewell's approval requirements and to identify any additional promotional opportunities available through the Sourcewell program.
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Virnig has extensive experience with specific use cases for its products. Weather related events drive different cases for our products including wildfires, hurricanes, tornados, flooding and in the case of this solicitation -- snow and ice. We have a deep understanding of buying cycles for these weather-related products and what impacts needs for an upcoming season. This knowledge is leveraged by our marketing team to target the right geographic areas and customer types with messaging that resonates. Virnig leverages Salesforce for integrated email campaigns. This allows us to execute a highly targeted approach, reaching out to government entities with content specific to their needs. Leads generated through these campaigns are contacted by the sales team and tracked within Salesforce using notes, reminders and status updates. This process ensures proper follow up and internal tracking, so leads don't fall through the cracks. Visitors to virnigmfg.com can sign up for newsletters, access detailed product guides and request quotes. These interactions capture the lead in Salesforce and initiates the follow-up process. Our website averages tens of thousands of monthly visitors, providing a steady pipeline of inbound leads that are nurtured through targeted content and sales outreach. Virnig advertises and publishes content multiple times per week on Google, Facebook, LinkedIn, YouTube and TikTok, regularly posting content that resonates with heavy equipment users. We constantly review performance data from these platforms to ensure we reach the right audience and update campaigns for the time of year. We aim to get customers to our website, but direct messages and comments are monitored and responded to by the marketing and CSR teams multiple times per day to nurture relationships wherever customers want to interact.
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?	Virnig dealers have repeatedly requested access to Virnig products on Sourcewell, as their customers are already actively using Sourcewell to streamline their equipment acquisitions. We see Sourcewell's role as the vital link between high-quality American manufacturers and the public agencies that require reliable, efficient solutions. Sourcewell has built significant trust with both governmental entities and the dealers who serve them. We will integrate the agreement into our sales process by first targeting the dealers who have specifically requested this contract. The Sourcewell contract will be positioned as the primary, frictionless path for public sector sales. Our Territory Sales Managers will train dealers to lead with the Sourcewell agreement as an easy way to bypass the complexities of traditional bidding, allowing the customer to focus on the technical merits of the equipment rather than administrative hurdles. As Sourcewell continues to expand its membership base, Virnig will grow alongside it. We plan to integrate Sourcewell messaging into every level of our sales cycle, ensuring it becomes a seamless part of how we do business with the public sector.

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.	Virnig products are not available through an e-procurement process. Attachments are highly configurable based on application, loader brand, options desired, etc. Working directly with a knowledgeable Virnig dealer and having Virnig corporate ready to help as needed ensures the right product is provided.	*
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Each Virnig hydra-mechanical product includes a physical Operator and Maintenance Manual. To ensure constant accessibility, digital copies are available for download on our website free of charge. Additionally, members may request replacement physical manuals at any time at no cost. As the primary point of contact, authorized dealers provide basic operator training upon delivery. This typically covers safe hook-up, basic operation and maintenance checks. Any dealer-provided training is subject to the individual dealer's policies and may involve additional fees depending on the extent of services requested. Virnig also employs a full-time Corporate Trainer available for both remote and on-site training sessions. For specialized or high-complexity equipment, the trainer can provide deep-dive technical instruction to ensure operator proficiency. While training is not mandatory, we offer highly adaptable programs. Depending on the entity's needs, we can develop custom training modules tailored to specific use cases or the experience level of the operators. Additionally, we offer an extensive library of recorded training sessions and webinars. These resources are available 24/7, allowing new operators or maintenance staff to review proper use and safety protocols at their convenience.	*
42	Describe any technological advances that your proposed Solutions offer.	The patented SiteTote Salt Spreader system revolutionizes ice management by utilizing weatherproof poly totes for on-site salt storage. Operators can quickly swap empty containers for full ones using a loader-mounted, dual-spinner carriage. The system eliminates the logistical nightmare of driving salt trucks through active snowstorms and replaces unsightly, leaching salt piles with a clean, environmentally friendly storage solution. By keeping equipment on-site and salt protected, it maximizes both safety and efficiency. Salt gets applied faster and can be re-applied more easily, reducing slip and fall injuries and liability. The Angle Broom utilizes a swing-linkage system that allows the head to slide laterally as it angles, ensuring the broom remains centered in front of the loader. Unlike traditional single-pivot brooms that result in the leading edge of the broom inside the machine's tracks, this swing-linkage design maintains full-width coverage even at maximum angle. This allows operators to sweep flush against curbs and buildings as well as clear sidewalks without the need to drive on the grass. End result is more precise snow removal and less damage to the surrounding landscape resulting in less rework after the snow melts in spring. The Hydraulic Snow Blade/Pusher combines a traditional angle blade with independently controlled 180-degree rotating wings, allowing for nearly infinite configurations from the comfort of the cab. Whether used as a wide-angle blade, a high-capacity pusher, or a precision windrower, this "all-in-one" tool gives operators total control over snow placement. This adaptability eliminates the need for multiple attachments (saves capital spend) and significantly reduces the time required to clear complex lots.	*
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Since 2017, our primary manufacturing facility in Rice, Minnesota, has been utilizing a 500 KW solar array consisting of over 1800 solar panels located on our rooftop. We utilize a powder coating process that is significantly more environmentally friendly than traditional liquid paints. This process eliminates hazardous waste and allows for a 96% reduction in water usage over previous methods. We also utilize a closed-loop system to reclaim and reuse over-sprayed powder, minimizing waste. We protect raw steel from the elements to prevent runoff and utilize native landscaping around our facility to provide a natural habitat and manage groundwater effectively. All scrap metal is collected and recycled rather than sent to a landfill. All wood from packaging is separated into a specific dumpster for recycling. Cardboard and paper are recycled as well. Lastly, we believe the most effective way to reduce environmental impact is to build equipment that lasts. The first pillar of the "Reduce, Reuse, Recycle" hierarchy is Reduce. By manufacturing high-quality products that require replacement less frequently than industry-standard alternatives, we directly reduce the total raw material, energy, and transportation resources needed.	*

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.	Virnig does not hold any third-party eco-labels.	*
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?	Perhaps our most unique advantage is our commitment to brand-agnostic compatibility. Most manufacturers provide solutions specific to their own brand of loader. Virnig, however, engineers attachments to fit every major machine brand in the market. This allows an entity with a mixed fleet (e.g., Cat, John Deere, Bobcat, Kubota, Case, New Holland, etc.) to standardize on a single, high-quality Virnig attachment that can be shared across multiple loaders. This drastically reduces the total cost of ownership by eliminating the need for brand-specific attachments for each. While many competitors have been absorbed by large parent corporations, Virnig remains family-owned and operated. This structure allows us to maintain a small-company level of accountability and service while operating three state-of-the-art manufacturing facilities totaling nearly 250,000 square feet. We are nimble and can make decisions quickly. This allows us to pivot to meet the evolving needs of customers without sacrificing the quality or scale required for municipal contracts. Because our family name is on every product, we approach service with personal accountability that larger competitors often cannot match.	*
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.	The Snow Blower, the Hydraulic Snow/Blade Pusher and the Angle Broom all utilize the loader's electrical input to allow additional functions to be controlled using the loader's joysticks. Chute rotation and deflector angle on the Snow Blower, blade and wing angling on the Snow Blade/Pusher and angling for the Angle Broom can all be done from the comforts of the cab without the operator needing to remove their hands from the joysticks. This control experience works across multiple loader brands. Whether an entity fleet uses Caterpillar, Bobcat, John Deere or something else, our advanced hydraulic and electronic integration ensures the attachment behaves predictably and efficiently. This greatly reduces training and the chance for errors or accidents. Not to mention the flexibility for the user to better utilize their loader fleet. All other snow blades and plows don't require electrical and instead use simple hydraulic functions to move the blade. Virnig engineers products to be as simple as possible. Snow and ice management is often done in the middle of the night in poor weather conditions. Simple systems with minimal moving parts ensure work can be done safely and efficiently.	
47	Describe any high-visibility features such as reflective or LED plow markers or enhanced lighting packages your equipment offers.	The poly tote on the Site Tote salt spreader went through an extensive redesign after testing to provide better visibility. The bottom corners were angled and the middle was changed to an inverted "V" shape to allow the operator to better see around the sides and below the spreader while operating. Virnig also offers low profile versions of buckets and pushers for better visibility when maximum capacity isn't required. Larger snow buckets include windows in the back for better visibility but still contain material. We also have many different widths of products to ensure customers can balance product capacity with visibility and maneuverability needs.	
48	Describe any protective guarding, emergency stop features, audible or visual alerts, or temperature-aware sensors your equipment offers.	Virnig has relief valves built in to protect the attachment and host machine from pressure spikes in the system. There are also cross-over reliefs built into all angle blades and plows, which allow the blade to absorb impact and angle the other direction if something is hit. Without a cross-over relief the blade would remain rigid, meaning the loader and ultimately the operator would take the brunt of the impact. The attachments are run by the host machine's auxiliary hydraulic system. There are no emergency stop features, alerts or temperature sensors on our snow attachments to note. The host machine would handle these functions.	

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	See Small Business Entity below.
50		Minority Business Enterprise (MBE)	☐ Yes ☒ No	N/A
51		Women Business Enterprise (WBE)	☐ Yes ☒ No	N/A
52		Disabled-Owned Business Enterprise (DOBE)	☐ Yes ☒ No	N/A
53		Veteran-Owned Business Enterprise (VBE)	☐ Yes ☒ No	N/A
54		Service-Disabled Veteran-Owned Business (SDVOB)	☐ Yes ☒ No	N/A
55		Small Business Enterprise (SBE)	☒ Yes ☐ No	Virnig Manufacturing qualifies as a Small Business Enterprise under SBA standards for NAICS code 333120 (Construction Machinery Manufacturing), which sets the threshold at 1,250 employees. Virnig employs approximately 250 employees across its facilities. Documentation available upon request.
56		Small Disadvantaged Business (SDB)	☐ Yes ☒ No	N/A
57		Women-Owned Small Business (WOSB)	☐ Yes ☒ No	N/A

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
58	Describe your payment terms and accepted payment methods.	Virnig Manufacturing standard payment terms are Net 30. Other terms are negotiable and handle case by case. Accepted payment methods include check, ACH, credit card and wire transfer. Credit card payments incur a 2% fee; all other methods have no additional fees.
59	Describe any leasing or financing options available for use by educational or governmental entities.	Virnig does not currently offer direct leasing/financing. Many authorized dealers provide flexible options; we will continue to evaluate manufacturer-level programs post-award.
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.	Virnig may at times provide quotes to entities directly, but primarily Virnig will quote, place orders and invoice with the authorized Virnig dealership. The dealer works with the customer utilizing their own dealer paperwork to facilitate the transaction. Please see the attached PDF examples of Virnig quotes, orders, packing lists and invoices ("Virnig Sample Quote-Order-Pack List-Invoice PDF").
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?	P-card payments are not currently accepted. We accept check, ACH, wire, and credit card (2% fee).

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.	Virnig pricing is offered as a percent discount off List Price (MSRP). This applies to all items in the attached price list, including replacement parts. Please see the attached "Virnig Price List – Snow and Ice PDF" for a detailed list.	*
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.	Virnig is offering 15% off List Price (MSRP) for all attachments and parts associated with this contract. Please see the attached "Virnig Price List – Snow and Ice PDF" for a detailed list.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	Virnig does not set volume discounts or have rebate programs. The discount off list is competitive for larger, multi-unit orders, though we are open to volume purchases on a case-by-case basis.	*
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.	For sourced, non-contract Virnig deems its able and willing to supply, a quote would be supplied with the List Price (MSRP). The discount off list price on this contract would apply to that List Price. Any sourced items would be clearly identified in the quote.	*
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.	Virnig Manufacturing is committed to price transparency, ensuring that the total cost of acquisition is clearly defined at the time of the quote to prevent unforeseen expenses for the customer. The primary costs—including the equipment, specified options, and standard factory-to-dealer freight—are clearly stated on every formal quote. Sales taxes, duties, and other jurisdictional fees are not included in the base contract pricing. These are calculated based on the entity's specific location and remain the responsibility of the purchasing entity. Dealers reserve the right to impose additional charges for specialized requests, such as extended on-site training, complex machine integration or customized setups and long-distance or specialized delivery. While standard operational guidance is included with the purchase, advanced or custom training requested through our Corporate Trainer may incur additional fees. These costs are handled on a case-by-case basis and may be absorbed by Virnig, shared with the buyer, or fully incurred by the buyer, depending on the scope of the request. Any additional charges identified during the consultation phase will be added directly to the initial quote. If specialized services are requested after the sale, they will be billed as separate line items to ensure the member has a full understanding of the financial commitment before services are rendered.	*
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.	Freight cost to the local Virnig authorized dealer is determined using a flat-rate depending on order size and destination state. Drop-shipping directly to the customer is available for an additional charge. Please see the attached "Virnig Freight Program PDF" document. If the dealer or entity would like to arrange their own freight, that is acceptable and Virnig would coordinate with the selected freight provider to ensure timely pickup and delivery.	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Shipments to Canada would go to the relevant Virnig distributor who will arrange delivery to the dealer or entity. Any shipping charges will be quoted to the entity once all details of the potential order are determined. For Alaska and Hawaii, Virnig typically ships to a port in a West-coast state using the flat-rate program (see attached "Virnig Freight Program PDF"). The dealer then arranges shipping from the port to their location. Costs associated will be accurately quoted once all details of the potential order are determined. Other offshore deliveries would be handled case by case. Typically, a competitive freight quote would be obtained by Virnig and quoted in writing prior to order acceptance.	*

69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Customers will have access to on-hand inventory at their local Virnig authorized dealer, which in those cases means delivery can be as fast as same day. Dealers also keep common wear parts on hand to ensure up time. Shipments coming from Virnig arrive properly packaged and shipped via reputable carriers to minimize the risk of damage during shipment. For Canadian and offshore shipments, Virnig partners with brokers, carriers and forwarders experienced in cross-border and international shipping to ensure compliance with relevant regulations	*
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.	Virnig Manufacturing is committed to full compliance with the Sourcewell contract including transparency, accurate pricing, proper reporting and proper fee remittance. Virnig has established robust internal processes, including designated Sourcewell order coding, regular cross-referencing with dealer sales data, and multi-level review prior to reporting and fee remittance. A dedicated administrative staff member will cross-reference these internal records with sales records from dealers to verify all qualifying transactions are included in the quarterly reports submitted to Sourcewell. A senior staff member will review the reports for accuracy before fee remittance to ensure accuracy. These measures ensure 100% accuracy and full compliance.	*
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.	Sales volume is a key measure of success and will be tracked utilizing a unique program code assigned to each order. Additionally, we will track the number of unique Sourcewell entities purchasing through the contract and geographic spread of those entities across states and provinces. This will allow us to identify underperforming areas to address as well as learn from what is driving adoption in the most successful areas. Virnig views Sourcewell as a key cog in its plan for growth. There are numerous dealers asking for Virnig to get awarded a contract so they can solicit more of their accounts with Virnig solutions. Both Virnig and its dealers are optimistic there is a significant amount of untapped potential.	*
72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Virnig Manufacturing proposes a 1% administrative fee on contract selling price (List Price reduced by the contract discount percentage).	*

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 proposed 15% discount off MSRP represents Virnig's best pricing for high-volume cooperative purchasing channels and delivers immediate value to Sourcewell members.	*

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.	Virnig Manufacturing offers a complete line of snow and ice management attachments for mini skid steers, skid steers, compact track loaders and compact wheel loaders. The line spans 9 product families, with over 60 model and size configurations, covering every phase of snow and ice operations — from initial clearing through de-icing and cleanup. All products are designed and manufactured in-house. Every attachment is engineered for brand-agnostic compatibility, meaning a single Virnig attachment fits every major loader brand in the market including Cat, John Deere, Bobcat, Kubota, Case and New Holland. This allows entities with mixed fleets to standardize on one attachment line, reducing total cost of ownership. Please see the attached "Virnig Price List – Snow and Ice PDF" for a detailed list of the offering. • SiteTote Salt Spreader (SLT) – Patented on-site salt management system. Weatherproof poly totes store salt at the job site, allowing operators to swap and spread in seconds without hauling salt during active storms. Dual-spinner carriage provides uniform coverage from 10' to 40', controllable from the cab. • Snow Blower (VBW, VBWB, BW, CSB) – Clear deep snow in a single pass with throw distances up to 40'. Paddle-style auger chops through hard-packed snow and ice. Chute rotation and deflector angle controlled from the cab via the loader's joysticks. Multiple duty levels and flow rates match a wide range of machines and applications. • Snow Blade/Pusher (HSBP) – All-in-one attachment with independently controlled 180-degree rotating wings. Operators transition instantly between a wide-angle blade, high-capacity pusher or precision windrower without leaving the cab. Eliminates the need for multiple attachments on complex sites. • Angle Broom (VAB, CAB) – Designed for light snow, delicate surfaces and detail work. Virnig's swing-linkage system keeps the broom head centered in front of the loader even at full angle, allowing operators to sweep flush against curbs, buildings and sidewalks without driving on the grass. • Angle Blade (SBS-CT, SBS-UT, SBS-LD, SBS) – Available in four duty levels to match the job and machine. Hydraulic angle, cross-over relief, trip edge and floating feature are standard. Pin-on wing option adds capacity and containment when needed. • V-Plow (SBV) – Multi-position plow including V, scoop and angle configurations, all controlled from the cab. Hydraulic angle, cross-over relief, trip edge and floating feature are standard. Pin-on wing option available. • Snow Pusher (LSWP, SWP, SESP) – Simple, low-tech design with no hydraulic or electrical components to fail. Available in rubber edge (low profile and full-height) and steel edge with trip protection. Pull-back option for cleaning against objects. Floating feature standard. • Snow Bucket (SLHV, MSHV, SBHV, WLM, CLMB) – Higher capacity than general purpose buckets, engineered for the high volume but relatively low weight of snow. Multiple duty levels for different machines. Snow buckets are one of the most common snow removal tools due to their simplicity, low cost and year-round versatility. While not assigned to a specific subcategory in this solicitation, they are a core component of nearly every entity's snow removal fleet. • General Purpose Bucket (WGP, WHC, CLPB, CHCB) – Lower profile than snow buckets for better visibility. Often used year-round for both snow removal and general material handling. Multiple duty levels available. Like snow buckets, general purpose buckets do not fall within a specific subcategory but are among the most frequently purchased attachments for entities that need a single tool for both winter and summer operations.
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Virnig Manufacturing products are attachments for mini skid steer, skid steer, compact track and compact wheel loader prime movers. In addition, Virnig offers Snow Buckets and General Purpose Buckets that serve as foundational snow removal tools and were included in the response even though they do not fall neatly into a subcategory below.

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	7 total model configurations available 1 duty level and 7 widths (48" – 120"), pin-on wing option, poly edge option Virnig's V-Plow (SBV) is a multi-position plow that operates in traditional V, scoop or straight-angle configurations, all controlled from the cab using simple hydraulic functions. The V configuration breaks through drifts and heavy accumulation, scoop mode contains and carries snow to a designated area, and angle mode directs snow to one side for general clearing. Available in 7 widths to match applications from sidewalks and small lots to wide roadways. Cross-over hydraulic relief allows the blade to absorb impact and redirect if an obstacle is struck, protecting both the equipment and operator. A full-width trip edge provides additional protection on uneven surfaces. Pin-on wing option increases effective width and containment for higher-volume work. Poly edge option available for sensitive surfaces. Floating feature follows the contour of the ground for consistent scraping without surface damage.

77	Blades	☒ Yes ☐ No	• 15 total angle blade model configurations available • 4 duty levels and 6 widths (60" – 120"), pin-on wing option, poly edge option, rubber edge option Virnig offers Angle Blades and Snow Pushers to cover a broad range of plowing and pushing applications. The broad offering allows entities to match the blade to the specific machine size and application, from compact tractor sidewalk clearing to full-size loader road plowing. Hydraulic angle is controlled from the cab. Cross-over hydraulic relief and a full-width trip edge protect the equipment and operator if an obstacle is struck. Pin-on wing option converts the blade into a wider containment tool for higher-capacity pushing. Additional options include poly edge, rubber edge and quick-tach shoe for the compact tractor model. Floating feature follows ground contour for a clean scrape without surface damage. • 12 total snow pusher model configurations available • 2 duty levels and 4 widths (84" – 120"), steel edge option, rubber edge option, pull back option The Snow Pusher (LSWP, SWP, SESP) is a simple, low-tech design with no hydraulic or electrical components. This makes it the most reliable option for late-night storm operations where simplicity and uptime matter most. Rubber edge pushers are available in low-profile and full-height models across many widths, ideal for parking structures, paver surfaces and other areas where a soft edge is required. The steel edge pusher (SESP) includes a trip edge for protection. A pull-back option allows operators to clean against buildings, curbs and loading docks. Floating feature is standard across all models. Low-profile models also provide improved operator visibility.
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78	Wings	Yes No	4 total model configurations available 1 duty level and 4 widths (120" – 156"), poly edge option, multiple electrical connectors to fit most loader brands Virnig addresses the wings category with two distinct solutions: the Hydraulic Snow Blade/Pusher and pin-on wings for Angle Blades and V-Plows. The Hydraulic Snow Blade/Pusher (HSBP) features independently controlled, 180-degree rotating wings. This allows operators to instantly transition between a wide-angle blade, a high-capacity box-style pusher, a precision windrower or nearly any configuration in between — all from the cab. The wings are controlled using the loader's electrical input via joystick, and multiple electrical connector options ensure compatibility with most loader brands including Cat, John Deere, Bobcat and others. Cross-over hydraulic relief and a trip edge protect the equipment and operator. Poly edge option available. The HSBP eliminates the need to carry multiple attachments on a trailer, reducing capital expenditure and improving efficiency for entities managing complex lots with varying snow placement needs. Pin-on wings are available as an option for Virnig's Angle Blades and V-Plows. When installed, they extend the effective width and add containment, converting a standard blade or plow into a wing-style tool for higher-capacity pushing. This gives entities flexibility to adapt equipment they already own to changing conditions without purchasing a separate attachment.
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79	Blowers	☒ Yes ☐ No	• 16 total model configurations available • 3 duty levels and 4 widths (48" – 84"), 8 motor flow rates (covering 10 – 45 GPM), skid shoe options include poly, steel or wide steel for gravel, multiple electrical connectors to fit most loader brands Virnig's Snow Blower line (VBW, VBWB, BW, CSB) ensures a proper match for machines from compact utility loaders through full-size skid steers and compact wheel loaders, as well as the specific snow conditions an entity faces. All models feature a paddle-style auger designed to chop through hard-packed snow and ice more effectively than ribbon-style augers common in the market. Throw distances reach up to 40', making the blower effective for clearing deep accumulation in a single pass or blowing back piles that have built up over the course of a season. Chute rotation and deflector angle are controlled from the cab via the loader's joysticks using electrical input, allowing the operator to direct snow placement without removing their hands from the controls. Multiple electrical connectors are available to ensure compatibility with most major loader brands. Skid shoe options include poly, steel and wide steel for gravel surfaces, allowing entities to protect different surface types while maintaining a clean cut. The blower is commonly used by municipalities and facilities departments for clearing sidewalks, pathways, loading docks and narrow areas where plowing or pushing is not practical.
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80	Snow Removal Brooms	Yes No	6 total model configurations available 2 duty levels and 5 widths (48" – 96"), hydraulic angle option, deflector option, poly/wire combo or all poly wafer option, multiple electrical connectors to fit most loader brands Virnig's Angle Broom (VAB, CAB) is best used for light, fluffy snow and for delicate surfaces such as pavers, decorative concrete and pedestrian areas where a blade or plow could cause damage. What sets the Virnig broom apart is the swing-linkage system. Traditional single-pivot brooms swing from a fixed point, which causes the leading edge of the broom to drift inside the machine's tracks at full angle, reducing effective sweeping width and forcing operators to make additional passes. Virnig's swing-linkage allows the broom head to slide laterally as it angles, keeping the broom always centered in front of the loader. This maintains full-width coverage even at maximum angle and allows operators to sweep flush against curbs, buildings and sidewalk edges without driving on the grass or adjacent surfaces. Hydraulic angle option allows angling from the cab. A deflector option contains swept material and directs it to one side. Bristle wafer options include poly/wire combo for aggressive sweeping or all-poly for sensitive surfaces. Multiple electrical connectors available to fit most loader brands.
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81	Distribution equipment (spreaders or sprayers) designed for the application of de-icing or anti-icing solids or liquids	☒ Yes ☐ No	• 1 dual-spinner carrier and 1 tote size (3/4 yd) Virnig's patented SiteTote Salt Spreader (SLT) is a loader-mounted, dual-spinner spreading system paired with modular 3/4-yard weatherproof poly totes for on-site salt storage. The system is designed around a fundamentally different approach to ice management: instead of dispatching salt trucks during active storms, entities stage salt on-site in totes before the storm arrives and spread immediately after plowing. The dual-spinner carriage provides uniform coverage from 10' to 40', adjustable via a manual flow control valve from the cab. The front-mounted design gives operators direct visibility of the spread pattern, eliminating the mirror-checking and guesswork associated with rear-mounted truck spreaders. Dual augers with chain agitation keep salt, sand and blends flowing smoothly to prevent bridging and clumping. The totes are weatherproof for outdoor storage, lockable to prevent theft and swappable from the cab, making the system modular for any size site. An entity managing a small parking lot may use one or two totes; a large campus or municipality can stage dozens across multiple locations. Each tote holds approximately 1,600 lbs of salt or 2,000 lbs of sand. The system works with standard-flow hydraulics and mounts to any universal skid steer interface.
82	Snow melting equipment	☐ Yes ☒ No	N/A
83	Dump bodies, specialty equipment, and air or hydraulic systems, related to upfitting or modification primarily for snow and ice handling	☐ Yes ☒ No	N/A

84	Parts, supplies, accessories, and services related to the upkeep, repair, or maintenance of the offering of equipment described above	☒ Yes ☐ No	Virnig manufactures and stocks a full range of replacement wear parts for all snow and ice attachments, including wear edges (steel, poly and rubber), skid shoes (poly, steel and wide steel), broom bristle wafers (poly/wire combo and all-poly), auger components and hydraulic fittings. Common wear items are shown in the attached "Virnig Price List – Snow and Ice PDF" and are subject to the same Sourcwell contract discount as attachments. Most common wear parts are available in stock and can ship the same day the order is received. Fabricated and specialty parts are available with a reasonable lead time. Virnig's sales and service team is trained to recommend the appropriate wear parts during the initial equipment quote, so entities can stock critical spares upfront and minimize unplanned downtime during the season. Replacement parts are also available to order through any authorized Virnig dealer.
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	N/A

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

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

Do you have exceptions or modifications to propose?	Acknowledgement *
	☐ 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 Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcwell.
- 3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
- 4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Virnig Price List - Snow and Ice.pdf - Monday March 30, 2026 14:39:35
- [Financial Strength and Stability](#) - Virnig Financial Packet.pdf - Monday March 30, 2026 14:40:05
- [Marketing Plan/Samples](#) - Marketing Plan Samples.zip - Monday March 30, 2026 14:40:16
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Virnig Sample Quote-Order-Pack List-Invoice.pdf - Monday March 30, 2026 14:40:41
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Virnig Freight Program.pdf - Monday March 30, 2026 14:41:00

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. - Bryan Virnig, Vice President of Sales and Marketing, Virnig Manufacturing, 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