



MASTER AGREEMENT #033126
CATEGORY: Snow and Ice Handling Equipment, Supplies, and Accessories
SUPPLIER: Douglas Dynamics, LLC

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Douglas Dynamics, LLC, 11270 W. Park Place, Suite 300, Milwaukee, WI 53224 (Supplier).

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

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

Article 1:
General Terms

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

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

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

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

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

13) Supplier Representations:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

The Report must contain the following fields:

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

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

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

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

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

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

19) **Grant of License.**

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

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

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

c) **Use; Quality Control.**

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

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

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

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

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

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

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

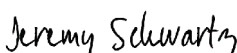
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

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

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

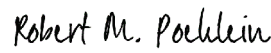
Sourcewell

Douglas Dynamics, LLC

Signed by:

C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 6/10/2026 | 8:31 AM CDT

Signed by:

663AE9642F4749A...

By: _____
Rob Poehlein
Title: Vice President, Sales

Date: 6/9/2026 | 4:00 PM EDT

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

Vendor Details

Company Name: Douglas Dynamics, LLC

Does your company conduct business under any other name? If yes, please state: Western Products, Fisher Engineering, TrynEx International

Address: 7777 N 73rd St
Milwaukee, WI 53223

Contact: Heidi Sina

Email: sourcewellsales@douglasdynamics.com

Phone: 414-371-8619

Fax: 414-354-8448

HST#: 42-1623692

Submission Details

Created On: Tuesday February 10, 2026 12:16:27

Submitted On: Sunday March 29, 2026 15:18:50

Submitted By: Heidi Sina

Email: sourcewellsales@douglasdynamics.com

Transaction #: 918b70ff-ce46-4164-8f43-d3966b929ef4

Submitter's IP Address: 147.243.245.43

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.	Douglas Dynamics, L.L.C.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	<p>The following entities will be responsible for offering and performing the delivery of Solutions under this Proposal and are the only entities that may execute the master agreement with Sourcewell:</p> <ul style="list-style-type: none"> • Douglas Dynamics, LLC – Parent organization and contracting entity. • Fisher, LLC – Subsidiary responsible for manufacturing and supporting FISHER branded product. • TrynEx International LLC – Subsidiary responsible for manufacturing and supporting SnowEx branded product. • Western Products (d/b/a) – The division/brand of Douglas Dynamics responsible for WESTERN branded product and operating under a registered “Doing Business As” name. <p>These are the only entities that will fulfill the obligations required under the Sourcewell contract.</p> <p>Dealer/Distributor Network: Douglas Dynamics utilizes an authorized dealer and distributor network to sell, deliver, and service its products. These dealers act as resellers and fulfill orders to Sourcewell members but are not contracting parties, do not execute the master agreement, and are not considered “Responsible Suppliers.” Their role is limited to product delivery, installation, and support as permitted under the contract.</p>
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Not Applicable
5	Provide your NAICS code applicable to Solutions proposed.	Our NAICS code is 336390 (Other Motor Vehicle Parts Manufacturing).
6	Proposer Physical Address:	11270 W. Park Place, Suite 300 Milwaukee WI 53224
7	Proposer website address (or addresses):	www.douglasdynamics.com www.fisherplows.com www.snowexproducts.com www.westernplows.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):	Rob Poehlein Vice President, Sales 7777 N 73rd Street Milwaukee WI 53223 rpoehlein@douglasdynamics.com (414) 371-8631
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Heidi Sina Business Program Manager 7777 N 73rd Street Milwaukee WI 53223 sourcewellsales@douglasdynamics.com (414) 371-8619

10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Hannah Thompson Inside Sales Specialist 50 Gordon Drive Rockland ME 04841 sourcewellsales@douglasdynamics.com (207) 701-4362
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Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Douglas Dynamics has been a leader in the snow and ice control industry for more than 75 years, designing and manufacturing the most trusted solutions for commercial and municipal winter maintenance. Through our FISHER®, SnowEx®, and WESTERN® brands, we combine engineering excellence, hands-on craftsmanship, and a deep understanding of winter operations to deliver reliable, purpose-built equipment that helps our customers keep communities safe and moving. Our core values—quality, innovation, and partnership—guide our business philosophy and ensure we consistently support our dealer network and end users with industry leading products and service.</p> <p>Our History. Douglas Dynamics has been shaping the snow and ice control industry since 1948, when Dean L. Fisher founded Fisher Engineering in Rockland, Maine, producing snowplows for Willys Jeep vehicles. In 1950, Douglas Seaman purchased Western Welding & Manufacturing—later Western Products—which began manufacturing snowplows in 1952.</p> <p>In 1977, Seaman established Douglas Dynamics as the parent company for Western Products, creating a dedicated corporate platform focused on advancing the snow and ice control market.</p> <p>A major milestone came in 1984, when Douglas Dynamics acquired Fisher Engineering, bringing together two of North America's most respected snowplow brands under one company. This strategic acquisition significantly expanded our product portfolio, engineering capabilities, and market presence.</p> <p>Further expansion continued in 2013 with the acquisition of TrynEx International, adding the SnowEx family of ice control, turf care, and industrial attachment products. These strategic additions strengthened our position as the industry's most comprehensive provider of snow and ice management solutions.</p> <p>Our company plays a vital role in supporting industries essential to the North American economy and public safety. The dedication of our teams has shaped Douglas Dynamics into the industry leader it is today, and their commitment continues to drive our long-term success.</p> <p>We operate through two market-leading business segments: Work Truck Attachments and Work Truck Solutions.</p> <ul style="list-style-type: none"> • Work Truck Attachments includes our operations that manufacture snow and ice control attachments and other equipment under the FISHER®, SnowEx®, and WESTERN® brands, as well as truck-mounted service cranes and dump hoists under the Venco Venturo® brand. • Work Truck Solutions provides municipal-grade snow and ice control equipment under the HENDERSON® brand and work truck upfitting solutions under the HENDERSON and DEJANA® brands. <p>The products included in this proposal are specifically those within the Work Truck Attachments segment that relate to snow and ice control—namely equipment offered under the FISHER, SnowEx, and WESTERN brands. This segment provides the industry's broadest line of commercial snowplows, spreaders, and related accessories, supported by a best-in-class dealer network and a long history of engineering innovation. Our strong focus on quality, continuous improvement, and customer support aligns directly with Sourcewell's mission to provide high value, dependable cooperative purchasing solutions to participating agencies.</p> <p>Our Culture and Values. Douglas Dynamics' culture is anchored in five Core Values—Customer Driven, Continuous Improvement, Learning Organization, Teamwork, and Integrity—which guide our long-term philosophy, while our Winning Behaviors translate those values into clear daily expectations that shape how we operate and serve our customers.</p> <p>Winning Behaviors</p>

		<p>These behaviors reinforce our culture and ensure we “win the right way”:</p> <ul style="list-style-type: none"> • Be customer & results driven • Anticipate the possibilities • Collaborate & care • Communicate responsibly • Develop self & others • Get better every day <p>These principles create a cohesive, high performing organization—one built on collaboration, integrity, and continuous improvement. Combined with our unmatched industry experience and trusted brands, Douglas Dynamics is uniquely positioned to deliver innovative, high-quality snow and ice handling solutions that meet the demanding needs of Sourcewell’s participating agencies.</p> <p>Supporting Attachment: Q11 – Winning Behaviors.pdf</p>
12	<p>What are your company’s expectations in the event of an award?</p>	<p>Douglas Dynamics has proudly held a Sourcewell contract since 2018, and we view this proposal as an opportunity to continue and expand upon a successful, long-standing partnership. In the event of a new contract award, our expectations are to:</p> <ul style="list-style-type: none"> • Build on a Proven Foundation: Continue delivering the high level of quality, service, and support that Sourcewell members have relied on throughout our tenure. • Enhance Member Value: Provide agencies with access to the industry’s most trusted snow and ice control equipment, backed by our commitment to innovation, reliability, and customer satisfaction. • Ensure a Seamless Contract Continuation: Leverage our established experience with Sourcewell to maintain uninterrupted service, responsive support, and clear, proactive communication. <p>We are excited about the opportunity to continue serving Sourcewell members and are committed to exceeding expectations through trusted partnerships, operational excellence, and a shared commitment to public service.</p>
13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Douglas Dynamics, Inc., the parent company and 100% owner of Douglas Dynamics, LLC, is a well-established, publicly traded company listed on the New York Stock Exchange. The organization has demonstrated consistent financial strength with annual sales exceeding \$550 million in each of the past three years and adjusted EBITDA greater than \$65 million during the same period.</p> <p>Douglas Dynamics employs more than 1,700 team members across 20+ locations in North America. As of December 31, 2025, the company maintained strong liquidity of approximately \$127.8 million, consisting of \$8.3 million in cash and cash equivalents and \$119.5 million in available borrowing capacity under its revolving credit facility.</p> <p>Financial results reflect Douglas Dynamics, Inc. as a whole, however, the products included in this RFP are limited to the Work Truck Attachments segment, specifically, FISHER, SnowEx, and WESTERN branded products.</p> <p>Supporting Attachments: Q13 – 2023 Annual Report.pdf Q13 – 2024 Annual Report.pdf Q13 – 2025 Annual Report.pdf Q13 – 2025 DDI Proxy Statement.pdf Q13 – 2025 Earnings Press Release.pdf Q13 – 2025 Q4 NYSE:PLOW Fact Sheet.pdf Q13 – 2025 US SEC Form 10-K 12-31-2025.pdf</p>
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>Douglas Dynamics is the market leader in North America for snow and ice control equipment. Independent industry analyses consistently show that Douglas Dynamics maintains the largest share of the U.S. commercial snow and ice management equipment market. Across our portfolio of plows, spreaders, and related solutions, our brands collectively represent an estimated 65–70% of the U.S. market, making us the dominant supplier in this category.</p> <p>Our long-standing leadership position is driven by our extensive dealer network, strong OEM partnerships, continuous product innovation, and our reputation for high performance and reliability in demanding winter environments.</p>

15	What is your Canadian market share for the Solutions that you are proposing?	<p>Douglas Dynamics serves the Canadian snow and ice control equipment market through a comprehensive distributor network covering all provinces and major population centers. Based on available industry estimates and distributor reported sales volumes, we believe Douglas Dynamics' brands collectively represent approximately 60–70% of the Canadian market for snowplows, spreaders, and related winter maintenance equipment.</p> <p>This strong market presence reflects our long-standing relationships with Canadian dealers, our extensive product portfolio engineered for severe winter environments, and the trust placed in our solutions by both municipal and commercial operators across Canada.</p>	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	<p>Douglas Dynamics has not been involved in any bankruptcy proceedings. Neither the company nor any Responsible Party associated with this proposal has filed for, been subject to, or completed bankruptcy protection.</p> <p>Douglas Dynamics will promptly provide written notice to Sourcewell if the company enters any bankruptcy proceeding at any point during the evaluation period of this RFP.</p>	*
17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>b) Douglas Dynamics is a manufacturer with 1 corporate headquarters, 7 manufacturing locations, 15 installation and distribution centers, 1 global sourcing office in Beijing, China, and over 1,700 team members worldwide. We design, engineer, and manufacture the FISHER®, SnowEx®, and WESTERN® brands of snow and ice control equipment.</p> <p>Our sales and service force consists of direct Douglas Dynamics employees who are responsible for supporting our dealer network, managing territories, and ensuring consistent product expertise across all regions. These teams work closely with our independently owned and authorized dealers to deliver, install, and service the products proposed in this RFP.</p> <p>Douglas Dynamics' dealer network is composed of independent businesses that have been authorized based on their technical expertise, market coverage, and commitment to the standards of our brands. This structure ensures that Sourcewell members receive localized service, timely delivery, and a high standard of product knowledge regardless of geographic location.</p> <p>We maintain strong alignment between our internal teams and our dealer network through continuous communication, formal training programs, certification requirements, and structured dealer support processes. These activities ensure product consistency, compliance with Sourcewell contract requirements, and a high-quality experience for Sourcewell members.</p> <p>By combining the capabilities of our internal sales and service force with the reach of our independent dealer network, Douglas Dynamics delivers a seamless nationwide solution—providing Sourcewell members with competitive pricing, expert guidance, and dependable service throughout the lifecycle of their equipment.</p>	*

<p>18</p>	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Douglas Dynamics, through its WESTERN®, FISHER®, and SnowEx® brands, maintains an authorized network of independent dealers and distributors who participate as resellers under the Sourcewell contract. These entities support product sales, installation, and service and are responsible for maintaining all business licenses and trade certifications required to operate within their respective states.</p> <p>As part of our active Sourcewell Participating Addendums in Delaware and New York, Douglas Dynamics has obtained all required licenses and certifications to enter into and maintain these agreements. This includes securing a Delaware business license, a New York State Vendor ID, and completing all state mandated certifications, including:</p> <ul style="list-style-type: none"> • MacBride Fair Employment Principles (Nondiscrimination in Employment in Northern Ireland) • Non-Collusive Bidding Certification • Diesel Emission Reduction Act Compliance • Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment • Executive Order No. 177 – Certification of Compliance With Non Discrimination Requirements • New York State Finance Law §139 L Certification <p>Douglas Dynamics certifies that all orders processed under the Sourcewell contract will adhere to the laws, licensing requirements, and procurement regulations of the participating entity's state or local jurisdiction. Our authorized resellers maintain any additional business or service-related licenses required for installation and after sale support.</p> <p>This structure ensures that Sourcewell members receive fully compliant, consistent, and high-quality service nationwide.</p>
<p>19</p>	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>None – not applicable.</p>
<p>20</p>	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>Douglas Dynamics has been consistently recognized across the snow and ice management industry for leadership in innovation, product excellence, workplace culture, community impact, and operational performance. The following highlights represent verifiable awards, certifications, industry acknowledgments, and thought leadership contributions from the past five years.</p> <p>Workplace Excellence</p> <p>Milwaukee Journal Sentinel Top Workplaces Award (2010–2024) For fifteen consecutive years, Douglas Dynamics has been named a Top Workplace in Southeast Wisconsin by the Milwaukee Journal Sentinel—a distinction achieved by only nine companies since the program's inception. This award is based entirely on employee survey feedback measuring leadership, workplace culture, communication, career growth, flexibility, compensation, and organization impact on innovation and morale.</p> <p>Employee Development & Professional Growth</p> <p>Lean Six Sigma Yellow Belt Certification Program Douglas Dynamics invests in a strong continuous improvement culture through its partnership with Gemba Academy. Employees across functions are trained in Lean fundamentals, Six Sigma methodology, waste reduction, value stream mapping, and root cause analysis. This program has become a core driver of Douglas Dynamics' enterprise-wide operational excellence model (DDMS – Douglas Dynamics Management System).</p> <p>University of Wisconsin School of Business – Center for Professional & Executive Development (CPED) Through the Wisconsin School of Business CPED program, Douglas Dynamics employees access applied coursework in strategic leadership, financial acumen, change management, and operations. This partnership reinforces a learning driven culture that builds long term organizational capability.</p> <p>Industry Certifications & Standards</p> <p>NTEA MVP Member – 50+ Years Douglas Dynamics brands maintain long standing Member Verification Program certification, which confirms adherence to industry leading business practices, quality</p>

assurance, and safety standards.

SIMA Certifications

- Seth Bergerud – Certified Snow Professional (CSP), 2024
- Erin Hunt – Certified Snow Professional (CSP), 2025

These certifications reflect expertise in safety, operational excellence, and technical best practices in snow and ice management.

Industry Experts, Panels, & Speaking Engagements

Douglas Dynamics teams contribute frequently to industry knowledge and best practice development through panels, podcasts, events, and training programs, including:

- The Entrepreneurial Journey Podcast – October 2023

Billy Blough, National Accounts Sales Manager, was a featured guest on The Entrepreneurial Journey podcast—promoted by Transblue—where he discussed reliability in snow and ice operations, contractor success, and the importance of dependable equipment.

- Snow Talk Podcast – 2023

Andy McArdle, Vice President of Marketing and a recognized industry expert, was featured on an episode of Snow Talk, the official podcast of the Snow & Ice Management Association (SIMA). In the episode, Andy shared expert insight and firsthand perspective on the snow and ice industry, offering listeners an inside look at the trends, challenges, and strategies shaping the future of the business.

- Midwest Snow and Ice Conference – 2024 (SIMA)

Western Snowplows was the presenting sponsor of SIMA's inaugural Midwest Snow and Ice Conference, promoting sustainable salt usage practices.

- Snowfighters Institute – 2024

Western Snowplows sponsored the two-day Operations Management event, supporting advanced training for snow and ice professionals nationwide.

- Influential Encounters Conference – Boston (2025)

Shannan Vlieger, Senior Vice President of People & Culture, led a panel on overcoming communication barriers and building psychologically safe, high-performing teams.

- The Snow Jobs Podcast – August 2025

Seth Bergerud, Senior Product Manager, discussed the launch and impact of the Auto Speed Control for FISHER, SnowEx, and WESTERN spreaders.

Board & Advisory Leadership

Douglas Dynamics leaders continue to shape the industry and future workforce through governance and advisory roles:

- Andy McArdle, Vice President - Marketing – SIMA Board of Directors (2025)
- Jennifer Walth, Senior Advertising Manager – SIMA Foundation Board (2024)
- Shannan Vlieger, Senior Vice President - People & Culture – UW-Madison Industrial & Systems Engineering Advisory Board (2025)

Equipment Awards & Product Innovation

Douglas Dynamics brands have earned multiple independent product awards recognizing engineering excellence, contractor productivity, and material reduction advancements.

WESTERN® PILE DRIVER™ XL – 2024 Innovative Iron Award

Recognized by Compact Equipment magazine for engineering excellence, innovation, versatility, and performance.

Landscape Business “Twenty for 2023” New Product Award

Recognized for WESTERN's new pusher plow lineup (with TRACE™ edge technology).

Green Industry Pros – 2023 Editor's Choice Awards

Awarded for:

- FISHER® TEMPEST™ stainless-steel hoppers
- WESTERN® PILE DRIVER™ with TRACE™ edge technology

Product Innovation & Patents (2021-2025)

Douglas Dynamics has continued to demonstrate meaningful innovation, reflected in multiple U.S. and Canadian patents issued over the past five years. These patents advance plow mounting systems, improve operator safety, enhance spreader performance, increase material efficiency, and support sustainable anti icing solutions.

Corporate Recognition

		<p>Newsweek – America's Most Responsible Companies (2026) Douglas Dynamics was recognized by Newsweek for excellence in ESG performance, ethical operations, and community impact.</p> <p>Philanthropy, Community Impact, & Corporate Citizenship</p> <p>Douglas Dynamics and its brands support social impact, health initiatives, and community partners through:</p> <ul style="list-style-type: none"> • Fisher Engineering's Find A Cure Initiative (raising \$83,000 for cancer research) • Breast cancer awareness campaigns via custom raffles and equipment auctions • WESTERN® Veterans Day Auctions benefiting Camp Hometown Heroes • Corporate donations totaling over \$170,000 across 2023–2024 to community organizations • Employee volunteerism across food, toy, diaper, and holiday drives <p>Environmental & Sustainability Achievements</p> <p>Douglas Dynamics demonstrates ongoing commitment to energy efficiency and resource conservation:</p> <ul style="list-style-type: none"> • Energy efficient LED and sensor systems • Multi stream recycling programs • Heat recovery compressor optimization (Milwaukee facility) • Earth Day campus cleanups • Award winning Supply Chain Risk Management program (2022) <p>Brand Milestones</p> <ul style="list-style-type: none"> • FISHER Engineering – 75th Anniversary (2023) • WESTERN Products – 75th Anniversary (2025) <p>Celebrating decades of U.S.-based manufacturing, engineering innovation, and industry leadership.</p> <p>Supporting Attachments: Q20 – Relevant Industry Awards – Supporting Links</p>
21	What percentage of your sales are to the governmental sector in the past three years?	The following figures reflect dealer-reported sales of our primary three product lines in the governmental sector: 2025: Snowplows – 14.2%; Hopper Spreaders – 13.4%; Tailgate Spreaders – 2.9% 2024: Snowplows – 15.9%; Hopper Spreaders – 16.5%; Tailgate Spreaders – 2.9% 2023: Snowplows – 12.7%; Hopper Spreaders – 11.9%; Tailgate Spreaders – 2.1%
22	What percentage of your sales are to the education sector in the past three years?	The following figures reflect dealer-reported sales of our primary three product lines in the education sector: 2025: Snowplows – 2.1%; Hopper Spreaders – 2.2%; Tailgate Spreaders – 1.8% 2024: Snowplows – 2.4%; Hopper Spreaders – 2.8%; Tailgate Spreaders – 1.7% 2023: Snowplows – 2.3%; Hopper Spreaders – 2.6%; Tailgate Spreaders – 1.4%

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?	<p>Douglas Dynamics currently holds Sourcwell cooperative purchasing contract 062222-DDY, in the Snow and Ice Equipment category. Through this contract, we also participate in the Canoe Procurement Group of Canada, as Canoe operates under a formal cooperative arrangement with Sourcwell that extends contract benefits to Canadian agencies.</p> <p>In addition, we have executed Sourcwell Participating Addendums in the states of New York and Delaware, allowing us to extend the benefits of the Sourcwell contract within those jurisdictions.</p> <p>All sales processed through these relationships—including those fulfilled in partnership with Canoe and through the participating addendums—are administered under the Sourcwell master agreement. Because these supplemental arrangements represent a small portion of overall activity, they are included within the Sourcwell totals for accuracy and consistency.</p> <p>Annual Sales Volume – Sourcwell Cooperative Purchasing Contract 062222-DDY</p> <ul style="list-style-type: none"> • 2023: \$1,805,296 • 2024: \$1,641,501 • 2025: \$3,026,664 <p>Sales activity under the Sourcwell contract shows a strong positive trajectory. While 2024 reflected a modest decrease due to timing of large municipal orders due to truck availability, activity rebounded significantly in 2025, driven by increased contract utilization across municipalities and enhanced engagement from our dealer network.</p> <p>In addition to our direct participation in Sourcwell, many of our authorized dealers hold and actively participate in a wide range of state and cooperative purchasing contracts that support agency procurement across the United States. Dealer supported contracts include, but are not limited to:</p> <ul style="list-style-type: none"> • COSTARS (Pennsylvania) • Educational Services Commission of New Jersey • Morris County Cooperative Pricing Council • New Jersey State Contracts : T 0085, T 2100, T 2101, T 3063 • New York OGS: Group 40440, Award 23166 • Onondaga County: Contracts 0010808 and 0011171 • PennDOT • Pennsylvania Department of General Services • Various statewide contracts in Iowa, Minnesota, Ohio, Rhode Island, Utah, and Wisconsin <p>Supporting Attachment: Q23 – Annual Sourcwell Sales.pdf</p>
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?	<p>As a manufacturer, we do not currently hold any GSA contracts or Standing Offers and Supply Arrangements. Several of our authorized dealers maintain GSA contracts, however, which allows customers to procure our products through those channels when required. This approach ensures federal buyers have access to our solutions while leveraging the compliance and convenience of dealer-held GSA agreements.</p>

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *
Harrison Township (New Jersey)	Dennis Chambers	(609) 685-7028
State University of Buffalo (New York)	Earl Morris	(716) 878-6124
Skookum Educational Programs (Colorado)	Travis Leighton	(719) 747-3027

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

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

Line Item	Question	Response *
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<p>26</p>	<p>Sales force.</p>	<p>Douglas Dynamics supports Sourcewell participating entities through a national network of more than 3,400 authorized dealers across the United States and Canada, including approximately 3,000 in the United States, and approximately 400 in Canada. Our authorized dealers serve as the primary point of contact for sales, service, installation, and post-sale support. This extensive dealer network provides local accessibility, rapid response, and hands-on expertise for Sourcewell Members across the United States and Canada.</p> <p>To ensure our dealers—and by extension, Sourcewell Members—receive consistent, high-quality support, Douglas Dynamics maintains a fully distributed and strategically aligned internal sales organization composed of Regional Sales Managers and Inside Sales Representatives.</p> <p>Field Sales Organization Douglas Dynamics employs 14 field-based Regional Sales Managers (RSMs) who live and work within their assigned territories. All RSMs are direct employees of Douglas Dynamics.</p> <p>Each RSM:</p> <ul style="list-style-type: none"> • Maintains a company-operated demonstration vehicle • Conducts on-site product demonstrations • Provides dealer and end-user training • Supports contract awareness and product education for Sourcewell Members • Serves as an escalation point for Member needs beyond dealer capabilities <p>This structure ensures that any Sourcewell Member—regardless of region—has access to locally supported expertise through their dealer, with direct RSM engagement available when needed.</p> <p>Inside Sales Organization Douglas Dynamics employs 15 Inside Sales Representatives, also direct employees, operating from our U.S. manufacturing locations:</p> <ul style="list-style-type: none"> • Madison Heights, Michigan • Milwaukee, Wisconsin • Rockland, Maine <p>Inside Sales Representatives provide:</p> <ul style="list-style-type: none"> • Quote development • Order configuration and processing • Customer service and product inquiries • Coordination with both RSMs and our national dealer network <p>Their alignment with our manufacturing operations ensures seamless communication between production, sales, dealer partners, and end users.</p> <p>Sales and Service Collaboration While dealers remain the frontline resource for Sourcewell Members, Douglas Dynamics' internal sales teams work in close partnership with them to deliver consistent and high-quality support. The Regional Sales Managers and Inside Sales Representatives maintain distinct roles, but their collaboration ensures Members receive:</p> <ul style="list-style-type: none"> • Localized dealer support • Product expertise and training • Prompt escalation and factory-level assistance • Comprehensive coverage from product education through post-sale service <p>This integrated model ensures Douglas Dynamics can fully meet the needs of Sourcewell participating entities anywhere in the U.S. and Canada.</p>
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<p>27</p>	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Douglas Dynamics supports Sourcewell Members through one of the strongest and most established dealer networks in the snow and ice management industry. Our products are represented by more than 3,400 independently owned dealer locations across the United States and Canada, ensuring extensive geographic coverage and reliable access to product expertise, installation services, and after sale support.</p> <p>Each dealer undergoes a rigorous evaluation and approval process before being designated as a factory authorized location. This review ensures that all partners meet Douglas Dynamics' standards for technical capability, customer service, facility readiness, and brand representation.</p> <p>Once onboarded, dealers are trained on:</p> <ul style="list-style-type: none"> • Product features, specifications, and applications • Installation standards • Warranty and service procedures • Program requirements <p>This training ensures a consistently high-quality customer experience, regardless of location.</p> <p>Douglas Dynamics' Regional Sales Managers (RSMs) maintain regular in person engagement with dealers throughout their territories, including:</p> <ul style="list-style-type: none"> • Recurring dealership visits • Program updates and product refresh training • Assistance with showroom and trade show setup • Joint customer visits when additional technical or sales expertise is beneficial <p>These interactions strengthen dealer performance and ensure alignment with Douglas Dynamics' quality expectations.</p> <p>As authorized sellers, each dealer serves as a comprehensive support hub for Sourcewell Members by providing:</p> <ul style="list-style-type: none"> • Product Inventory: Stock on hand for core and seasonal equipment • Professional Installation: Certified technicians trained to factory standards • Service and Repair Capabilities: Warranty service, diagnostics, and maintenance • Parts Support: Readily available components to minimize customer downtime <p>This extensive network enables Members to access timely service, localized technical support, and reliable equipment availability throughout the U.S. and Canada.</p> <p>Our dealer network is further supported by Douglas Dynamics' national team of Inside Sales Representatives and Regional Sales Managers, who collaborate closely with dealers to ensure a seamless customer experience. While dealers serve as the primary customer interface, Douglas Dynamics staff remain available to assist Sourcewell Members directly whenever needed.</p> <p>Supporting Attachment: Q27 – Dealer locations.pdf</p>
<p>28</p>	<p>Service force.</p>	<p>Douglas Dynamics delivers reliable, timely, and expert support to Sourcewell Members through a dealer led service model supported by a team of factory-employed service technicians. This structure ensures Members receive fast, local, community-based service, backed by centralized factory expertise for more complex needs.</p> <p>Dealer-Based Service Technicians – Primary Support for Members The first line of service for Sourcewell Members is our extensive network of thousands of dealer-employed service and installation technicians located across more than 3,400 authorized dealer locations in the United States and Canada. These technicians provide:</p> <ul style="list-style-type: none"> • Professional installation of equipment • Routine maintenance and repairs • Warranty service and diagnostics • Localized support that minimizes downtime and maximizes accessibility <p>Dealer technicians are employees of independently owned dealerships but trained to Douglas Dynamics' standards to ensure consistent service quality nationwide.</p> <p>Factory Service Technicians – Advanced Support & Escalation Douglas Dynamics employs 10 factory service technicians, all direct employees, who support our dealer network and Sourcewell Members by providing:</p> <ul style="list-style-type: none"> • Advanced diagnostics and technical troubleshooting • Complex repair support and installation guidance • Warranty escalation assistance • Warranty processing • Technical leadership to resolve issues beyond standard dealer capabilities <p>These factory technicians form the backbone of our advanced service infrastructure,</p>

ensuring consistency, rapid escalation handling, and factory-level expertise.

Training & Certification

Douglas Dynamics provides a structured, multi-tiered training and certification program to develop and maintain technician capability across the dealer network. This program ensures that every technician—from entry-level to advanced—can provide accurate, efficient, and consistent service to Sourcewell Members.

In addition to regional schools and online modules, we offer Beginner, Intermediate, and Master Mechanic levels of training.

Beginner-Level Training

Beginner training builds foundational knowledge for new technicians servicing Douglas Dynamics products. Training is delivered primarily through online modules covering:

- Introduction to electrical systems
- Introduction to hydraulic systems
- Solenoid Coil Activation Test (SCAT)
- FloStat® Straight Blade Hydraulic Circuit Training
- FLEET FLEX electrical system plow functions

These modules prepare technicians for more advanced coursework and are strongly recommended before attending Intermediate-level training.

Intermediate Level Service School

The Intermediate Level Service School is designed for technicians who actively work on Douglas Dynamics snow and ice control products and already possess a fundamental understanding of 12V DC electrical circuits and hydraulic systems.

Students learn:

- New product updates
- 12V DC circuit theory, schematics, and diagnostics
- Hydraulic circuits and schematics
- Hands-on troubleshooting
- Schematic-based problem solving
- Warranty program procedures
- Vehicle-specific technical bulletins
- Proper use of specialized tools and test equipment

Two Training Formats

To make training flexible and accessible, Intermediate courses are offered in two formats:

1. In-Person Regional Schools

Held across the U.S. and Canada, these hands-on sessions incorporate custom-designed mini plow stands equipped with simulated issues that mirror both common and complex service scenarios.

These stands allow technicians to:

- Diagnose intentionally simulated hydraulic, electrical, and mechanical issues
- Practice structured troubleshooting using factory-approved procedures
- Build confidence before performing live service on customer equipment

2. Virtual Intermediate Training

Instructor-led virtual classes deliver the same core curriculum remotely, including:

- Live demonstrations
- Guided schematic walkthroughs
- Real-time Q&A
- Technical updates and best practices

This option provides flexibility for dealers during busy months or staffing limitations.

Technicians are encouraged to complete the Beginner-level online modules prior to attending either version of the Intermediate program.

Master Mechanic Certification Program

The Master Mechanic Program is Douglas Dynamics' highest level of technician certification and represents the top standard of technical excellence within the industry.

Master Mechanic candidates are typically:

- The "go-to" diagnostic expert in their shop
- Highly skilled in troubleshooting across all major product systems
- Strong representatives of their dealership and the broader industry
- Customer-focused with exceptional problem-solving ability

The program challenges technicians through rigorous diagnostic testing, advanced product evaluations, and real-world troubleshooting assessments. Master Mechanic status is awarded only upon successful completion of a rigorous written examination

and a practical, scenario-based hands on test that validates advanced troubleshooting competence.

Integrated Service Model

By combining:

- Local dealer-based technicians,
- Advanced factory support, and
- A comprehensive, multi-level training and certification program,

Douglas Dynamics ensures that Sourcewell Members receive consistent, high-quality service anywhere in the United States and Canada, with rapid escalation and expert assistance whenever needed.

Supporting Attachment:

Q28 – Service School Test Stands.pdf

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Sourcewell participating entities have two primary methods to place orders under the Douglas Dynamics contract. Both options provide flexibility, transparent contract pricing, and efficient order handling.</p> <p>1. Ordering Through Authorized Dealers (Primary Method) Sourcewell Members primarily place orders directly through an authorized FISHER®, SnowEx®, or WESTERN® dealer. Dealer ordering provides the fastest path to local product availability, installation, and ongoing support.</p> <p>Members can locate an authorized dealer through each brand's online Dealer Locator:</p> <ul style="list-style-type: none"> • FISHER: https://fisherplows.com/dealers/ • SnowEx: https://snowexproducts.com/dealer-locator/ • WESTERN: https://westernplows.com/dealers/ <p>Pricing and Quoting Sourcewell Members may obtain contract pricing by:</p> <ul style="list-style-type: none"> • Requesting a quote directly from any authorized dealer, or • Contacting Douglas Dynamics at sourcewellsales@douglasdynamics.com for direct assistance. <p>Authorized dealers have 24/7 access to Sourcewell contract pricing through secure dealer portals on each brand's website, ensuring accuracy, consistency, and compliance.</p> <p>Order Handling Once a member chooses to purchase through a dealer:</p> <ul style="list-style-type: none"> • The dealer reviews in stock inventory and fulfills the order using available product when possible. • If additional product is needed, the dealer submits a purchase order to Douglas Dynamics. • The Douglas Dynamics Inside Sales team provides current production lead times to the dealer. • The dealer communicates timelines, delivery expectations, and installation scheduling to the Member. <p>Installation, Delivery & Invoicing</p> <ul style="list-style-type: none"> • Dealers perform all installation and final delivery. • After installation, the dealer invoices the Sourcewell Member at or below the contracted Sourcewell price. • Dealers submit invoice copies to Douglas Dynamics for audit review. • Douglas Dynamics audits each transaction to ensure pricing accuracy and contract compliance. <p>This process ensures transparency, uniform pricing, and a consistent customer experience across all regions.</p> <p>2. Ordering Through the EqualLevel Marketplace Sourcewell Members may also order Douglas Dynamics products via EqualLevel, Sourcewell's online procurement platform.</p> <p>Although this channel did not generate orders under the current contract (062222 DDY), Douglas Dynamics is fully prepared to support quoting, order processing, fulfillment, and contract compliance through EqualLevel under the new contract term.</p> <p>Summary of Roles Douglas Dynamics (Factory) Responsibilities</p> <ul style="list-style-type: none"> • Provides contract pricing and quote support • Confirms orders and communicates production lead times • Manages factory production scheduling • Performs contract compliance and pricing audits • Offers direct support to Sourcewell Members as needed <p>Authorized Dealer Responsibilities</p> <ul style="list-style-type: none"> • Primary point of sale for Sourcewell Members • Provides contract compliant quotes • Reviews and fulfills orders from available inventory • Submits purchase orders to Douglas Dynamics when needed • Performs all installation, upfitting, and delivery • Provides local service and customer support • Invoices the Member directly using Sourcewell pricing • Submits invoice copies to Douglas Dynamics for audit <p>EqualLevel Marketplace Responsibilities</p> <ul style="list-style-type: none"> • Provides an optional online ordering and procurement channel • Connects Members to contract compliant catalog offerings • Facilitates digital shopping, quoting, and order submission
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<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Douglas Dynamics maintains a comprehensive customer service program designed to provide fast, accurate, and high-quality support to Sourcewell Members and the broader dealer network. Our program is built on cross trained personnel, rigorous performance standards, and strong coordination with our sales and service teams. This structure ensures that Members receive consistent, contract compliant information and timely assistance across all communication channels.</p> <p>Customer Support Team Structure Douglas Dynamics employs 15 Inside Sales/Customer Support Representatives operating from our facilities in Madison Heights, Michigan; Milwaukee, Wisconsin; and Rockland, Maine. While each representative has primary brand responsibilities, all are fully cross trained to support FISHER®, SnowEx®, and WESTERN® products. This cross functional approach ensures rapid, accurate responses no matter which product line or facility receives the inquiry.</p> <p>Territory based assignments help representatives build long-term relationships with dealers and end users, while cross training ensures that calls are never bottlenecked by individual availability.</p> <p>Customer Service Processes and Procedures Douglas Dynamics provides multi-channel support through phone, email, dealer and distributor escalations, and direct collaboration with Regional Sales Managers and factory service technicians.</p> <p>When an inquiry is received, our system automatically routes calls and emails to the next available representative to minimize wait times. Representatives then assess the nature of the request—whether related to product selection, ordering, installation, troubleshooting, or warranties—and resolve it directly whenever possible. Extensive cross training enables most inquiries to be resolved during the first interaction.</p> <p>More complex technical issues are escalated promptly to factory service technicians or Regional Sales Managers. Order-related questions, including lead times and availability, remain within the Inside Sales team, who communicate directly with production and scheduling. All customer interactions are documented, and follow-up actions such as quote generation, confirmations, or escalations are completed quickly to ensure transparency and closure.</p> <p>Response-Time Commitments and Performance Responsiveness is a core performance standard for Douglas Dynamics, and our metrics consistently exceed industry benchmarks. Over the past three years, our Inside Sales team has achieved an average Telephone Service Factor (TSF) of 98.5%, meaning that 98.5% of all inbound calls were answered within 30 seconds or less. In 2025, the team responded to 18,796 inbound calls, maintaining an average speed of answer of just 15 seconds.</p> <p>In addition to responsiveness, Douglas Dynamics closely monitors its Call Abandonment Rate (CAR) as an indicator of accessibility and customer satisfaction. Industry standards typically consider 5% or lower to be excellent, with 5–8% regarded as acceptable. Douglas Dynamics maintains an average abandonment rate of 3.5%, significantly outperforming benchmark expectations and demonstrating our commitment to ensuring that callers reach a representative quickly.</p> <p>Service Performance Incentives and Quality Assurance While Douglas Dynamics does not use a financial incentive structure tied specifically to customer service speed, service quality is reinforced through several internal systems. Representatives are evaluated using metrics such as responsiveness, TSF compliance, first-contact resolution, accuracy of order processing, and customer satisfaction indicators.</p> <p>Ongoing product, system, and process training ensures representatives remain knowledgeable and capable of resolving inquiries without unnecessary escalation. Our customer service function also operates within a structured feedback loop, collaborating closely with Regional Sales Managers, factory service technicians, and Product Management. This continuous exchange of information helps ensure rapid resolution of complex issues and ongoing improvements to both products and support processes.</p> <p>Commitment to Sourcewell Members The Douglas Dynamics customer service program ensures that Sourcewell Members receive rapid access to knowledgeable support, accurate and consistent contract-based information, and clear communication regarding orders, lead times, and product availability. Whether interacting with Inside Sales, dealer partners, or factory service personnel, Members can rely on a responsive, well-coordinated support experience backed by industry leading performance standards.</p>
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31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Douglas Dynamics is fully willing and able to provide our products and services to all Sourcewell participating entities. Our organization has a long, successful history supporting public-sector snow and ice control operations, and we remain committed to delivering reliable equipment, accessible support, and a seamless procurement experience under the cooperative purchasing structure.</p> <p>We serve Sourcewell Members through one of the strongest networks in the industry, with more than 3,400 authorized dealer locations across the United States and Canada. This includes approximately 3,000 U.S. dealers strategically positioned throughout the snow belt to ensure convenient access to equipment, installation services, parts, and in season support. This dealer-led model is supported by Douglas Dynamics Inside Sales, Regional Sales Managers, and factory service technicians, ensuring Members have both local responsiveness and national-level expertise.</p> <p>Our distribution and fulfillment capabilities are built around the fast-paced demands of winter maintenance operations. We maintain national stocking levels and strive to ship most orders within five days of receipt. Internally, our "perfect and yesterday" fulfillment metric—targeting 95% on-time, accurate shipments—drives continuous improvement in both speed and reliability. This performance focus helps public agencies receive equipment and parts when they need them most, particularly during peak winter conditions.</p> <p>Douglas Dynamics has been a committed and successful Sourcewell supplier for many years. Dealers and participating entities consistently report that cooperative purchasing simplifies procurement, accelerates delivery, and provides predictable, contract-governed pricing. We stand ready to continue supporting participating entities with high-quality products, dependable regional service, and the full strength of our North American distribution and support infrastructure.</p>
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Douglas Dynamics is fully willing and able to provide our products and services to all Sourcewell participating entities across Canada. We maintain a strong Canadian market presence supported by approximately 400 authorized Canadian dealers and distributors, each experienced in meeting the needs of municipal, provincial, and federal winter maintenance operations. This network ensures comprehensive regional coverage, enabling agencies to access equipment, installation services, parts, and in season support close to home.</p> <p>Sourcewell's partnership with the Canoe Procurement Group of Canada further enhances the cooperative purchasing experience. This alliance combines Sourcewell's competitively awarded contracts with Canoe's extensive reach within the Canadian public sector, offering streamlined procurement, contract compliant pricing, and simplified acquisition processes for Canadian municipalities, provinces, and nonprofit organizations.</p> <p>Our Canadian distribution partners are well versed in the specialized logistics required to serve the Canadian market, including in country warehousing, customs and importation documentation, freight management, and currency considerations. Their operational expertise ensures timely, predictable fulfillment and dependable support—even in the harshest winter environments in North America.</p> <p>Douglas Dynamics remains committed to delivering high quality products, responsive regional support, and a seamless procurement experience to all Sourcewell–Canoe participating entities throughout Canada.</p>
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Douglas Dynamics does not anticipate any geographic limitations in serving Sourcewell participating entities throughout the United States or Canada, with one exception: Hawaii. Due to the minimal market demand for snow and ice control equipment in Hawaii, Douglas Dynamics does not maintain dealer coverage, distributor infrastructure, or service operations in that state. As a result, we are unable to fully serve that market under the proposed agreement.</p> <p>Across all other U.S. states and all Canadian provinces and territories, Douglas Dynamics maintains full capability and willingness to support Sourcewell participating entities through our established dealer and distributor networks. We are positioned to provide comprehensive product access, installation services, and in season support wherever winter maintenance operations require it.</p>

34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	<p>Douglas Dynamics does not anticipate any limitations in providing full access to our products and services for any Sourcewell participating entity type. All eligible sectors—including government, education, and nonprofit organizations—are fully supported under the proposed agreement.</p> <p>Our nationwide dealer and distributor network is built to serve the public sector uniformly and without distinction between account types. With the sole geographic exception noted previously (Hawaii), we maintain complete capability and willingness to support all participating entities across the United States and Canada.</p> <p>As a result, Douglas Dynamics can promote, deliver, and support our full portfolio of products and services for all approved Sourcewell sectors without exception.</p>	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Douglas Dynamics does not anticipate any special contract requirements or restrictions for Sourcewell participating entities located in Alaska or in the U.S. Territories. We maintain the ability and willingness to support these locations through our established distributor network, leveraging standard contract terms, fulfillment procedures, and support processes.</p> <p>The only exception is Hawaii. Due to the extremely limited market demand for snow and ice control equipment in Hawaii, Douglas Dynamics does not maintain dealer coverage, distribution channels, or service infrastructure within the state. As a result, we are unable to fully serve participating entities in Hawaii under the proposed agreement.</p> <p>Outside of Hawaii, Douglas Dynamics does not foresee any geographic limitations, special conditions, or restrictions that would affect participating entities in Alaska or any U.S. Territory.</p>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes. Douglas Dynamics will extend all terms, conditions, and pricing of any awarded Master Agreement to nonprofit entities that are active Sourcewell members. We recognize that nonprofit organizations are eligible participants within the Sourcewell cooperative purchasing program, and we are fully committed to providing these entities with the same level of access, support, and contract benefits as all other participating sectors.</p>	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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<p>37</p>	<p>Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>Douglas Dynamics employs a comprehensive, multi-channel marketing strategy to promote our products and the cooperative purchasing advantages available through our Sourcwell agreement. Our approach combines national industry visibility, regional engagement, digital outreach, and strong dealer-based communication to ensure that Sourcwell Members are fully aware of the contract and can easily access its benefits.</p> <p>Industry Engagement and National Visibility Douglas Dynamics maintains an active presence in leading industry organizations including NTEA, SIMA, Snowfighter’s Institute, and Influential Encounters. We participate annually in major national events—such as Work Truck Week, the SIMA Symposium, and Equip Expo—where Sourcwell contract information is exhibited prominently through banners, co-branded displays, and informational handouts. These events allow us to reach key public sector decision makers and reinforce the visibility of the cooperative purchasing program.</p> <p>Regional and Municipal Outreach In addition to national shows, we participate in an extensive schedule of regional and municipal conferences including APWA chapter events, statewide snowplow rodeos, the New England Public Works Expo, Minnesota Fall Maintenance Expo, NYC Fleet Show, the North American Snow Conference, and numerous state specific public works expos. At these events, our teams engage directly with fleet supervisors, public works directors, and procurement officials.</p> <p>Marketing Channels and Dealer Support Douglas Dynamics promotes our products, partnerships, and procurement pathways through a coordinated mix of digital and physical channels. These include brand websites, social media platforms, printed brochures, digital advertising, email campaigns, dealer advertising programs, and in person product demonstrations.</p> <p>Where appropriate, Sourcwell messaging—such as informational flyers, landing pages, and co-branded assets—is incorporated into these channels to reinforce contract awareness.</p> <p>Because authorized dealers serve as the primary point of sale for most Sourcwell Members, we also provide targeted dealer facing materials, including:</p> <ul style="list-style-type: none"> • Co-branded Sourcwell sales collateral • Point of sale signage and displays • Digital assets for dealer websites and social media • Contract details, FAQs, and quote support tools <p>Regional Sales Managers supplement these materials with ongoing field visits and training sessions to ensure consistent and accurate contract representation across the entire dealer network.</p> <p>Post Award Marketing Launch Plan Upon contract award, Douglas Dynamics will execute a structured rollout plan designed to ensure immediate visibility and adoption of the new Sourcwell agreement:</p> <ul style="list-style-type: none"> • Weeks 1–2: Issue contract launch announcement to dealers and distributors; update Sourcwell pages on all brand websites; update both internal and dealer-facing documentation and processes. • Month 1: Train Regional Sales Managers and Inside Sales staff on contract changes; distribute refreshed marketing collateral; begin a coordinated dealer engagement campaign. • Months 1–3: Highlight the contract in social media posts, email campaigns, and digital ads; feature Sourcwell branding at all trade shows, conferences, and field events. • Annually: Integrate Sourcwell messaging into preseason stocking programs, major product launches, and national marketing campaigns to maintain year-round awareness. <p>Supporting Attachments: Please note that one example of each document was included for each brand, however, all assets exist for all three brands.</p> <p>Q37 – FISHER Auto Speed Control.pdf Q37 – FISHER Sourcwell Canoe FAQ.pdf Q37 – FISHER Sourcwell Flyer.pdf Q37 – FISHER Trade Show Booth Sourcwell.pdf Q37 – SnowEx Sourcwell Guidelines.pdf Q37 – SnowEx Spreader Brochure.pdf Q37 – SnowEx Trade Show Booth Sourcwell.pdf Q37 – Sourcwell-DD Flyer.pdf Q37 – WESTERN Sales Bulletin 062222-DDY Award.pdf Q37 – WESTERN Snowplow Brochure.pdf Q37 – WESTERN Sourcwell Canoe Flyer.pdf Q37 – WESTERN Trade Show Booth Sourcwell.pdf</p>
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<p>38</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>Douglas Dynamics uses a sophisticated digital marketing ecosystem to reach customers, strengthen brand engagement, and support our dealer network. Our approach integrates website analytics, behavioral insights, paid digital media, social media engagement, and dealer level content automation to ensure highly targeted and effective outreach.</p> <p>Brand Websites and Customer Journey Optimization Our brand websites—fisherplows.com, westernplows.com, and snowexproducts.com—serve as the central hubs for product education and lead generation. Each site provides detailed product information, specifications, application guidance, and selection tools designed to help customers identify the correct equipment for their vehicle and operational needs.</p> <p>These sites are optimized for the customer journey: digital behavior data helps us refine navigation paths, page content, search functionality, and product recommendation logic. Once customers identify the right product, website flows direct them to our dealer locator, connecting them instantly to their closest authorized dealer.</p> <p>We recently expanded our digital capabilities with a robust lead generation system that allows customers to request quotes tailored to their specific vehicle and application. These leads are routed directly to authorized dealers, improving conversion and accelerating the sales process.</p> <p>Audience Targeting and Digital Advertising Understanding the core audience profiles for the FISHER®, SnowEx®, and WESTERN® brands is central to our digital strategy. Insights into audience demographics, equipment preferences, geographic trends, and seasonal demand cycles allow us to target messages precisely across multiple digital platforms.</p> <p>Douglas Dynamics partners with industry leading marketing providers to execute multi tactic campaigns, including:</p> <ul style="list-style-type: none"> • Geofencing to reach snowbelt customers and storm impacted regions • Digital display and remarketing to stay visible throughout the customer research cycle • YouTube pre roll and connected TV to extend reach and reinforce brand recognition • Search and social retargeting to convert high intent audiences <p>These campaigns are data driven and continually optimized based on click through rates, engagement, conversion data, and geographic performance trends.</p> <p>Social Media Strategy and Real Time Content Deployment Across Facebook, Instagram, TikTok, and other channels, our three primary snow and ice brands maintain a combined following of over 200,000 users. Social platforms serve as highly effective tools for both brand storytelling and event driven engagement.</p> <p>During winter storms, Douglas Dynamics uses targeted social media campaigns to reach operators and fleet managers in affected regions. These campaigns drive traffic directly to dealer locators at moments when customers are most urgently seeking equipment, parts, or service—a critical advantage during peak-season demand.</p> <p>Dealer Social Content Delivery Program To support our dealer network, we offer an automated Social Content Delivery Program that publishes manufacturer created content directly to participating dealers’ Facebook, Instagram, LinkedIn, and Google Business pages. This program ensures:</p> <ul style="list-style-type: none"> • Consistent and professional messaging • Increased reach to local audiences who follow dealer accounts • Greater engagement through direct messages and inquiries • Stronger alignment between national brand campaigns and local dealer marketing <p>This technology-driven program allows dealers to benefit from our content creation capabilities while maintaining an active and relevant local presence.</p> <p>Supporting Attachments: Q38 – Digital Asset Links.pdf Q38 – Facebook & Instagram Content.pdf</p>
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<p>39</p>	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>Douglas Dynamics views Sourcewell as a strategic partner in promoting cooperative purchasing opportunities for public sector agencies throughout North America. Sourcewell plays a critical role in increasing awareness of competitively awarded contracts and helping participating entities understand the value, compliance advantages, and procurement efficiencies these agreements provide. Their visibility, credibility, and communication channels significantly amplify the reach and impact of our awarded contracts.</p> <p>Sourcewell's Role in Promoting the Contract We greatly appreciate the promotional support Sourcewell has provided during previous contract periods and view that partnership-driven approach as essential to maximizing contract utilization. Sourcewell's promotional activities—such as featuring awarded vendors on its website, publishing contract announcements, and engaging members through newsletters and digital communications—help drive participating entities directly to our brands and dealer network. Additionally, the co-branding assets Sourcewell provides enable our teams and dealers to accurately represent the partnership in marketing materials, strengthening brand trust and recognition among public-sector customers.</p> <p>Integrating a Sourcewell-Awarded Contract into Our Sales Process Douglas Dynamics follows a structured and process-driven approach to ensure seamless integration of a new Sourcewell contract across all brands, sales channels, and dealer networks. Upon award, we develop and distribute a formal Standard Operating Procedure outlining contract pricing, eligibility requirements, documentation protocols, and internal responsibilities. This SOP becomes the foundation for internal alignment and dealer communication.</p> <p>Comprehensive sales training is then delivered to our Regional Sales Managers, Inside Sales teams, and other customer-facing staff to ensure they can confidently support our dealers and Sourcewell Members. We also communicate contract details to our national dealer network through targeted announcements, contract guides, and ready-to-use marketing assets. Dealers receive clear instructions on how to quote, process, and fulfill Sourcewell transactions, ensuring consistency across the network.</p> <p>Finally, all relevant systems—brand websites, dealer portals, marketing resource hubs, and sales tools—are updated to ensure that contract information is easily accessible and current. This ensures our teams and dealers have seamless access to the materials and guidance they need to support participating entities from day one.</p> <p>Douglas Dynamics values our relationship with Sourcewell and remains committed to strengthening this partnership. We look forward to continuing to work together to deliver high quality snow and ice control solutions through a trusted, nationally recognized cooperative purchasing program.</p>
<p>40</p>	<p>Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>Douglas Dynamics supports e-procurement through multiple digital channels designed to streamline ordering, improve accuracy, and support dealer led fulfillment for public sector customers.</p> <p>Internal E-Commerce Ordering Systems Douglas Dynamics provides secure, online dealer and distributor portals that enable authorized partners to place orders electronically. These platforms offer real time access to product details, inventory visibility, pricing, order tracking, and documentation specific to each brand.</p> <p>Current ecommerce capabilities support:</p> <ul style="list-style-type: none"> • WESTERN® dealers • FISHER® dealers • SnowEx® distributors <p>While governmental and educational entities do not place orders directly through these portals, a substantial portion of public sector transactions are fulfilled through them. Dealers and distributors use these systems behind the scenes to quote, configure, and place orders on behalf of Sourcewell Members, ensuring fast, accurate, and contract compliant processing.</p> <p>Availability Through EqualLevel / BuySourcewell In addition to our internal systems, Douglas Dynamics also participates in Sourcewell's EqualLevel Network / BuySourcewell marketplace. This platform provides a centralized, digital environment where public, educational, and nonprofit agencies can begin their procurement process online.</p> <p>Through EqualLevel / BuySourcewell:</p> <ul style="list-style-type: none"> • Participating entities can view Douglas Dynamics products and request quotes directly. • Douglas Dynamics responds with contract compliant pricing and guidance. • We then direct the agency to the appropriate authorized dealer or distributor to complete the transaction under the Sourcewell contract. <p>While participating within the EqualLevel marketplace has been limited, it remains a fully supported pathway for customers who prefer a digital procurement starting point.</p>

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

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Douglas Dynamics offers a comprehensive suite of product, equipment, maintenance, and operator training resources that support both our authorized dealer network and, by extension, Sourcewell participating entities. While most technical training is provided directly to dealers and their technicians, Sourcewell Members benefit from these programs through improved service capability, consistent installation quality, and faster issue resolution.</p> <p>Dealer Service School Training (Provided at No Cost) Our FISHER®, SnowEx®, and WESTERN® Technical Service teams conduct annual, instructor led service school training sessions for authorized dealers and their technicians. These sessions are offered at no cost to attendees and cover a full range of product and service competencies.</p> <p>Training is delivered using custom built diagnostic training stands outfitted with simulated issues, enabling technicians to practice identifying and resolving real world service scenarios in a controlled environment. These service schools are hosted at multiple locations nationwide to maximize accessibility for our dealer network.</p> <p>Because dealers are the primary service providers for Sourcewell Members, this robust training ecosystem ensures that public-sector agencies receive consistent, high-quality support from well prepared technicians.</p> <p>Master Mechanic Certification (Advanced, Optional) For highly experienced dealer technicians, our FISHER and WESTERN brands offer an optional Master Mechanic Certification track. Achieving “Master Qualified” status requires passing both a comprehensive written exam and a hands on diagnostic evaluation. This certification represents the highest level of proficiency in Douglas Dynamics equipment service and further strengthens the technical expertise available to Sourcewell Members through our dealer network.</p> <p>24/7 Online Training Resources (Free and Publicly Accessible) All Douglas Dynamics brands maintain extensive online learning and reference libraries that are available free of charge to dealers, fleet managers, operators, and Sourcewell Members. These resources include:</p> <ul style="list-style-type: none"> • Installation instructions • Operation and maintenance manuals • Troubleshooting guides • Product reference materials and specifications <p>These materials support self guided learning and provide immediate access to essential product information, enhancing both operator readiness and fleet maintenance efficiency.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>Douglas Dynamics delivers industry leading snow and ice control solutions supported by more than 70 years of engineering expertise and a portfolio of over 200 issued U.S. and Canadian patents. These innovations span hydraulic systems, electronic controls, trip and contour following mechanisms, material delivery technologies, downforce systems, and advanced quick mount architectures. This foundation drives the advanced capabilities found across our WESTERN®, FISHER®, and SnowEx® products. While the innovations described below are offered across our portfolio, certain capabilities originated within individual product families; therefore, they are presented in a structured format for clarity</p> <p>Snow Control Technology Advances</p> <p>WESTERN® Snowplows Municipal focus: adaptability, durability, and uptime</p> <p>Hydraulic Wing & Articulation Systems Technology: Patented hydraulic wing and pivot systems enabling multiple blade configurations. Advantage: Operators can rapidly adjust plow configuration without leaving the cab. User Value: Cleaner scraping in fewer passes — saves time, fuel, and labor.</p> <p>High Strength Blade Structures Technology: Reinforced blade frames with high carbon steel cutting edges. Advantage: Withstands heavy municipal duty cycles. User Value: Longer equipment life — reduces repair events and lifecycle cost.</p> <p>Vehicle Specific Mounting Systems Technology: Engineered mounts designed specifically for each vehicle platform. Advantage: Faster, more intuitive installation/removal. User Value: More trucks can be placed in service quickly during storms.</p> <p>Corrosion Resistant Electrical & Hydraulic Protection</p>

Technology: Sealed connectors, protected harnessing, and corrosion resistant coatings.
 Advantage: Protects critical systems from salt and moisture.
 User Value: Reduces electrical failures and storm time downtime.

FISHER® Snowplows

Municipal focus: precision control, surface contouring, heavy duty reliability

TRACE™ Contour Following Cutting Edge

Technology: Independently moving cutting edge sections that follow irregular road profiles.
 Advantage: Maintains full blade contact on uneven or mixed condition surfaces.
 User Value: Superior scraping in fewer passes — reduces salt use and rework.

Independent Trip Edge Protection

Technology: Moldboard stays upright while trip edges absorb impacts independently.
 Advantage: Protects the plow and truck from road hazards.
 User Value: Fewer breakdowns during storms — enhances operator safety.

Minute Mount® 2 Attachment System

Technology: Fast, two lever mechanical attachment.
 Advantage: Reliable hookup even in harsh conditions.
 User Value: Keeps operators moving — reduces time lost to equipment changes.

FLEET FLEX™ Plow Control Architecture

Technology: Brand specific standardized plow wiring and controls.
 Advantage: One wiring/control system supports multiple plow models within the brand.
 User Value: Simplifies technician training and reduces spare parts inventory.

SnowEx® Snowplows

Municipal focus: operator efficiency, downforce performance, simplified operation

AUTOMATIXX® Power Assisted Attachment

Technology: Push button, power assisted mounting.
 Advantage: Enables single operator hookup quickly and safely.
 User Value: Reduces labor requirements and keeps more trucks available.

Scrape Maxx™ Downforce Technology

Technology: Hydraulic downforce applied directly to the plow.
 Advantage: Increases blade engagement with the surface.
 User Value: Cleaner scraping and better backdragging — reduces material usage.

Simplified Electrical & Anti-Theft Architecture

Technology: Integrated security coding with simplified wire routing.
 Advantage: Lower failure rates and improved asset protection.
 User Value: Reduces operational risk and electrical troubleshooting time.

Ice Control Technology Advances

Hopper Spreaders

WESTERN® Hopper Spreaders

Durability, flow reliability, and material efficiency

HELIXX™ Shaftless Full Length Auger

Technology: Patented corkscrew style auger with no center shaft.
 Advantage: Prevents bridging and ensures consistent flow.
 User Value: Uses less salt for the same coverage — saves money.

Optimized Poly Hopper Geometry

Technology: Molded polyethylene feeder angles tuned for material flow.
 Advantage: Material slides freely even in wet/frozen conditions.
 User Value: Less downtime clearing jams — increases uptime.

Tri Shield™ Liquid Integration

Technology: Integrated prewet and direct liquid application system.
 Advantage: Improves melting efficiency at lower granular rates.
 User Value: Reduces salt consumption — supports environmental goals.

Auto Speed Control™ (Patent Pending)

Technology: OBD II linked automatic rate control.
 Advantage: Consistent application regardless of vehicle speed.
 User Value: Prevents over application, reduces costs, and logs usage for reporting.

FISHER® Hopper Spreaders

Corrosion resistance, consistent output, jam prevention

POLY CASTER™ Poly Hopper

*

Technology: Corrosion free poly construction with steel auger delivery.
 Advantage: Withstands aggressive salt exposure.
 User Value: Extends service life — lowers total cost of ownership.

Two Stage Auger Delivery with Auto Reverse

Technology: Automatic obstruction clearing.
 Advantage: Maintains output through mixed materials and clumps.
 User Value: Keeps operators spreading instead of performing manual clean outs.

Auto Speed Control™

Technology: Automatic spread rate modulation tied to vehicle speed.
 Advantage: Ensures consistent material delivery.
 User Value: Reduces wasted material — improves operational accuracy.

SnowEx® Hopper Spreaders

Advanced material efficiency and fleet friendly design

HELIXX™ Corkscrew Auger (Patent Pending)

Technology: Full length corkscrew auger design.
 Advantage: Eliminates clumping and ensures uniform discharge.
 User Value: Uses less material while maintaining coverage — saves money.

Cab Forward Hopper Geometry

Technology: Weight optimized hopper positioning.
 Advantage: Reduces frame stress and minimizes leakage.
 User Value: Protects vehicle assets and reduces spill cleanup.

Auto Speed Control™ with Usage Analytics

Technology: Logs material rates and total application volumes.
 Advantage: Provides verifiable usage and compliance documentation.
 User Value: Supports accountability and budgeting for municipal agencies.

Tailgate Spreaders (All Brands)

Compact versatility, backup capacity, precise application

- WESTERN®: Corrosion resistant electric tailgate units designed for smaller trucks.
- FISHER® SPEED CASTER™: Independent auger/spinner motors with auto reverse for obstruction clearing.
- SnowEx®: Adjustable spinner height and internal baffle control for predictable patterns.

User Value: More trucks can be quickly deployed for snow events — increases fleet flexibility.

Liquid Ice Control Systems

WESTERN®

- Tri Shield™ Liquid Integration
- Technology: Shared control interface for granular and liquid applications.
 Advantage: One control platform across trucks.
 User Value: Simplifies training and parts stocking.

FISHER®

- Integrated Pre Wet Compatibility
- Technology: Liquid accessories controlled through spreader architecture.
 Advantage: Enhances granular effectiveness.
 User Value: Faster results with less salt.

SnowEx®

- Liqui Maxx™ Modular Liquid Systems
- Technology: GPS based rate control (optional) adjusts flow to speed.
 Advantage: Precision application with minimal operator input.
 User Value: Reduces waste and environmental impact.
 - Three Zone Spray Control

Technology: Independently controlled left/center/right spray zones.
 Advantage: Avoids overspray into curbs and medians.
 User Value: Material savings and reduced environmental impact.
 - Triple Threat™ Capability

Technology: One machine can spread dry, prewet granular, or apply liquid.
 Advantage: Maximizes route versatility.
 User Value: Fewer trucks and passes needed — saves time and money.

Across snowplows, spreaders, tailgate units, and liquid systems, Douglas Dynamics delivers patented, operator centric technologies that improve scraping performance, ensure consistent material application, reduce salt usage, lower environmental impact, increase uptime, and extend equipment life. These advancements help Sourcewell Members operate more efficiently, safely, and cost effectively throughout the winter season.

Supporting Attachment:

		Q42 – DD Patent List.pdf
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Douglas Dynamics is committed to reducing the environmental impact of its operations, logistics, and product portfolio. Our sustainability strategy focuses on lowering emissions, reducing waste, improving energy efficiency, and designing durable, lower impact products. The following initiatives outline our current programs and the certifying agencies or governing standards associated with each.</p> <p>Energy & Emissions Reduction Implementation of LED lighting, high efficiency HVAC, reflective roofing, and facility process improvements has reduced Scope 1 and Scope 2 emissions. Standards used: GHG Protocol; EPA Energy Star Guidelines.</p> <p>Renewable & Clean Energy Use Several facilities source renewable electricity, aligned with EPA Green Power Partnership principles.</p> <p>Transportation Emissions Reduction Douglas Dynamics follows EPA SmartWay freight efficiency practices, with SmartWay certification targeted as a near term goal.</p> <p>Waste Reduction & Diversion We divert more than 6,000 tons of materials annually—including steel, cardboard, plastics, and wood—and are preparing for third party waste diversion certification. Certifying bodies: GreenCircle Certified; UL 2799 Zero Waste to Landfill Standard.</p> <p>Environmentally Responsible Product Design Products are engineered for durability, recyclability, and lower lifecycle impact. More than 90% of hopper spreader models are now electric, significantly reducing end user emissions. Standards referenced: ISO 14040 / ISO 14044 (Life Cycle Assessment).</p> <p>Water & Pollution Prevention Reduced flow and closed loop water systems, stormwater protections, and safer surface treatments ensure compliance with EPA Clean Water Act and EPA RCRA protocols.</p> <p>Sustainable Supply Chain Suppliers are encouraged to maintain environmental management systems aligned with ISO 9001 / ISO 14001 and sustainability focused codes of conduct.</p> <p>Employee & Community Engagement Our sustainability culture includes employee volunteerism, environmental training, and ESG governance aligned with SASB and TCFD frameworks. Hybrid Work Environmental Benefits Hybrid work models reduce commuter emissions, facility energy usage, and resource consumption, supporting operational sustainability goals.</p> <p>In summary, Douglas Dynamics embeds sustainability across its operations and product lifecycle, with externally recognized standards supporting energy efficiency, emissions reduction, waste diversion, responsible design, and supply chain stewardship. The company is actively pursuing EPA SmartWay and Waste Diversion From Landfill certifications to further strengthen its environmental commitments.</p> <p>Supporting Attachments: Q43 – 2024 DD ESG Impact Report.pdf Q43 – DD Environmental Health & Safety Vision.pdf</p>

<p>44</p>	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>Douglas Dynamics has not received third party eco labels or product specific environmental certifications for the Solutions included in this Proposal. Snowplows, hopper spreaders, tailgate spreaders, liquid systems, and other municipal snow/ice control attachments are not covered by any recognized cradle to cradle, energy efficiency, or sustainability labeling programs. As a result, no formal eco labels currently apply to this category of equipment across the industry.</p> <p>Although no product level eco labels exist for snow and ice control equipment, Douglas Dynamics aligns its environmental strategy with several globally recognized environmental frameworks and operational standards that guide our sustainability performance and reporting practices.</p> <p>Environmental Frameworks & Standards We Follow While these are not product level labels, they are reputable third-party standards that shape our corporate environmental governance:</p> <ul style="list-style-type: none"> • Greenhouse Gas Protocol (GHG Protocol) – used for Scope 1 and Scope 2 emissions measurement and reporting. • SASB (Sustainability Accounting Standards Board) – incorporated into our ESG governance framework. • TCFD (Task Force on Climate Related Financial Disclosures) – used for climate risk analysis and reporting alignment. <p>Supplier & Operational Standards Referenced Douglas Dynamics integrates responsible manufacturing practices across its operations and supply chain, including:</p> <ul style="list-style-type: none"> • Preference for strategic suppliers who maintain ISO 14001 Environmental Management System certifications. • Internal adoption of EMS aligned practices, continuous improvement systems, and responsible resource management standards. <p>Because no industry recognized eco labels apply to municipal snow and ice control equipment, Douglas Dynamics' Solutions are not eligible for product specific environmental certifications. Instead, our environmental commitments are grounded in globally recognized frameworks—such as the GHG Protocol, SASB, and TCFD—supported by environmentally responsible operational practices and supplier expectations. This ensures that sustainability considerations are embedded throughout our operations even in the absence of formal product-level eco labels.</p>
<p>45</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>Douglas Dynamics provides Sourcewell participating entities with a uniquely comprehensive and dependable portfolio of snow and ice control solutions. Our products are widely used by municipalities, DOTs, campuses, and public works departments across North America, delivering the durability, reliability, and operator friendly design that public sector fleets require. Supported by an extensive dealer network, advanced engineering, and proven operational quality systems, Douglas Dynamics offers a complete and low risk solution for fleet managers responsible for essential winter operations.</p> <p>1. One of the Industry's Broadest Portfolios Douglas Dynamics offers one of the largest municipal ready portfolios available through a cooperative contract, including:</p> <ul style="list-style-type: none"> • Straight blades, V plows, winged plows, and contour following plows • Attachments for tractors, loaders, skid steers, UTVs, and sidewalk machines • Hopper spreaders, tailgate spreaders, and advanced liquid ice control systems • Integrated dry, prewet, and liquid application options <p>This breadth allows agencies to standardize with one supplier, reduce procurement complexity, and simplify operator training and fleet management.</p> <p>2. Advanced Technologies that Improve Efficiency, Material Use & Operator Performance Across our product lines, Douglas Dynamics incorporates technologies that directly benefit municipal operations:</p> <p>Automated Rate Control (Auto Speed Control™)</p> <ul style="list-style-type: none"> • Maintains consistent material application regardless of vehicle speed • Reduces salt usage and environmental impact • Logs usage for compliance, budgeting, and route reporting <p>Advanced Material Delivery (HELIXX™ auger technology)</p> <ul style="list-style-type: none"> • Prevents clumping and bridging • Ensures predictable and consistent flow • Uses less salt while improving coverage <p>Quick Attachment & Down Force Systems</p> <ul style="list-style-type: none"> • Fast, reliable attachment systems improve fleet readiness • Hydraulic down force options enhance scraping, especially in backdragging • Reduce operator error and minimize training time <p>Precision Scraping & Contour Following Technologies</p>

- Cutting edges that adapt to road contour
- Improved surface contact in fewer passes
- Reduced need for repeat plowing and extra salt

Corrosion Resistant & Durable Construction

- Poly and stainless hopper designs
- Reinforced plow frames and protected electrical systems
- Lower lifecycle cost and longer fleet service life

These technologies provide measurable benefits: fewer passes, less salt, lower costs, improved operator consistency, and greater uptime.

3. Local Dealer Support — Fast, Accessible, In Season Service

Douglas Dynamics' nationwide dealer network provides Sourcewell Members with:

- Local sales guidance and product expertise
- Professional installation and upfitting
- Trained technicians and warranty service
- On hand parts and rapid response during storms

This dealer first model is a critically important differentiator. Municipalities depend on uptime during winter storms, and Douglas Dynamics offers one of the most accessible, reliable service networks in North America.

4. Total Cost of Ownership (TCO) Focused Designs

Our solutions reduce lifecycle cost through:

- Long lasting structural designs
- Corrosion resistant materials and sealed electrical systems
- Simplified controls for multi operator fleets
- Technologies that reduce material usage and rework
- Standardized Sourcewell pricing for predictable budgeting

Agencies benefit from reduced maintenance, improved equipment life, lower salt consumption, and fewer operational disruptions.

5. Proven Adoption Across the Public Sector

Douglas Dynamics products are already used extensively by:

- Municipal public works departments
- State DOT fleets
- Airports and transportation agencies
- Universities and large campuses
- Parks, recreation, and facilities departments

This widespread adoption lowers implementation risk, simplifies fleet training, and ensures widespread familiarity among operators and technicians.

6. Douglas Dynamics Management System (DDMS) — Built-In Quality and Consistency

The Douglas Dynamics Management System (DDMS) is a key differentiator that enhances the reliability of our solutions. DDMS is a proven operational framework grounded in lean principles and structured problem solving. Its core elements include:

- Understanding customer needs
- Using data to drive decisions
- Simplifying processes
- Working as one unified team

For more than 15 years, DDMS has ensured world class quality, consistency, and continuous improvement across our operations. Municipal customers benefit directly through equipment that is predictable, dependable, and backed by a disciplined quality system.

Supporting Attachment:

Q45 – Douglas Dynamics Management System DDMS.pdf

<p>46</p>	<p>Describe any control layout and automation features such as joystick-based controls, integrated touchscreens, preset operating modes, or automated blade/broom/spray functions your solution offers to reduce operator workload and minimize repetitive motions.</p>	<p>Douglas Dynamics designs its control systems to reduce operator workload, support multi operator fleet environments, and minimize repetitive motions during extended winter operations. Our controls prioritize intuitive layouts, ergonomic interfaces, and automation features that streamline tasks so operators can stay focused on safely navigating winter conditions.</p> <p>Consistent, Fleet Friendly Controls Across plows, spreaders, and liquid systems, Douglas Dynamics uses consistent button layouts, iconography, and control logic. This unified approach minimizes cognitive load and eliminates the need for operators to relearn controls when moving between vehicles — a common scenario during municipal storm response. The result is faster reaction time, fewer operational errors, and a smoother transition for seasonal or newly assigned operators.</p> <p>Ergonomic Handheld and Joystick Interfaces To accommodate different operator preferences and cab environments, our systems offer both handheld and joystick control options.</p> <ul style="list-style-type: none"> • Joystick controls consolidate multiple blade movements into intuitive, one-handed motions, reducing repetitive button presses. • Handheld controllers feature glove friendly buttons and simple, predictable layouts that work reliably in cold, wet, and low visibility conditions. <p>These ergonomic designs reduce physical strain and support long-duration shifts typical in municipal operations.</p> <p>One Touch Preset Modes for Faster Operation Plows and spreaders incorporate preset operating modes that streamline repetitive tasks. Examples include:</p> <ul style="list-style-type: none"> • One touch plow configurations (V, scoop, angle, and wing deployment) • Preset spreader functions like blast or max output <p>These presets eliminate repeated manual adjustments and allow operators to quickly adapt to intersections, alleys, or changing road conditions without taking attention away from driving.</p> <p>Auto Speed Control™ – Intelligent Material Automation Auto Speed Control™ automatically adjusts material output based on vehicle speed using OBD II data. Operators set the desired application rate once, and the system handles the rest — reducing mental workload, enhancing consistency, and limiting the need for constant rate adjustments in stop and go conditions. The system also logs material usage, improving budget accountability and route reporting.</p> <p>Integrated Diagnostics and Operator Alerts Visual alerts provide real-time feedback on hopper levels, controller performance, speed mismatches, or system issues. These integrated diagnostics reduce the need for constant equipment monitoring and help operators quickly identify and resolve issues before they affect performance.</p> <p>Unified Dry, Pre Wet, and Liquid Control For operations using liquids, Douglas Dynamics offers single controller management of granular spreading, prewetting, and liquid application — including optional multi zone spray control. This consolidates multiple adjustment points into one interface and supports faster transitions between materials, fewer repetitive switch movements, and more precise application.</p> <p>Smooth, Predictable Hydraulic Response Electronically optimized hydraulic functions ensure consistent blade movement, adjustable drop speed, and smooth, predictable operation. This reduces operator fatigue, prevents abrupt blade actions, and delivers a comfortable, confidence inspiring control feel throughout a long shift.</p>
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<p>47</p>	<p>Describe any high-visibility features such as reflective or LED plow markers or enhanced lighting packages your equipment offers.</p>	<p>Douglas Dynamics integrates multiple high visibility and safety-focused features across its plows, spreaders, and liquid systems to improve operator awareness and enhance fleet safety during low light, nighttime, and adverse weather operations. These features help operators maintain control in challenging conditions while alerting surrounding traffic and pedestrians to active snow and ice control work.</p> <p>1. LED Headlamps for Plows (Enhanced Forward and Peripheral Visibility) Douglas Dynamics offers snowplow specific LED headlamp packages engineered for harsh winter environments. These lighting systems provide:</p> <ul style="list-style-type: none"> • A wide, even light pattern for stronger forward and side visibility • Reduced glare and operator eye fatigue during extended night shifts • Sealed, vibration resistant construction to withstand moisture, impact, and road salt • Clear visibility of plow structure, blade position, and the plowing path <p>Fleet Value: Safer night operations, improved operator confidence, and enhanced situational awareness.</p> <p>2. High Visibility Blade Guides (Edge Awareness & Safety) All Douglas Dynamics plows offer:</p> <ul style="list-style-type: none"> • High visibility poly blade guides with reflective tape • Tall blade guide options that remain visible above snowbanks • Clear indication of blade width, curb proximity, and plow edges <p>Operator Benefit: Better precision near curbs, parked cars, sidewalks, and pedestrian areas — reducing property damage and improving public safety.</p> <p>3. LED Strobe Light Kits (Active Operation Visibility) Our hopper spreaders, tailgate spreaders, and liquid systems support plug and play LED strobe kits that:</p> <ul style="list-style-type: none"> • Provide high intensity flashing alerts to nearby vehicles and pedestrians • Enhance visibility from long distances and multiple angles • Meet the needs of municipal work zone safety protocols <p>Municipal Value: Reduced accident risk during spreading operations, especially on busy roadways or in poor visibility conditions.</p> <p>4. Rear Work Lights (Material Flow & Work Zone Illumination) Douglas Dynamics offers rear mounted LED work lights designed to illuminate:</p> <ul style="list-style-type: none"> • The spinner or chute • Liquid spray zones • Immediate rear work area <p>These lights are high output, moisture sealed, and designed to reduce nighttime inspection effort. Operator Benefit: Faster material checks, clearer visibility of output patterns, and safer maneuvering in dark yards, alleys, and road shoulders.</p> <p>5. Integrated Lighting for Tailgate Spreaders & Liquid Systems Tailgate spreaders and liquid spray systems incorporate dedicated LED lighting packages, allowing operators to clearly see:</p> <ul style="list-style-type: none"> • Material flow • Spray patterns • Hose and boom locations • Rear obstacles in low light conditions <p>Municipal Value: Improved accuracy of application rates and safer operation during storm events.</p> <p>Supporting Attachment: Q47 – WESTERN NIGHTHAWK™ LED Headlamp Video.pdf</p>
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<p>48</p>	<p>Describe any protective guarding, emergency stop features, audible or visual alerts, or temperature-aware sensors your equipment offers.</p>	<p>Douglas Dynamics integrates a wide range of protective guarding, automated safety functions, and operator alert features across its plows, spreaders, tailgate units, and liquid systems. These features work together to protect operators, equipment, surrounding vehicles, and pedestrians while ensuring consistent, predictable performance during demanding winter operations.</p> <p>Protective Guarding for Operator & Equipment Safety To prevent injuries and protect mechanical components, Douglas Dynamics equipment includes:</p> <ul style="list-style-type: none"> • Hopper screens and top grates that block large chunks, debris, and foreign objects from entering augers or conveyors, reducing the risk of jams or unsafe manual clearing. • Guarded and enclosed spinner assemblies and chutes, helping contain thrown material and ensuring discharge is directed where intended. • Shielded plumbing, spray lines, and liquid booms to protect against impact damage, abrasion, and freezing. • Sealed electrical and hydraulic components that resist moisture, salt, and debris infiltration, improving reliability in harsh conditions. <p>These elements collectively help prevent accidental contact with moving parts and minimize the likelihood of mechanical failures that can disrupt municipal operations.</p> <p>Emergency Stop & Fail-Safe Behaviors Douglas Dynamics systems incorporate automated safety logic to prevent unintended operation:</p> <ul style="list-style-type: none"> • Automatic material shutoff when the vehicle stops or exceeds preset road speeds, preventing accidental spreading between sites or in traffic. • Ignition linked shutdown that halts electric spreaders when vehicle power is turned off. • Auto reverse auger protection, which clears obstructions without requiring operators to manually intervene. • Rapid stop functionality on select non truck and sidewalk units, including operator-controlled kill switches for dense pedestrian environments. • Hydraulic pressure relief and cushioning valves that protect plow components from over pressure conditions and ensure smooth, predictable blade movement even in extreme cold. <p>These fail safes help reduce operational risk and protect both the operator and the equipment during intense winter events.</p> <p>Audible & Visual Alerts for Situational Awareness To minimize distraction and support safe decision making, Douglas Dynamics includes:</p> <ul style="list-style-type: none"> • Digital status alerts for system faults, empty hopper conditions, speed mismatches, or material flow changes. • Mode and output indicators, clearly showing when high output, blast, or specialized functions are active. • Integrated strobes and work lights that enhance visibility for both operators and surrounding traffic, particularly in low light conditions. <p>These alerts help operators maintain awareness without unnecessary cab to ground checks, improving both safety and route efficiency.</p> <p>Temperature and Condition Aware System Behavior Equipment responds intelligently to operating conditions through:</p> <ul style="list-style-type: none"> • Auto Speed Control™, which uses vehicle speed data to maintain consistent material application rates regardless of stop and go traffic. • Smooth, electronically controlled hydraulic response that reduces operator fatigue and prevents abrupt blade behavior. • Zone based liquid control, which limits overspray and improves application precision near medians, intersections, or environmentally sensitive areas. <p>These automated responses reduce cognitive load and improve operational consistency across multi operator fleets.</p> <p>Passive Safety & Impact Protection Douglas Dynamics plows incorporate passive safety systems such as:</p> <ul style="list-style-type: none"> • Trip edge and full trip blade designs, which allow the blade to tip forward when striking hidden obstacles, absorbing impact forces and preventing shock loads to the vehicle and operator. • Guarded hydraulic lines, wiring, and connectors that withstand vibration and winter exposure. <p>These features help fleets protect people, vehicles, and property while maintaining equipment uptime.</p> <p>Collectively, these safety features help operators work with greater confidence, reduce exposure to mechanical hazards, and maintain consistent performance across multiple teams and shifts. Automated shutoffs, intuitive diagnostics, and built in protective systems ensure that fleets remain productive and safe during critical winter events.</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
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49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Douglas Dynamics, LLC is a publicly traded company and is not classified as a Women or Minority Business Enterprise (WMBE), Small Business Entity (SBE), or veteran owned business. As such, the company does not hold certifications in these categories.</p> <p>Because our authorized dealer network consists of independently owned and operated businesses, some dealers may hold WMBE, SBE, Veteran Owned, or similar designations. However, Douglas Dynamics does not collect, track, or maintain documentation to formally verify dealer level ownership or certification status. Therefore, we are unable to provide official certification records for individual dealers or resellers.</p>
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Douglas Dynamics, LLC is not classified as a Minority Business Enterprise (MBE). Because our authorized dealer network consists of independently owned and operated businesses, some dealers may hold MBE designations. However, Douglas Dynamics does not collect, track, or maintain documentation to formally verify dealer level ownership or certification status. Therefore, we are unable to provide official certification records for individual dealers or resellers.</p>
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Douglas Dynamics, LLC is not classified as a Women Business Enterprise (WBE). Because our authorized dealer network consists of independently owned and operated businesses, some dealers may hold WBE designations. However, Douglas Dynamics does not collect, track, or maintain documentation to formally verify dealer level ownership or certification status. Therefore, we are unable to provide official certification records for individual dealers or resellers.</p>
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Douglas Dynamics, LLC is not classified as a Disabled-Owned Business Enterprise (DOBE). Because our authorized dealer network consists of independently owned and operated businesses, some dealers may hold DOBE designations. However, Douglas Dynamics does not collect, track, or maintain documentation to formally verify dealer level ownership or certification status. Therefore, we are unable to provide official certification records for individual dealers or resellers.</p>
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Douglas Dynamics, LLC is not classified as a Veteran-Owned Business Enterprise (VBE). Because our authorized dealer network consists of independently owned and operated businesses, some dealers may hold VBE designations. However, Douglas Dynamics does not collect, track, or maintain documentation to formally verify dealer level ownership or certification status. Therefore, we are unable to provide official certification records for individual dealers or resellers.</p>
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Douglas Dynamics, LLC is not classified as a Service-Disabled Veteran-Owned Business Enterprise (SDVOB). Because our authorized dealer network consists of independently owned and operated businesses, some dealers may hold SDVOB designations. However, Douglas Dynamics does not collect, track, or maintain documentation to formally verify dealer level ownership or certification status. Therefore, we are unable to provide official certification records for individual dealers or resellers.</p>
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Douglas Dynamics, LLC is not classified as a Small Business Enterprise (SBE). Because our authorized dealer network consists of independently owned and operated businesses, some dealers may hold SBE designations. However, Douglas Dynamics does not collect, track, or maintain documentation to formally verify dealer level ownership or certification status. Therefore, we are unable to provide official certification records for individual dealers or resellers.</p>

56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Douglas Dynamics, LLC is not classified as a Small Disadvantaged Business (SDB). Because our authorized dealer network consists of independently owned and operated businesses, some dealers may hold SDB designations. However, Douglas Dynamics does not collect, track, or maintain documentation to formally verify dealer level ownership or certification status. Therefore, we are unable to provide official certification records for individual dealers or resellers.
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Douglas Dynamics, LLC is not classified as a Women-Owned Small Business (WOSB). Because our authorized dealer network consists of independently owned and operated businesses, some dealers may hold WOSB designations. However, Douglas Dynamics does not collect, track, or maintain documentation to formally verify dealer level ownership or certification status. Therefore, we are unable to provide official certification records for individual dealers or resellers.

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.	Douglas Dynamics supports Sourcewell participating entities through our authorized dealer and distributor network. Because transactions are processed by these independently owned dealers, payment terms and accepted payment methods are established at the dealer level. Most dealers offer payment terms and methods which match those offered by Douglas Dynamics, however, such as Net 30 terms, and accept standard public sector payment methods such as: <ul style="list-style-type: none"> • Check • ACH (Automated Clearing House) transfer • Wire transfer • Credit card (typically Visa and MasterCard) While specific terms may vary by dealership, all authorized dealers are required to honor Sourcewell contract pricing and follow standard, transparent invoicing practices to ensure a consistent purchasing experience for Sourcewell Members.
59	Describe any leasing or financing options available for use by educational or governmental entities.	Sourcewell participating entities may utilize all financing, leasing, and credit-based purchasing programs available through Douglas Dynamics' financing partners and authorized dealers. Because the snow and ice control industry is highly seasonal, financing terms, promotional programs, and rate availability may fluctuate throughout the year; however, these options often provide meaningful value by offering predictable payments and improved cash flow flexibility. Common financing options available to eligible Sourcewell Members through our authorized dealers include: <ul style="list-style-type: none"> • Retail financing programs offered through established financing partners • Equipment leasing options, including seasonal or structured-payment programs • Government and purchasing card transactions, where allowed by local policy This flexibility ensures that Sourcewell participating entities can select financing solutions that best align with their operational needs, budget cycles, and procurement requirements—all while receiving contract compliant pricing through the Sourcewell agreement. Supporting Attachments: Table 6A: Q59 - FISHER WEF Promo Flyer.pdf Q59 - SnowEx Sheffield Flyer.pdf Q59 - WESTERN WEF Flyer Calculator.pdf

<p>60</p>	<p>Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.</p>	<p>Douglas Dynamics sells through an independent, factory authorized dealer network. As a result, all customer facing transaction documents —such as quotations, invoices, or end user terms—are issued directly by authorized dealers when working with Sourcewell participating entities. Douglas Dynamics does not issue retail order forms, service level agreements, or end user terms because we are not the transactional party.</p> <p>To ensure consistent contract compliance, Douglas Dynamics supports its dealer network with standardized Sourcewell specific tools and documentation. These documents are used internally by dealers and serve as the foundation for accurate quoting, transparent pricing, and consistent contract fulfillment across all participating entities.</p> <p>Dealer Facing Sourcewell Transaction Documents</p> <p>1. Sourcewell Rebate Claim Forms Used by dealers after each qualifying Sourcewell sale to validate contract pricing and request reimbursement.</p> <ul style="list-style-type: none"> • Lists contract approved pricing • Ensures the correct price was applied • Creates an internal pricing audit trail for every transaction <p>This serves as a built-in compliance safeguard for Sourcewell Members.</p> <p>2. Dealer Preseason (Early Stocking Order Period) Summary Sheet A seasonal one-page reference distributed during Preseason stocking periods.</p> <ul style="list-style-type: none"> • Summarizes key Sourcewell contract details • Reinforces contract alignment at the time dealers are ordering and quoting • Ensures pricing consistency across the network <p>3. Secure Sourcewell Dealer Resource Pages Located within the dealer portals on our brand websites, providing:</p> <ul style="list-style-type: none"> • Current contract pricing • Contract eligibility and guidelines • Rebate forms • Marketing and training materials • Contract support videos (Sourcewell Advantage & Douglas Dynamics created training content) • Sourcewell membership listings • Dealer guidance and FAQs <p>These centralized resources ensure that dealers always quote with the most current and contract compliant information.</p> <p>4. Public-Facing Sourcewell Contract Information On the public portions of our WESTERN®, FISHER®, and SnowEx® websites, Douglas Dynamics provides:</p> <ul style="list-style-type: none"> • A contract overview • Program benefits • Eligible products • Membership instructions • Dealer locator tools • Douglas Dynamics contact information <p>This ensures Sourcewell Members can easily access contract details and quickly identify a participating dealer for pricing, installation, and service.</p> <p>While Douglas Dynamics does not issue customer-facing transaction documents due to our dealer-based sales model, we provide a complete, standardized documentation ecosystem that ensures every Sourcewell transaction is properly priced, compliant, and consistently executed. Our tools and digital resources enable seamless quoting, transparent billing, and reliable contract alignment across all participating dealers nationwide.</p> <p>Supporting Attachments (All exist for all brands. A select sample attached): Q60 - FISHER Sourcewell Claim Form Plows 4-7-25.pdf Q60 - SnowEx Preseason 2025 Sourcewell Program Reference.pdf Q60 - WESTERN Website - Sourcewell Landing Page.pdf</p>
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61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	<p>Douglas Dynamics sells exclusively through independently owned and operated authorized dealers. Because all Sourcwell transactions are invoiced and processed by these dealers, P-card (procurement card) acceptance is determined at the dealer level. Many of our authorized dealers routinely accept government purchasing cards as part of their standard payment practices.</p> <p>Regardless of payment method, all authorized dealers are required to honor Sourcwell contract pricing and provide transparent invoicing to Sourcwell participating entities. Douglas Dynamics does not impose any additional fees or surcharges related to P-card use under the Sourcwell contract.</p>
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>Douglas Dynamics uses a category-based discount structure that is applied across all qualifying product lines. While discounts are defined at the category level, all pricing is presented on a line item or package basis to ensure full transparency for Sourcwell evaluators and participating entities.</p> <p>Pricing Model Overview</p> <p>Category Based Discounts Discounts are applied by major equipment category, such as:</p> <ul style="list-style-type: none"> • Snowplows • Hopper and tailgate spreaders • Snow pushers • Liquid systems • Accessories <p>This category-based structure ensures consistent and predictable pricing across large and diverse product families, while allowing entities to compare products and configurations with clarity.</p> <p>Line-Item Price Presentation Although discounting occurs by category, all pricing is displayed at the individual SKU level. Each line item includes:</p> <ul style="list-style-type: none"> • Product list price • Sourcwell contract price (after applicable category discount) • SKU or model number • Product description • Package pricing, where applicable <p>For certain vehicle specific kits or bundled assemblies where a complete product is composed of multiple component SKUs, pricing may be presented in one of two ways:</p> <ul style="list-style-type: none"> • As a single SKU, when the entire assembly is sold as one integrated product, or • As a pre-configured package, where multiple required components are grouped and priced together to represent the full, functional unit <p>For example, a complete snowplow may consist of several individual components; presenting it as a unified package price simplifies quoting, ordering, and contract compliance by eliminating the need for Sourcwell Members and dealers to assemble multiple line items manually. This approach ensures clarity, accuracy, and consistency in all contract transactions.</p> <p>Comprehensive pricing files are included in the Pricing section of this proposal. The pricing submitted represents Douglas Dynamics' strongest and most competitive pricing offering. Our goal is to ensure transparent, predictable pricing that gives public sector agencies meaningful purchasing advantages and a clear cost benefit through the cooperative contract.</p> <p>Supporting Attachments: Q62 -0-Consolidated Pricing-Douglas Dynamics-RFP 033126.pdf Q62 -1-USD Pricing-DD-FISHER-RFP 033126.pdf Q62 -2-USD Pricing-DD-SNOWEX-RFP 033126.pdf Q62 -3-USD Pricing-DD-WESTERN-RFP 033126.pdf Q62 -4-CAD Pricing-DD-FISHER-RFP 033126.pdf Q62 -5-CAD Pricing-DD-SNOWEX-RFP 033126.pdf Q63 --6-CAD Pricing-DD-WESTERN-RFP 033126.PDF</p>

63	<p>Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.</p>	<p>Douglas Dynamics provides Sourcewell participating entities with a consistent, high value contract discount structure applied across our major product families. While discounts vary by product category, the Sourcewell contract delivers meaningful savings compared to standard list (MSRP) pricing and represents our most competitive pricing offered to public sector customers.</p> <p>Across our primary, high volume product lines—including truck snowplows, hopper spreaders, tailgate spreaders, and related accessories—Sourcewell contract pricing typically reflects discounts ranging from the low 20% range up to 30% off published list price. These discount levels apply to the vast majority of SKUs included in our pricing file.</p> <p>A small number of specialty or low volume items may fall outside this range; however, their pricing is still fully represented and transparent within the uploaded SKU level pricing documents.</p> <p>For Canadian participating entities, contract discounts are in the 18–21% range, reflecting cross border factors such as import, freight, currency, and regional market differences. These pricing levels remain consistent, competitive, and contract aligned for Canadian fleets.</p> <p>All pricing provided in the uploaded pricing files reflects Douglas Dynamics’ commitment to offering clear, predictable, and competitive contract pricing to Sourcewell Members, supported through SKU level visibility and consistent dealer execution. This discount structure represents our strongest public sector pricing and is more favorable than pricing typically available through noncontract channels.</p>	*
64	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Douglas Dynamics provides its most competitive contract pricing at the single unit level, ensuring that every Sourcewell participating entity—large or small—receives the full benefit of the cooperative contract discount without needing to meet volume thresholds.</p> <p>This structure is intentional and reflects our commitment to fair, transparent, and equitable pricing across all public sector customers. Because pricing under this contract is already discounted significantly from standard list pricing, separate volume-based tiers are not required to achieve meaningful savings.</p> <p>For members with large fleet orders, Douglas Dynamics and its authorized dealers remain willing to review project requirements and explore opportunities to improve total acquisition value within the framework of contract compliant pricing. However, our standard practice is to provide the best available pricing upfront, rather than requiring volume commitments to unlock additional discounts.</p> <p>This approach ensures that:</p> <ul style="list-style-type: none"> • Small municipalities receive the same competitive pricing as large agencies; • All participating entities benefit from predictable, uniform pricing; • Dealers apply pricing consistently, eliminating variability or negotiation pressures; • Sourcewell Members receive maximum contract value without additional complexity. 	*
65	<p>Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.</p>	<p>All products offered by the FISHER, SnowEx, and WESTERN brands of Douglas Dynamics are included on the Sourcewell contract price list, and most customer requirements can be fulfilled without the need for sourced or open market items.</p> <p>If a Sourcewell member requests products or services that fall outside the scope of the Sourcewell contract, such items may be treated as “sourced” or open market items. When applicable, these items are handled separately from Sourcewell contracted products to maintain appropriate separation between contract and non-contract pricing.</p> <p>Authorized dealers manage the quoting and fulfillment of any such items in accordance with standard business practices, ensuring that Sourcewell contracted pricing remains clearly defined and compliant.</p>	*

66	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>Pricing submitted with this proposal reflects equipment cost only.</p> <p>Certain elements of the total cost of acquisition are not included in the Sourcewell contract pricing because these expenses vary based on customer requirements, vehicle specifications, installation complexity, and geographic location. Such non included costs may include, but are not limited to freight or shipping, installation labor, vehicle preparation, setup, and any ancillary materials or supplies required to complete the installation.</p> <p>These services, when applicable, are provided and priced separately by the authorized dealer supplying and installing the equipment. Installation labor and related services are not mandatory unless required by the customer and are quoted based on local dealer rates and project-specific requirements.</p> <p>Any additional costs associated with installation or related services are determined by the authorized dealer and itemized separately from the Sourcewell contracted equipment pricing.</p>
67	<p>If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>Douglas Dynamics fulfills Sourcewell orders through its network of authorized dealers. Sourcewell participating entities work with their nearest or preferred authorized Douglas Dynamics dealer to place orders and coordinate delivery.</p> <p>If the requested product is available in the dealer's inventory and obtained through a prepaid or promotional freight program, freight or delivery costs to the Sourcewell participating entity may be minimal or not applicable. In other circumstances, where equipment must be shipped from a manufacturing or distribution location to the dealer or directly to the customer, applicable freight or delivery charges may apply.</p> <p>When shipment is required, freight is quoted at the time of order based on factors such as product type, size, weight, delivery location, and delivery timing requirements. Douglas Dynamics works with a third-party logistics provider to support freight coordination and carrier selection, leveraging established relationships with commercial carriers to help identify cost effective and reliable shipping options appropriate for each shipment.</p> <p>Freight charges, when applicable, are identified separately from the Sourcewell contracted equipment pricing. Final freight, delivery, and handling arrangements—including delivery timing and location—are coordinated and communicated by the authorized dealer supplying the equipment.</p>

<p>68</p>	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>Douglas Dynamics' standard Sourcewell freight terms are FOB factory to the authorized dealer unless otherwise noted through a prepaid or promotional freight program. Freight availability, charges, and delivery methods may vary for Alaska, Canada, and offshore destinations based on location, product type, carrier availability, and delivery requirements.</p> <ul style="list-style-type: none"> • Alaska: Shipments destined for Alaska may require extended transit times and additional freight charges. Freight is quoted at the time of order and typically delivered FOB factory to the authorized dealer or designated receiving location. Prepaid or promotional freight programs may not apply. • Canada: Shipments to Canada are handled FOB factory and may include additional costs such as freight, customs duties, taxes, and brokerage fees. These costs are calculated based on shipment specifics at the time of order. Douglas Dynamics' Canadian dealers and distributors are experienced in managing cross border logistics—including customs clearance, brokerage coordination, and import documentation—to ensure predictable and compliant delivery for Canadian entities. • Hawaii: Douglas Dynamics' snow and ice management products are not generally distributed or supported in Hawaii. As a result, Sourcewell contract deliveries to Hawaii are typically not applicable. Any exceptions would be evaluated on a case-by-case basis. • Offshore or Non-Contiguous Locations: Deliveries to offshore or non-contiguous locations may require special handling, alternative transportation methods, and extended lead times. Freight and delivery terms for such shipments are evaluated and quoted on a case-by-case basis. <p>In all cases, freight charges, when applicable, are quoted in advance and invoiced separately from the Sourcewell contracted equipment pricing. Final delivery coordination is managed through the authorized Douglas Dynamics dealer.</p>
<p>69</p>	<p>Describe any unique distribution and/or delivery methods or options offered in your proposal.</p>	<p>Douglas Dynamics distributes Sourcewell contracted products through a broad and well-established network of authorized dealers across North America, providing local access, product expertise, and installation support. FISHER® and WESTERN® products are sold through an authorized direct dealer network, while SnowEx® products are distributed through approved wholesale distribution partners that support extensive dealer networks. All dealers and distributors are subject to Douglas Dynamics' account approval and authorization requirements.</p> <p>This multi-channel distribution model provides thousands of points of sale and service locations, allowing Sourcewell participating entities to work with nearby or preferred dealers while benefiting from consistent product availability and support.</p> <p>Douglas Dynamics supports this dealer network with centralized manufacturing and distribution operations and an integrated logistics program. Through the use of third-party logistics support and a transportation management system, carriers and shipping methods are selected based on shipment requirements, delivery timelines, and reliability considerations. This approach enables flexibility across flatbed, LTL, parcel, and other freight modes, as appropriate.</p> <p>In addition, Douglas Dynamics offers seasonal and promotional programs—such as preseason ordering periods—that may include prepaid freight on qualifying orders. When dealers receive product through prepaid freight programs, there may be no freight charges passed along to Sourcewell participating entities.</p> <p>This combination of localized dealer support, scalable distribution, and flexible logistics programs allows Douglas Dynamics to efficiently serve Sourcewell members of varying sizes, locations, and operational needs.</p>

<p>70</p>	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.</p>	<p>Douglas Dynamics maintains a structured, transaction level compliance process to ensure that Sourcewell participating entities always receive correct contract pricing. Because all Sourcewell sales must be submitted through our rebate validation process, every transaction undergoes an internal audit before it is accepted, reported, or reimbursed.</p> <p>Transaction-Level Pricing Verification For each Sourcewell sale submitted by an authorized dealer, Douglas Dynamics requires documentation confirming:</p> <ul style="list-style-type: none"> • The purchasing entity is an active Sourcewell Member • Correct Sourcewell contract pricing was applied • Required sale documentation is complete and accurate <p>Each transaction is reviewed by Douglas Dynamics prior to rebate approval and prior to inclusion in quarterly reporting. In the rare occasion where a dealer submits pricing above the approved Sourcewell contract price, the claim is rejected, and the dealer must issue a corrected, contract compliant invoice to both Douglas Dynamics and the participating entity before the sale can be accepted. This ensures that no non-compliant transaction is ever processed or reported.</p> <p>System Controls & Centralized Data Capture Douglas Dynamics maintains centralized systems to capture and manage Sourcewell sales data. As part of its ongoing compliance and continuous improvement efforts, Douglas Dynamics has recently implemented an enhanced Sourcewell sales reporting process within Salesforce. Salesforce is used to standardize the capture of Sourcewell specific data at the time of sale, including participating entity indicators, pricing validation attributes, dealer submission documentation, and key reporting fields.</p> <p>Automation within Salesforce supports consistency, data integrity, and visibility across Sourcewell transactions. Salesforce captured data is integrated with Douglas Dynamics' internal rebate and reporting systems, enabling accurate aggregation of sales, document retention, and efficient report generation.</p>
<p>71</p>	<p>If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.</p>	<p>If awarded an agreement, Douglas Dynamics will track a focused set of internal performance indicators to measure contract utilization, ensure a high-quality customer experience, and maintain strong alignment across our dealer network. These metrics are reviewed regularly by Commercial Snow & Ice leadership as part of our established business management cadence and to support continuous improvement.</p> <p>1. Contract Utilization & Sales Performance To evaluate adoption and growth, we will monitor several contract specific sales indicators, including total Sourcewell revenue, contract growth rate, average order value, product category mix, and dealer utilization patterns. These measures will enable us to determine where the contract is performing well and where additional training, awareness, or dealer support may be beneficial.</p> <p>2. Dealer Participation & Contract Alignment Because dealers serve as the primary interface for Sourcewell Members, we track metrics that reflect network engagement and execution quality—including dealer participation rates, Sourcewell sale activity, and documentation accuracy. These indicators ensure participating entities consistently receive the correct pricing and support.</p> <p>3. Fulfillment & Customer Experience Performance To support Sourcewell members with reliable and timely deliveries, we will track operational performance measures such as order to shipment cycle time, with a goal of shipping most orders within five days, performance against the “perfect and yesterday” fulfillment target, seasonal fluctuations in lead times to anticipate and avoid backlogs, and parts availability and fill rate indicators for equipment ordered under the contract. These metrics will help guide internal improvements that directly benefit Sourcewell users during winter critical timeframes.</p>

72	<p>Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.</p>	<p>If awarded a contract, Douglas Dynamics will remit to Sourcewell the customary two percent (2%) administrative fee on all eligible sales made under the Sourcewell Contract. The administrative fee will be calculated and paid quarterly in accordance with the Sourcewell Contract requirements.</p> <p>This administrative fee is not a line-item addition to the Member's cost of goods and is not passed along to dealers selling or installing equipment for Sourcewell participating entities. Douglas Dynamics absorbs the administrative fee in its entirety.</p> <p>Douglas Dynamics has extensive experience administering this fee structure and, over the eight years it has held a Sourcewell contract, has consistently submitted complete quarterly sales reports and remitted the corresponding administrative fees accurately and on time.</p>
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Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
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73	<p>The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.</p>	<p>Douglas Dynamics maintains a published, nationally applicable price book exclusively for Sourcewell participating entities, and this is the only published public sector price book maintained by Douglas Dynamics. Sourcewell pricing establishes a standardized contract framework that authorized dealers are required to use when processing Sourcewell eligible purchases, ensuring consistent and transparent pricing nationwide.</p> <p>Outside of the Sourcewell program, Douglas Dynamics does not maintain a separate published price book for municipalities, universities, cooperatives, or state purchasing departments. Pricing offered in those circumstances is transactional in nature and may vary by dealer, region, or local procurement practice. In contrast, the Sourcewell contract provides a stable, competitive, and nationally consistent pricing structure that is not available through general public sector purchasing.</p> <p>Sourcewell pricing represents Douglas Dynamics' most competitive and standardized public sector pricing. It is broadly distributed to our dealer network, governed by internal contract oversight, and applied uniformly across markets to ensure that participating entities receive clear, predictable value.</p> <p>Additionally, Douglas Dynamics absorbs the Sourcewell administrative fee rather than passing that cost along to dealers or customers. This ensures the full benefit of the contract discount flows directly to Sourcewell Members without added mark ups.</p> <p>Taken together, the Sourcewell price book provides participating entities with pricing that is more competitive, more transparent, and more consistently applied than pricing typically available through noncontract public sector purchasing channels — delivering meaningful value to agencies that rely on cooperative procurement.</p>
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Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A and 7B)

Line Item	Question	Response *
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Douglas Dynamics offers Sourcewell participating entities a comprehensive portfolio of snow and ice control equipment, sidewalk and pedestrian area management tools, and complementary accessories suitable for Class 1–Class 6 work trucks, compact equipment, and UTV platforms. All product included in this proposal is new equipment; no used equipment is offered under this contract.</p> <p>Snowplow Solutions Douglas Dynamics designs, engineers, and manufactures a broad range of snowplow systems built for durability, productivity, and long-term serviceability. Our plow lineup includes:</p> <ul style="list-style-type: none"> • Straight blade, V plow, and winged plow systems • Steel, stainless steel, and poly blade constructions • Solutions for trucks, skid steers, compact tractors, and UTVs <p>Douglas Dynamics maintains a high degree of vertical integration, including in house design and manufacturing of the hydraulic systems used throughout our plow product lines. This engineering approach ensures component compatibility, consistent performance, and reliable support over the full lifecycle of the equipment.</p> <p>Ice Control & Material Spreading Equipment To support complete winter maintenance operations, Douglas Dynamics offers:</p> <ul style="list-style-type: none"> • Hopper spreaders for Class 1–Class 6 trucks and UTVs (poly and stainless steel) • Tailgate spreaders for light duty trucks, fleet vehicles, and UTVs • Dry, prewet, and liquid capable configurations, depending on model • Liquid application systems designed for anti-icing and deicing operations <p>These products provide efficient, controlled material application for roads, parking areas, campuses, and municipal routes.</p> <p>Sidewalk & Pedestrian Area Solutions Douglas Dynamics supports year-round and small area maintenance needs with:</p> <ul style="list-style-type: none"> • Walk behind broadcast spreaders and liquid sprayers • Rotary brooms • Storage solutions <p>These systems allow agencies to maintain sidewalks, courtyards, pathways, and pedestrian zones with the same reliability as truck mounted equipment.</p> <p>Accessories & Configuration Enhancements Douglas Dynamics offers a curated selection of eligible accessories designed to enhance the performance, durability, safety, and operational efficiency of the primary snow and ice control equipment included in this contract. Examples include:</p> <ul style="list-style-type: none"> • Plow mounted enhancements, such as curb deflectors, snow deflectors, and blade guides that improve containment, visibility, and control. • Wear related accessories, including cutting edges (steel, carbide, poly), shoes, and wear bars that extend equipment life and support high frequency municipal use. • Safety and visibility accessories, such as LED work lights, strobe kits, reflective blade markers, and protective guards that improve operator awareness and work zone visibility. • Functional add ons, including material control lids, chute extensions, inverted V baffles, drop spreader kits, and liquid compatible accessory components that enhance operational flexibility and application precision. <p>Installation, Service & Dealer Support All equipment offered through this proposal is supported by Douglas Dynamics' extensive authorized dealer and upfitter network across North America. Dealers provide:</p> <ul style="list-style-type: none"> • Professional installation and vehicle specific setup • Initial equipment walk-throughs • Warranty support • Ongoing seasonal service and technical assistance <p>This dealer-based model ensures Sourcewell Members receive properly configured equipment and responsive post sale support wherever they operate.</p> <p>Supporting Attachments: Q74 – FISHER Plow Brochure.pdf Q74 – FISHER Spreader Brochure.pdf Q74 – SNOWEX Plow Brochure.pdf Q74 – SNOWEX Spreader Brochure.pdf Q74 – WESTERN Plow Brochure.pdf Q74 – WESTERN Spreader Brochure.pdf</p>

75	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Douglas Dynamics proposes the following subcategories to describe the full range of solutions offered under this RFP category. These subcategories represent the primary equipment groups, attachments, and accessories available to Sourcwell participating entities.</p> <ol style="list-style-type: none"> 1. Truck Mounted Snowplow Equipment Includes snowplow systems for Class 1–6 work trucks, such as: <ul style="list-style-type: none"> • Straight blade snowplows • V plows • Winged and expandable plows 2. Non-Truck Snowplow Equipment Snowplow systems designed for compact equipment and utility vehicles, including: <ul style="list-style-type: none"> • UTV snowplows • Compact tractor snowplows • Skid steer snowplows 3. Hopper & Tailgate Spreaders Material spreading systems for trucks and UTVs, including: <ul style="list-style-type: none"> • Hopper spreaders (poly and stainless steel) • Tailgate spreaders • Drop spreaders • Prewet capable spreading configurations 4. Liquid Application & Anti Icing Equipment Systems designed for liquid anti icing and deicing operations, including: <ul style="list-style-type: none"> • Liquid application sprayers • Integrated prewet systems • Multi zone liquid application equipment 5. Sidewalk & Pedestrian Area Solutions Small scale and walk behind equipment for sidewalks, pathways, and pedestrian zones: <ul style="list-style-type: none"> • Walk behind broadcast spreaders • Walk behind liquid sprayers • Walk behind rotary brooms 6. Snow & Ice Control Equipment Accessories Optional accessories designed to enhance performance, durability, safety, and usability of complete equipment systems, including: <ul style="list-style-type: none"> • Plow mounted enhancements (deflectors, blade guides, curb guards) • Wear components (cutting edges, shoes, wear bars) • Safety and visibility accessories (work lights, strobes, blade markers) • Functional add ons (chute extensions, lids, baffles, material control accessories)
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Table 7B: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Offered *	Comments
76	Plows	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Douglas Dynamics offers a comprehensive portfolio of complete snowplow systems under the FISHER, SnowEX, and WESTERN brands. These include straight blades, V plows, and winged plows for Class 1–6 trucks, UTVs, compact tractors, and skid steer loaders.</p>
77	Blades	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Douglas Dynamics provides snowplow blades as integral components of complete plow systems. In addition, cutting edges and blade related accessories (e.g., curb guards, backdrag edges) are offered as contract eligible accessories to support equipment performance and longevity.</p>

78	Wings	<input checked="" type="radio"/> Yes <input type="radio"/> No	Douglas Dynamics offers multiple wing-based solutions, including snowplow models that incorporate integrated wings as part of the plow design, and accessory wing extension kits for select plow models. These solutions enhance productivity and material control during plowing operations.	*
79	Blowers	<input type="radio"/> Yes <input checked="" type="radio"/> No	Douglas Dynamics does not manufacture or offer snow blowers. Blowers are not included in this proposal.	*
80	Snow Removal Brooms	<input checked="" type="radio"/> Yes <input type="radio"/> No	Douglas Dynamics offers rotary brooms designed for snow and debris removal along sidewalks, parking areas, and other pedestrian or confined spaces. These brooms provide effective sweeping and scraping capabilities for detailed winter maintenance applications.	*
81	Distribution equipment (spreaders or sprayers) designed for the application of de-icing or anti-icing solids or liquids	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Douglas Dynamics' proposal includes a comprehensive selection of material spreading systems designed for the application of deicing and anti-icing materials across a wide range of winter maintenance environments. Offerings include hopper and tailgate spreaders for use on Class 1–6 trucks and utility vehicles, as well as drop spreaders designed for efficient application on sidewalks, walkways, and pedestrian areas. Hopper spreaders are well suited for servicing larger properties and roadways, while tailgate and drop spreaders provide precise material placement for smaller areas and confined spaces. Equipment configurations support the application of common solid materials used for winter ice control.</p> <p>In addition, the proposal includes prewetting systems offered as optional accessories for selected hopper spreaders. These systems apply liquid deicing agents directly to granular material prior to discharge, improving material activation and distribution efficiency. Prewet systems can help reduce material usage while enhancing ice control performance.</p>	
82	Snow melting equipment	<input type="radio"/> Yes <input checked="" type="radio"/> No	Douglas Dynamics does not manufacture or offer standalone snow melting equipment. These solutions are not included in this proposal.	
83	Dump bodies, specialty equipment, and air or hydraulic systems, related to upfitting or modification primarily for snow and ice handling	<input type="radio"/> Yes <input checked="" type="radio"/> No	Douglas Dynamics does not manufacture or offer dump bodies, specialty truck bodies, or standalone air or hydraulic systems related to vehicle upfitting or modification. These types of equipment are not included in this proposal.	

84	Parts, supplies, accessories, and services related to the upkeep, repair, or maintenance of the offering of equipment described above	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Douglas Dynamics will include a range of eligible equipment accessories that enhance the performance, durability, and functionality of the snow and ice control equipment offered under this contract. Accessory offerings may include items such as cutting edges, backdrag edges, curb guards, deflectors, wing extension kits, vibrator kits, lighting options, and other equipment specific enhancements designed to support effective operation. These items are offered as optional accessories that complement complete equipment systems.</p> <p>Service parts, replacement parts, consumable supplies, and services related to routine upkeep, repair, or maintenance are not included under this contract.</p>
85	Describe in detail any complementary and additional services included in your proposal for services such as snow and ice handling as a service, contracted work, or other services related to the snow and ice handling equipment offered. Provide details related to third parties involved and how the services are provided to agencies.	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Douglas Dynamics does not provide snow and ice handling services, contracted work, or operational services.</p> <p>Douglas Dynamics is strictly an equipment manufacturer and upfitter. Our proposal includes equipment and eligible accessories only. We do not provide snow and ice removal services, contracted services, or third-party services.</p> <p>Our authorized dealer network provides installation support, warranty assistance, and technical expertise, but does not perform contracted snow and ice handling services under this contract.</p>

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

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

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

Documents

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

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

zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Pricing.zip - Sunday March 29, 2026 13:45:05
- [Financial Strength and Stability](#) - Financial Strength and Stability.zip - Sunday March 29, 2026 13:45:35
- [Marketing Plan/Samples](#) - Marketing Plan.zip - Sunday March 29, 2026 13:46:03
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Standard Trans Doc Samples.zip - Sunday March 29, 2026 13:46:30
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Additional Documents.zip - Sunday March 29, 2026 14:47:09

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. - Heidi Sina, Business Program Manager, Douglas Dynamics, L.L.C.

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

Yes No

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

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

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