



MASTER AGREEMENT #033126
CATEGORY: Snow and Ice Handling Equipment, Supplies, and Accessories
SUPPLIER: Alamo Group (USA) Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Alamo Group (USA) Inc., 1627 East Walnut, Seguin, TX 78155 (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.

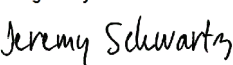
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

Alamo Group (USA) Inc.

Signed by:

C0FD2A139D06489...

Signé par :

D9B81E2661CA466...

By: _____

By: _____

Jeremy Schwartz
Title: Chief Procurement Officer

Jean Philippe Bourque
Title: Group Vice President, Snow

Date: 6/10/2026 | 9:43 AM CDT

Date: 6/10/2026 | 9:32 AM CDT

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

Vendor Details

Company Name: Alamo Group (USA) Inc.
Does your company conduct business under any other name? If yes, please state: Everest Equipment Co., Tenco Inc., RPM Tech, Wausau Equipment Company LLC
Address: 1627 East Walnut
Seguin, TX 78155
Contact: Robert Madison
Email: rmadison@alamo-group.com
Phone: 913-680-9605
HST#: 74-2149829

Submission Details

Created On: Wednesday February 11, 2026 10:12:54
Submitted On: Monday March 30, 2026 16:51:57
Submitted By: Robert Madison
Email: rmadison@alamo-group.com
Transaction #: 2a694c6a-1d6f-43d9-b971-06455f87b391
Submitter's IP Address: 147.243.240.177

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.	Alamo Group (USA) Inc
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	No. Alamo Group (USA) Inc is comprised of Everest Equipment Co, Tenco Inc, and Wausau Equipment Company LLC. These companies will execute the master agreement under Alamo Group (USA) Inc.
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).	Alamo Group (USA) Inc will not invoice or receive payment for this award. The following companies are authorized and will be responsible for offering and performing delivery of Solutions within the Proposal: 1) Everest Equipment Co. - Tax ID #123010837RC0002 2) Tenco Inc. - US Tax ID #98-1392386, Canada #851851105 a) Will also invoice for RPM Tech and Tenco Industries Inc. 3) Wausau Equipment Company LLC - US Tax ID #39-1308715 a) Will also invoice for the Henke brand Our authorized dealers are permitted to represent our award, process purchase orders from members, issue invoices to members, and manage all aspects of solution delivery as outlined in this proposal.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Alamo Group (USA) Inc - #439J0 Everest Equipment Co. - N/A Tenco Inc. - #7YHT3 Wausau Equipment Company LLC - #62934
5	Provide your NAICS code applicable to Solutions proposed.	333112 and 444230
6	Proposer Physical Address:	Proposer address: Alamo Group (USA) Inc - 1627 East Walnut, Seguin, TX 78155 Addresses of our sales, service, and manufacturing: Everest Equipment Co. - 1077 Westmount St, Ayer's Cliff, Quebec, Canada, J0B 1C0 Tenco Inc (and RPM Tech) - 1318 rue Principale, St-Valerien-de-Milton, QC, Canada, J0H 2B0 Tenco Inc - 5700 South Lima Rd, Lakeville, NY 14480 (and upfitting and assembly) RPM Tech - 2220 Michelin St, Laval, Quebec, Canada, H7L 5C3 Wausau Equipment Company LLC - 4255 Lincoln Way E, Wooster, OH 44691 Addresses of additional upfitting and assembly: 554 Maple St, Hopkington, NH 03229 9 Green St, Skowhegan, ME 04976 N6425 Stanchfield Dr, Fond du Lac, WI 54937

7	Proposer website address (or addresses):	Alamo Group (USA) Inc Industrial Division, Snow and Ice Removal - https://www.alamo-group.com/brands-overview/ Everest Equipment Co. - https://everestequipment.com/ RPM Tech - https://grouperpmtech.com/en Tenco Inc. - https://tenco.ca/ Wausau Equipment Company LLC - https://wausauequipment.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):	Jean Philippe Bourque Group Vice President, Snow 1318 rue Principale St Valerien de Milton QC, Canada J0H 2B0 jpbourque@alamo-group.com 450-501-7617
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Robert Madison Director of Product Management & Marketing 4255 Lincoln Way E Wooster, OH 44691 rmadison@alamo-group.com 800-788-6066
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Mary Andrews President, Managing Director Manufacturers Solutions Team mary@manufacturerssolutionsteam.com 830-481-4818

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>Alamo Group (USA) Inc is a legal entity with a US tax identification number of 74-2149829 and DUNS number of 048211288 under parent company Alamo Group Inc. Alamo Group Inc has two key divisions, the Industrial Equipment Division and the Vegetation Management Division. Our Snow and Ice removal equipment operates under the Industrial Equipment Division and consists of Everest Equipment Co., Tenco Inc., RPM Tech, and Wausau Equipment Company LLC. We also have four upfit and assembly locations in Hopkinton NH, Skowhegan ME, Lakeville NY, and Fond du Lac WI. In 2022 we chose to submit a single response to Sourcewell's RFP 062222 to bring all our Snow and Ice companies and brands together under Alamo Group (USA) Inc to give Sourcewell members access to all our products in a single contract versus being awarded a multitude of contracts members would sort through to locate their requirement. We saw this one contract as an advantage for the members in their selection process and our current submission will follow suit.</p> <p>Over the last several years our Snow and Ice companies have been restructuring to simplify business interactions for the members. We are eliminating redundancies and streamlining both personnel and manufacturing operations. In April 2022, we merged Henke Manufacturing with Wausau by unifying production of similar products and processes. This allowed us to resolve space and capacity limitations in Leavenworth, KS, while taking advantage of a larger, more adaptable manufacturing facility in New Berlin, WI. In November 2022, we transitioned into a single business unit, removed fragmented company structures, centralized leadership across departments—operations, sales, marketing, engineering, and finance—and enhanced coordination, accelerated decision-making, and improved cross-plant capacity balancing. We closed our Leavenworth, KS facility in February 2023 after consolidating manufacturing, streamlining operations, and shifting to centralized support for products and customers.</p> <p>In December 2024 we acquired a 400,000 sq ft manufacturing facility in Wooster, OH which expanded capacity to address excessive lead times across all our product lines, provided a centrally located manufacturing footprint to serve multiple brands, and enabled future growth with improved layout and scalability. In October 2025 we transferred production from New Berlin, WI to Wooster, OH and consolidated production into a higher-capacity and more flexible facility. This enabled truck builds and industrial upfits under one roof and reduced operational duplications and improved efficiency. In December 2025 we closed the New Berlin, WI facility as we rationalized manufacturing footprints and focused production into fewer, more capable facilities.</p> <p>Alamo Group (USA) Inc's Industrial Equipment Snow and Ice Removal Division specializes in solutions for Municipal and Department of Transportation (DOT) Equipment, Airport Equipment, and Rail Equipment. The companies and brands</p>

outlined in this proposal provide products designed to support the needs of municipal and DOT operations.

Everest Equipment Co. began in 1974 as a manufacturer of custom cast-in-place concrete forms for tunnel and shaft infrastructure projects. In 1984, the company expanded its product offerings by introducing snow and ice handling equipment, which complemented its custom forms and brought more diversity and financial stability to the business. In 2000, Everest acquired Frink America, renaming it American Sno-Plows; Frink was notable for being the first company to mass-produce heavy-duty snow and ice equipment starting in 1920. Today, this product line continues alongside other Everest products. In 2004, Specialized Industries—a group of five companies specializing in vac trucks, highway and airport snow and ice management, and distribution—purchased Everest. Alamo Group later acquired Everest in 2014.

Everest Equipment Co. currently designs and manufactures a complete assortment of heavy-duty snow removal and ice control products, sold under the Everest, American Sno-Plows, and Frink America brands. Their offerings include snowplows, hitches, wing systems, and all-season spreader bodies. In addition, Everest creates and services a broad array of custom cast-in-place concrete forming systems for underground structures.

Tenco Inc. was established in 1976 in St-Valerien-de-Milton, Quebec, Canada. The company initially marketed the one-way TC-96 plow and manufactured other major products, including drum crushers, paper balers, and hydraulic cylinders. In 1984, Tenco introduced the 12M dump body/spreader.

During the 1980s, Tenco shifted its focus to snow and ice control by acquiring companies that allowed it to expand its product range. This growth included truck attachments, loader and grader attachments, de-icing and anti-icing equipment, airport plows and sweepers, as well as loader-mounted self-contained snow blowers. In 1993, Tenco Industries Inc. was founded to serve as a key marketing and operations hub supporting the sale and distribution of spare parts and equipment in the United States, with manufacturing based in Quebec. The acquisition of SMI in 1999 added self-propelled snowblowers and airport runway sweepers to their offerings. In 2000, a 34,000 square foot building was added to their Quebec facilities. In 2003, Tenco acquired Vohl's snow removal division and began selling the renowned DV-4000 loader-mount snowblower. An agreement with Bucher in 2005 authorized Tenco to distribute Rolba high-quality self-propelled snowblowers and Schorling runway sweepers across North and South America.

Tenco was acquired by Alamo Group in October 2011. Two years later, Tenco started distributing Bucher Municipal (Giletta) premium equipment throughout North America. In 2020, Tenco merged with R.P.M. Tech Inc., acquired by Alamo Group in 2017, which specializes in tough industrial snow removal machinery, to streamline operations. The well-established RPM Tech brand is intended to remain prominent in the industry.

Today, Tenco offers a comprehensive selection of truck attachments, including dump bodies, specialty bodies, full hydraulic systems, emergency lighting, and all other necessary fittings for fully equipped, road-certified trucks. They also provide loader-mounted self-contained snowblowers, a complete line of deicing and anti-icing equipment, and various airport plows, sweepers, and blowers.

Wausau Equipment Company LLC. was founded in 1978 and is a leading manufacturer of heavy-duty snow removal and ice control equipment for highways, airports, and rail markets. The company's roots began in WI with a history stretching back to the early to mid-20th century. Formerly associated with Wausau Iron Works in the early 1900's producing boilers, bridge beams, and later specializing in snowplows and blowers. In the 1970's Ed Drott acquired the company, renaming it Loed Corporation to manufacture the "Loed Handler" extendable forklift. Wausau Equipment Company was established and later became part of the Alamo Group in 2014. In 2022 Henke Manufacturing, another Alamo Group company acquired in 2007, specializing in state-of-the-art turnkey trucks fully equipped with plows, hitches, wings, scrapers, dump bodies, hydraulics and V-Box spreaders was consolidated with Wausau to eliminate overlapping product lines and manufacturing processes.

Today Wausau's portfolio consists of severe service snowplows, hitches and wing systems, rotary brooms, loader and truck mounted snowblowers, spray and anti-icing/deicing systems, high velocity air movers, truck mounted tunnel washers, turnkey trucks fully equipped with plows, hitches, wings, scrapers, dump bodies, hydraulics and V-Box spreaders.

Our parent company, Alamo Group Inc, Founded in 1969, is a leader in the design, manufacture, distribution and service of high-quality equipment for infrastructure maintenance, agriculture and other applications. Products include truck and tractor mounted mowing and other vegetation maintenance

		<p>equipment, street sweepers, snow and ice removal equipment, excavators, vacuum trucks, agricultural implements and related after-market parts and services. Alamo Group is headquartered in Seguin, Texas. Our member companies are throughout Australia, Europe, North America, and South America. Products are sold through Alamo Group's marketing organizations and our extensive independent worldwide dealer networks under various trademarks and trade names. Our companies and brands include Alamo Industrial, Bomford, Boxer, Bush Hog, Conver, Denis Cimaf, Dixie Chopper, Everest, FieldQuip, Forges Gorce, Gadall, Henke, Herder, HP Fairfield, Mantis, McConnel, Morbark, M&W, Nite-Hawk, Old Dominion Brush, Petersen Industries, Rayco, RhinoAg, Ring-O-Matic, Rivard, Roberine, Rousseau, Royal Truck & Equipment, RPM Tech, Santa Izabel, Schulte, Schwarze, SMA, Spearhead, Super Products, Tenco, Terrain King, Tiger, Timberwolf, Twose, VacAll, Votex, and Wausau. The development as the parent company has been enhanced by numerous acquisitions. Alamo Group went public in 1993 and since 1995 has been listed on the New York Stock Exchange as ALG.</p> <p>All Alamo Group Companies uphold ethical standards and conduct our business in line with our moral and legal responsibilities to customers, suppliers, employees, shareholders, and the public. The Alamo Group Board of Directors and senior managers have approved and adopted a Code of Business Conduct and Ethics which covers confidential and proprietary information, inventions, conflicts of interest and fair dealing, corporate opportunities, insider trading and tipping, the Foreign Corrupt Practices Act, The Bribery Act 2010, antitrust compliance, export controls, fraud, confidential reporting procedures, and non-retaliation measures. The policies from the Code governs our conduct worldwide in our facilities and where we transact business and are intended to be applied in good faith with reasonable business judgment within the framework of the law and sound ethical practices.</p>
12	<p>What are your company's expectations in the event of an award?</p>	<p>Receiving this contract will enable us to continue to provide products, services, and support for all Sourcewell members in the US and Canada. Our plan is to drive brand growth by leading with our Sourcewell contract and guiding customers through the contract process. With the Snow and Ice team's extensive product portfolio, we offer one of the largest selections in Snow & Ice Removal and will customize packages as needed. In addition, we guarantee high quality, service, competitive pricing, and full North American coverage.</p> <p>Several members have noted the seamless experience of conducting business with us through our current Sourcewell contract. Our sales teams are well-equipped to address inquiries regarding the contract, and we have observed a significant increase in its utilization over the last 3 years. Our sales team is confident in sustaining growth through the Sourcewell contract, which is distinguished by integrity, quality, and user-friendliness.</p> <p>If awarded this contract, we remain committed to providing prompt and knowledgeable assistance, as well as delivering solutions that consistently meet or exceed industry standards while continuing our reorganizing and restructuring to offer the most competitive prices and best overall service to members.</p>

<p>13</p>	<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>Our company financials are reported through Alamo Group Inc, our parent company. You will find on page 19 of the attached Q3 2025 10Q, our most recent 10Q, a summary of the Industrial Equipment Division sales for Q3 2025.</p> <p>Net sales in the Industrial Equipment Division, which our financials are reported in, were \$247.0 million in the third quarter of 2025 compared to \$211.2 million for the same period in 2024, an increase of \$35.8 million or 17%. The increase was due to solid demand in all product lines, particularly vacuum trucks and snow removal contributing the most to year-over-year growth.</p> <p>Alamo Group Inc. demonstrates strong financial strength and stability through \$1.6B+ annual revenue, consistent profitability, strong cash generation, and a net cash position (cash exceeding debt), as evidenced by its audited financial statements and SEC filings (Forms 10-K and 10-Q), as well as its most recent earnings releases. Attached is our full 2025 final report with the following information:</p> <p>For fiscal year 2025, Alamo Group Inc reported: Net sales of \$1.60 billion Net income of \$103.8 million Adjusted EBITDA of \$216.9 million (13.5% margin) Operating cash flow of \$177.5 million</p> <p>The Company maintains a strong balance sheet, including: \$309.7 million in cash \$205.7 million in total debt Resulting in a net cash position of ~\$104 million</p> <p>Quarterly results further demonstrate consistency and stability. For the first nine months of 2025: Net sales of \$1.23 billion Net income of \$88.3 million</p> <p>Alamo Group is a NYSE-listed public company (NYSE: ALG) and a large, accelerated filer, subject to rigorous SEC reporting and internal control requirements, including audited financial statements and Sarbanes-Oxley compliance.</p> <p>This combination of scale, profitability, strong cash flow, and conservative balance sheet management demonstrates the Company's financial strength, stability, and ability to support long-term operations and customer commitments.</p> <p>Attachments: Line 13 Q3 2025 10Q, Line 13 2025 Final Report, Line 13 2025 10K.</p>
<p>14</p>	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>This industry features diverse equipment needs across different regions in the US and Canada. While the Association of Equipment Manufacturers (AEM) does not track individual market share for items like snowplows or spreaders, Alamo Group (USA)'s Snow and Ice team provides a full line of equipment in both countries. Few companies offer a comparable product range to North American customers.</p> <p>Drawing on decades of sales history and internal records from our internal operating systems (MRP/CRM), our Snow and Ice team estimates that our portfolio of brands holds a market share ranging from 25% to 35% in the United States.</p>
<p>15</p>	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Alamo Group (USA) Snow and Ice team brands hold a 45–50% market share in Canada. Despite this strong position, there is still significant growth potential through increased product awareness, marketing, and simplified purchasing options like Canoe.</p>
<p>16</p>	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>Alamo Group (USA) Snow and Ice team has never participated in any bankruptcy proceedings. We recognize our obligation to inform Sourcewell in writing if we ever enter into a bankruptcy proceeding.</p>

<p>17</p>	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>We would fall under the b) category as we provide manufacturing, sales, service, and use local independent dealers to perform sales and service on our behalf and with our assistance.</p> <p>We operate through a network of independent best-in-class dealers, including Alamo Group-owned HP Fairfield, who represent our brands in the US, Canada, and internationally. Dealers typically cover specific geographic areas and are individually owned with their own sales and service teams to support local customers. We deliver products directly from the factory or via our dealer network, supported by sales and service teams. In situations where we operate local facilities in Canada, our employees are responsible for providing sales, service, and parts support to members within their designated areas. Members would submit their purchase orders to the company following the same process as they would with an approved dealer.</p> <p>If dealer coverage is unavailable in a particular area of North America, a company employee manages member sales and service, with additional support from our factory team.</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>License, certification, and regulatory requirements vary by jurisdiction throughout North America. Our organization, along with our authorized dealers and any third-party service providers engaged in fulfilling Sourcewell participating entity orders, are required to comply with all applicable federal, state, provincial, and local regulations. This includes, where applicable:</p> <ol style="list-style-type: none"> 1) Required business and sales licenses. 2) Compliance with municipal, state/provincial, and federal technical codes and regulations. 3) Insurance requirements. 4) Sales representative licensing. 5) Service technician and equipment specific certifications. <p>We maintain internal governance processes to ensure that our manufacturing facilities, dealers, and service partners meet these requirements as a condition of doing business.</p> <p>From an operational standpoint, we emphasize quality, safety, and continuous improvement across our manufacturing operations. We implement lean manufacturing practices and annually select employees from multiple departments to participate in the Kent State Lean Six Sigma Training & Certification Program. Many team members have completed this training and associated refresher coursework.</p> <p>We also mandate regular in factory safety training for employees, including OSHA related training where applicable. Equipment operators receive ongoing training to ensure safe and effective operation, and welders are required to hold internal welding certifications in addition to applicable industry credentials.</p> <p>The following licenses and certifications are currently held:</p> <p>Everest Equipment</p> <ol style="list-style-type: none"> 1) Permis de commerçant de véhicules routiers — License to sell trucks in Canada 2) Seal of Performance & Quality — Annual inspection program, including welder testing and audit requirements <p>Tenco</p> <ol style="list-style-type: none"> 1) Registered with the National Highway Traffic Safety Administration (NHTSA) in the United States as an alterer of previously certified motor vehicles and a final stage manufacturer of motor vehicles. 2) Registered with Canada Motor Vehicle Safety Standards (CMVSS) as an alterer of previously certified motor vehicles and a final stage manufacturer of motor vehicles. 3) ISO 9001:2015 certified. <p>Wausau</p> <ol style="list-style-type: none"> 1) ISO 9001:2015 certified. <p>Attachments: Line 18 Everest License to Sell Trucks in Canada, Line 18 Everest Welding Certificate, Line 18 Tenco NHTSA Certificate, Line 18 Tenco Authorisation MNS Certificate, Line 18 Tenco ISO 9001 2015 Certificate, Line 18 Wausau ISO 9001 2015 Certificate</p>

19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	We do not have any current or past debarments.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Awards or recognition we have received since 2021 are: Tenco Inc. – APWA 2022 Best New Product Award, photo attached.</p> <p>Recognition letter from Airport Snow & Ice Removal Consulting, LLC dated February 2, 2026. A summary is provided here with the complete letter being attached.</p> <p>Jay D. Ball from Airport Snow & Ice Removal Consulting, LLC, expresses appreciation for the efforts of Mike Minicucci’s team in supporting Atlanta Hartsfield-Jackson International Airport (ATL) during Winter Storm Fern in January 2026, highlighting the successful use of specialized equipment and training to maintain airport operations.</p> <p>1) Storm preparation and equipment demonstration: The snow removal team at ATL sought to dry runways quickly to apply anti-icing chemicals, prompting a visit to Alamo Group’s Montreal site and arranging a demonstration of the AF 1 cold air blast machine. Despite logistical challenges, the machine and expert personnel were deployed to ATL for the storm.</p> <p>2) Technical support and equipment maintenance: On January 24, the team inspected and repaired the AF 1 machine and Tyler Deicing trucks, ensuring readiness. Greg Murray provided crucial training to ATL staff on deicing truck operation, including filling and equipment use during pre-treatment.</p> <p>3) Extended onsite support: The Alamo team remained at ATL through January 25, delivering ongoing training and support for the AF 1 machine and deicing trucks. They were recalled for additional operations into the early hours of January 26.</p> <p>4) Outcome and professionalism: The combined efforts and professionalism of the team ensured ATL remained operational during the storm, with the performance of the AF 1 and Tyler Deicing trucks setting a high industry standard. Your team is truly remarkable!</p> <p>Following are a few more testimonials which can be found in their entirety at https://tenco.ca/achievements/</p> <p>SCARBOROUGH, New fleet for Crupi and Sons – Serving the Greater Toronto area since 1951, Crupi & Sons turned to TENCO’s expertise and solutions in order to maximize their return on investment, and minimize downtimes during harsh winter conditions.</p> <p>WICKHAM, Sale and installation in the City of Wickham – Having previously worked with another manufacturer, the City of Wickham don’t regret its recent decision to contract with Tenco for its new truck.</p> <p>CANANDAIGUA – The town of Canandaigua expresses gratitude to Shane Chapman and Tenco Industries for their professional handling and timely delivery of a snowplow truck and a self-contained snow blower compatible with the John Deere 644, both of which have met or exceeded expectations in performance and installation, along with commendation for the company’s service and dependability.</p> <p>Attachments: Line 20 Tenco Best New Product Award, Line 20 Letter from Jay Ball</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	The majority of our brands primarily conduct sales with government agencies, accounting for 90-99% of transactions in the past three years. Tenco Inc., which serves a substantial retail customer base, has achieved 65% of its overall sales within the governmental sector during the same period.	*
22	What percentage of your sales are to the education sector in the past three years?	Over the last three years, sales to the education sector amounted to less than 1% of our total.	*

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>Alamo Group (USA) Snow and Ice team contract listing for the last 3 years, 2023, 24 and 25. The majority of the Participating Addenda's (PA's) have only recently been awarded. We anticipate contract usage in the upcoming years.</p> <p>Sourcewell Snow and Ice and Airport contracts combined: 2023 - \$1,417,517 2024 - \$4,651,627 2025 - \$7,957,334</p> <p>DE PA to Sourcewell \$0</p> <p>AK PA to Sourcewell 2025 - \$325,368</p> <p>IA PA To Sourcewell \$0</p> <p>ID PA to Sourcewell \$0</p> <p>NJ PA To Sourcewell \$0</p> <p>NV PA To Sourcewell \$0</p> <p>State of WY to Sourcewell \$0</p> <p>NY OGS PA to Sourcewell 2023 - \$0 2024 - \$160,817 2025 - \$983,311.25</p> <p>HGAC \$0</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>We do not hold our own GSA however we work with Federal Contract Corp who does represent our companies on their GSA. Sales for the last 3 years: 2023 - \$7,562 2024 - \$436,750 2025 - \$ 1,183,036</p> <p>We do not hold any SOSA's.</p>

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *
Dane County Regional Airport	Greg Kerkenbush	608-246-3396
New York Dept of Transportation	David Schaub	518-417-6676
Des Moines Intl Airport	Chris Kuonen	515-256-5100
Denver Intl Airport	Kenton Janzen	720-913-8100
Erie County Public Works	Pat Baskerville	716-759-8328

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

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

Line Item	Question	Response *
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<p>26</p>	<p>Sales force.</p>	<p>As part of our current reorganization efforts, the responsibilities of our sales team will be broadened to encompass support for all brands associated with a Sourcewell award, rather than focusing on a single brand. We have established two divisions: the US Truck & Industrial Division and the Motorized & Airport Equipment Division. Instead of our previous one-size-fits-all sales approach, we are shifting to a more strategic, targeted go-to-market strategy. This structure is intended to enhance dealer and member relationships while focusing on core business areas.</p> <p>Our US Truck & Industrial Division is managed by Bob Wood, Director of Sales. Bob has 7 direct reports, who are employees of our company. We are including an organization chart and a map of the areas of responsibility.</p> <ol style="list-style-type: none"> 1) Eastern US Regional Sales Manager, officing in OH. <ol style="list-style-type: none"> a) Eastern Wholegoods Sales Representative, officing in OH. b) OH Turnkey and Upfit Sales Representative, officing in OH. 2) Western Sales Manager, officing in KS. 3) NY Key Accounts Sales Representative supporting key NY dealers within our turnkey and upfit segments while managing a direct to customer area of responsibility, officing in NY. 4) NY Sales Representative supporting all NY industrial dealers, loaders and graders, while managing a direct to customer area of responsibility, officing in NY. 5) VT and NH Sales Representative, officing in NH. 6) ME Sales Representative, officing in ME. 7) Inside Sales supporting NY Everest Dealers, MA, CT, and RI Everest and Tenco dealers, officing in NY. <p>Our Motorized & Airport Equipment Division is managed by Mike Minicucci, Sales Manager. Mike has 7 direct reports, who are employees of our company. We are including an organization chart of the areas of responsibility.</p> <ol style="list-style-type: none"> 1) West Coast Representative Airport Equipment US, officing in MD. 2) East Coast Representative Airport Equipment US, officing in VT. 3) West Coast Representative Motorized Equipment Canada and US, officing in BC. 4) East Coast Representative Motorized Equipment US, officing in ME. 5) East Coast Representative Motorized Equipment Canada, officing in QC. 6) Inside Sales US, officing in WI. 7) Inside Sales Canada, officing in QC. <p>We have over 1,000 authorized, independent dealer locations positioned across the US and Canada to support the sales, service, and distribution of our Snow and Ice brands. Each dealer is staffed with 1 to 10 dedicated government sales and service associates responsible for promoting our products, parts, training, and services throughout North America, each fully supported by our factory teams. We authorize our dealers to act on our behalf and utilize our award which gives them the authority to receive a purchase order from the member and provide invoicing for the sale. Our dealer listing is being provided as an attachment for your reference.</p> <p>Training continues to be an essential factor in ensuring success, supported by continuous efforts to educate dealers and members about contract features and benefits, terms, and conditions. The group will continue to spearhead sales initiatives utilizing the Sourcewell contract, and actively encourage both dealers and factory representatives to participate in Sourcewell University and Sales Accelerator courses and review the online sales series of videos in the Supplier Portal. Our members, dealers, and factory teams receive dedicated support from Mary Andrews, an independent contractor with Manufacturers Solutions Team. Her primary responsibilities include managing our Sourcewell and Participating Addenda contracts, facilitating training sessions, implementing changes, and providing guidance on effective contract utilization. We also publish a weekly notice entitled Five Things, which is circulated among our Sales, Production, Engineering, Finance, HR, Marketing, Parts, Service, and Senior Management teams. This publication provides updates and insights regarding organizational matters such as products, contracts, events, and more. Attached are two examples of how we have informed our teams about recent Sourcewell contract developments.</p> <p>Alamo Group will continue to look for opportunities to organize the brands in a manner which is advantageous to providing the member with the best products and services and ease of doing business. It is important the members have access to our expert resources and support in this category to help guide them to the right solution across our brands.</p> <p>Attachments: Line 26 US Truck & Industrial Division Organization Chart, Line 26 US Truck & Industrial Division Map, Line 26 Motorized & Airport Division Organization Chart, Line 26 Dealer Listing, Line 26 Five Things 8-20-25 Pgs 7-8, Line 26 Five Things 3-4-26 Pgs 4-6</p>
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27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>We place great importance on serving members locally by offering comprehensive training, contacts, and product support directly from our dealers to provide an excellent experience with our products. When it results in a better solution, we are also fully equipped to work directly with all members. More than 80% of our sales are processed through our dealer teams, who receive complete support from our factory teams.</p> <p>The majority of our dealers focus on snow removal management and are classified as independent Truck Equipment or Industrial dealers. Henke products are also supported by Construction dealers that market, service, and support the products. If this contract is awarded, our products will be represented at over 1,000 dealer locations in North America. Additionally, many of our dealers have overlapping responsibilities and represent multiple brands within our two divisions.</p> <p>Alamo Group Inc acquired HP Fairfield's two locations, which serve municipalities and contractors across New England. These facilities contribute to the enhancement of roadway, airfield, and public infrastructure safety and quality by providing sales, manufacturing, and custom installation of specialized work trucks and related equipment. Their product offerings include custom municipal snow and ice removal equipment; street sweepers; rotary, flail, and boom mowers; solid waste and recycling equipment; water and sewer maintenance equipment; sidewalk tractors; and asphalt maintenance patchers. Both locations are classified as Alamo Group-owned dealers for our Snow and Ice team.</p>
28	Service force.	<p>Our Service, Technical Support, and Customer Service has been reorganized into our After-Sales team. Please see line 30 for all additional details on how we can support Services and Technical Support for the members.</p> <p>We require our dealers to have a dedicated team of service professionals trained on the brand/s they represent. The majority specialize in snow removal management and have been servicing the area for years and know the members. Our dealers have a minimum of one lead service technician, and one parts specialist who is well versed to support our products in the field with their service trucks or in their shop.</p> <p>Our After-Sales department operates 24/7, ensuring comprehensive support through a dedicated team of technicians and service trucks for both members and dealers. This commitment is further strengthened by the involvement of our broader After-Sales team, which includes upper management, engineering, marketing, accounting, customer service, manufacturing, quality assurance, shipping, warranty, sales, training, and safety personnel. We provide a complete service package designed to deliver efficient and effective solutions for our members and dealers. In total, we have 17 factory technicians and over 1,000 dealer-based technicians available to provide first-line service throughout the United States and Canada.</p>

<p>29</p>	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>Before initiating the ordering process, we verify the Sourcwell membership number. If a member number has not yet been established, we assist the member with registration through the Sourcwell website. While quoting activity may begin prior to receipt of a member number, no order is released without a valid member and contract reference.</p> <p>1) Quoting and Configuration The ordering process begins when the Sourcwell member works with either a local authorized dealer or a factory representative to configure equipment to meet their operational needs. All configurations and pricing are developed using Salesforce with CPQ (Configure, Price, Quote), which ensures both contract compliant pricing and standardized configurations and documentation. Quotes are issued using contract pricing and clearly reference the Sourcwell contract and member number.</p> <p>2) Purchase Order Submission Once the member approves the quote, the member issues a purchase order (PO) that references both the Sourcwell member and contract number. Orders may be handled in one of two ways: a) Dealer led orders: The member submits the PO to the authorized dealer. The dealer submits their corresponding order to the factory, including the member's PO and final approved quote. b) Factory direct orders: The member may submit the PO directly to the factory. In these cases, the local dealer remains involved for coordination, delivery, and service.</p> <p>Approximately 75-80% of opportunities created are through our dealers. Dealers are authorized under this agreement to receive POs and provide invoicing on our behalf. Regardless of the submission path, the dealer remains engaged throughout the sale, delivery, and post delivery support process.</p> <p>3) Order Capture and Processing Once the PO is received, the opportunity and quote in Salesforce are converted to a Salesforce generated order. This step ensures that: a) The approved quote, PO, and all supporting documents remain linked. b) Order status is visible to sales, operations, and order processing teams. c) The process is auditable and reportable for contract compliance.</p> <p>Orders are routed to an internal order processing team, they review the order and enter it into our ERP system. The sales order number is then linked back to Salesforce to maintain end to end visibility and status tracking.</p> <p>4) Fulfillment, Delivery, and Invoicing After ERP entry and production scheduling: a) Equipment is manufactured or assembled as required. b) Orders are shipped to the authorized dealer for setup and pre delivery inspection (PDI), unless otherwise specified. c) Members may elect dealer delivery or customer pickup.</p> <p>At delivery, all required documentation (manuals, titles, warranty information, and any requested contract documentation) is provided. Following delivery acceptance, the party receiving the member's PO (dealer or factory) issues the invoice to the member.</p> <p>5) Ongoing Coordination and Support Throughout the process, the factory representative coordinates with both the dealer and the member to ensure contract compliance, accurate order execution, and customer satisfaction. Salesforce is used to track order status, revisions, and supporting documentation, providing transparency and accountability across all stakeholders.</p>
<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>As mentioned throughout our response, the Snow and Ice team is going through a strategic change, which includes consolidating, reducing, centralizing, and streamlining our brands, models, staff, departments, and facilities. These steps are meant to make decisions faster, reduce lead times, and create a more focused product lineup, with the ultimate goal of offering quicker and better support to our members.</p> <p>To implement these changes, we are consolidating operations and transitioning into a single After-Sales team serving both the United States and Canada. This unified department, covering Service, Technical Support and Customer Service, operates under the leadership of Jonathan Raschi, Sales & After Sales Supply Chain Director, based in Quebec. Jonathan is responsible for establishing operating guidelines, structuring departmental processes, and advancing after-sales customer service across both divisions. The customer service department provides comprehensive support, including distribution and service functions such as maintenance promotion, warranty administration, and training programs. Technical support is delivered by specialists available to troubleshoot and assist remotely via telephone or through on-site equipment visits as required.</p> <p>Our After-Sales team is comprised of company employees; 6 upper-level managers and 32 factory positions, 3 in WI, 3 in NY, 3 in NH, 2 in ME, 2 in OH, 9 in Quebec,</p>

5 in Ontario, and 5 in Alberta, with plans for future growth. During peak seasons, we may employ contract employees in our parts and distributions area to maintain our fill-rate expectations. This team not only serves as the primary point of contact for authorized dealers but also responds directly to members, offering each an integrated, one-stop service. By training and empowering our representatives to address complex, cross-departmental matters promptly, we reduce member and dealer effort and wait times, increase first-contact resolution rates, and enhance overall satisfaction. We have attached our After-Sales organization chart.

This new one After-Sales team approach is to ensure members and our dealers can resolve any issue, request, or inquiry with a single interaction, regardless of the sales channel, through one dedicated representative. Our factory's average response time is 2 to 4 hours; this will vary based on the season. Our parts fill rate is presently 75% with a target of getting to 85-90% overall. We continue to recommend members contact their local dealer first as they truly are our front-line professionals supporting the local members. Our dealers are required to maintain adequate levels of parts in support of the models which have been sold throughout their areas.

The directions we have taken and our ultimate plans for our After-Sales team are:

- 1) To have one central technical support team with one point of contact, supporting all brands for all dealers and members.
- 2) To have one central customer service team with E-commerce possibilities and advanced customer order management.
- 3) To have global distribution ensuring same day shipment with orders placed prior to 4pm.
- 4) To develop our own branches to extend servicing capacities to all Snow & Ice products.
- 5) To implement an online warranty management system to accelerate the claim processing system.
- 6) To capitalize on dealer development to extend additional coverage.

A typical process today for our After-Sales team begins when the customer notifies the dealer of an issue. The dealer then dispatches both sales and technical representatives to the site to assess the situation within 24 hours. A decision is made whether to resolve the issue on-site or bring the equipment back to the shop. Our dealer and factory teams prioritize service at a very high level, which distinguishes us from competitors. We work diligently together to provide quick solutions and minimize customer downtime. Our factories maintain a substantial inventory of parts to support both members and dealers.

In some cases, we handle issues through Salesforce using the "Cases" functionality. This system ensures that all our teams at the factory, sales, service, production, and engineering, are informed about the issue and have the chance to contribute to resolving it. Once a case is closed, the customer receives a notification. We track and manage cases with various metrics, such as age, status, next actions, and root cause. The structure allows us to resolve issues efficiently and provides a feedback tool to help us continually improve our products and processes based on any issues that arise.

Warranty claims are processed within the After-Sales team. We have attached our Limited Warranty Statement which provides detailed information about the warranty coverage offered for various products, including the duration, exclusions, and support policies. It clarifies what is covered under the warranty, lists specific exclusions, and explains the service and support framework available to customers for all our brands and products.

Here is a summary of our warranty coverage for all brands.

All products come with a minimum one-year warranty covering parts and labor, with options to purchase extended warranties. Complete coverage details are available in the attached warranty statement. The document also specifies what is not covered.

The warranty does not cover several specific cases and items, including but not limited to:

- 1) Items altered or repaired by unauthorized sources.
- 2) Damage caused by misuse, negligence, alteration, accident, or abnormal use.
- 3) Damage due to lack of maintenance or use of incorrect fuel, oil, or lubricants.
- 4) Normal wear items such as cutting edges, tires, batteries, and other specified parts.
- 5) Other wear items including paint finish, corrosion, seals, hoses, belts, spark plugs, bulbs, filters, and various mechanical components.
- 6) Paint warranty exclusions for equipment delivered with only a primer coat. Polycarbonate moldboards are not covered for puncture, abrasion, fading, scratching, or chemical damage.
- 7) Hydraulic components contaminated by dirt or foreign materials.
- 8) Components operated beyond their designed capacity and improperly installed equipment.
- 9) Damage caused by nonstandard attachments, failure to retighten fasteners, or use of unauthorized aftermarket parts.

		<p>10) Corrosion due to failure to apply dielectric grease and abrasion damage to wiring or hydraulic hoses.</p> <p>11) Repairs needed due to exhaustion of the normal service life of parts or products.</p> <p>Certain brands such as Everest, Henke, and Wausau do not cover technician travel time and mileage expenses, whereas Tenco and RPM Tech do cover these costs. Warranty work support is provided throughout the US and Canada. In cases where local support gaps occur, the company will collaborate with members to pay for repairs at current labor rates or provide on-site factory support if members cannot perform repairs themselves.</p> <p>Warranty service for items made by other manufacturers that are part of our submission is reviewed on a case-by-case basis, especially when suppliers require warranty work to be performed by their technicians. We want to be a one-stop shop for members, when possible, but we may be required to refer them to the OEM.</p> <p>Exchanges or returns are typically not offered because most equipment is custom-built to member specifications. The company strives for complete member satisfaction at delivery and addresses concerns through fair negotiations to find mutually beneficial solutions.</p> <p>All brands offer extended warranty coverages, and most local dealers provide service contracts tailored to members' needs. Wausau Equipment Company additionally offers inspection, annual service, and preventative maintenance contracts. All are customized to the members' requirements and would be priced at the time of request.</p> <p>Attachments: Line 30 After-Sales Organization Chart, Line 30 Limited Warranty Statement</p>
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Our extensive dealer network and factories enable us to serve the entire US, including snow-belt regions, with geographic diversity.</p> <p>Our brands are committed to assisting customers even if there is no authorized dealer in their area. For instance, Tenco is searching for a top-quality dealer in Georgia, as we've delivered several units to Atlanta Hartsfield airport. If an issue arises before our independent dealer is established, we'll dispatch a technician to resolve it. Additionally, we collaborate with the members' local service center when they have the necessary resources. Our objective is to minimize downtime for members and choose the most effective solution to achieve this goal.</p>
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Our organization is fully equipped to serve Canoe members in Canada through our comprehensive dealer network and manufacturing facilities. For example, Cape Breton, Nova Scotia experienced 173 cm of snowfall and acquired three units under a State of Emergency purchase. We worked with their local service provider to commission the units and offer ongoing support for service and parts. Our factory teams remain committed to assisting their local service provider in all future needs.</p>
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>We will serve all regions of the United States and Canada, including remote areas.</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>We are committed to providing comprehensive services to all sectors participating in the Sourcewell program. There are no restrictions on our engagement under the Sourcewell contract.</p>
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Our business operations extend to Hawaii, Alaska, and US Territories, and there are no particular contract requirements or restrictions that apply in these regions.</p>
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes, we will extend our entire awarded master agreement to any nonprofit entity which is a member of Sourcewell or Canoe.</p>

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Our detailed response outlines a strategic shift toward unified operations in marketing, sales, and product development, focusing on member engagement and our streamlined snow and ice removal solutions. By consolidating brands and leveraging expertise, our team delivers expanded turnkey offerings, enhances customer service, and maintains regular communication through weekly newsletters and training. Trade show participation and prominent contract branding further support growth and visibility across North America.</p> <p>In marketing we have adopted a strategic approach to boost member engagement by leveraging brand expertise, product innovation, and safety standards. As mentioned in our history, in the last three years our division has consolidated, reduced, eliminated,</p>

centralized, and rationalized our brands, models, people, and facilities to gain decision-making speed, quicker lead times, and a targeted product offering tailored to members' snow and ice removal needs. These changes support future growth, competitive pricing, and make business transactions easier and quicker for members.

We are now operating as a unified team rather than as individual brands, enabling us to provide comprehensive snow and ice upfitting solutions tailored to address customer challenges. A big advancement which is a positive for the members is that we are now using the upfitting know-how developed for turnkey trucks to provide a complete package including upfitting service of our plow/wing/hitch and control installation on customer's loader and grader. Previously, the customer was buying only the components and was responsible for the installation on these vehicle types.

We are combining product from different brands to take advantage of the best features of products in new turnkey truck configurations (ex. Tenco plows with Everest hitches). On the product development level, we will develop new product lines combining the best features of certain products and eliminating product line redundancy: ex: new SaltPro slide-in spreader will replace the Tenco Slide-In line, offering some of the Tenco best features, integrating new ones manufactured at a competitive pricing.

Through this integrated approach, we offer an expanded and diversified product portfolio that meets customer needs and expectations throughout North America. Our focus remains on delivering value-added, turnkey solutions engineered to fulfill customer requirements, rather than supplying standalone equipment and coordinating with multiple entities. Moving forward, our sales team will develop expertise across our entire product range, allowing them to recommend the most appropriate solutions for our clients. Rather than concentrating on a single brand, they will represent all brands. We keep our sales teams updated on our progress and share key details through our weekly "Five Things" newsletter, which is sent to all members of Sales, Engineering, Finance, HR, Marketing, Parts, Service, and Senior Management. As shown in the attachment, this newsletter is an effective method for distributing important information about Sourcewell. We attached examples of this distribution in line 26.

Our success with previous Sourcewell awards can be attributed in part to the prominent display of the Sourcewell Awarded Contract Vendor logo and contract number. These elements have been incorporated into our quote and sales forms, email signatures, websites, social media posts, marketing materials, advertisements, newsletters, banners featured at trade shows, and banners positioned at dealer locations. We have attached examples of using the elements on display at shows and on webpages.

Regular training has empowered our sales teams at both the factory and dealerships with the confidence to discuss contracts with members. We recommend everyone participate in Sourcewell training whenever it is available nearby. Training dates are published and maintained on Google Docs so the teams can easily access registration information.

Trade show participation is central to our strategy, with plans to highlight the contract prominently within booths and on equipment. The group intends to secure spots within the Sourcewell pavilion whenever possible to maximize exposure. Listed are the shows and events we will participate in during the year for the US and Canada.

NTEA Work Truck Week (March)
 APWA Snow Conference (April)
 AAAE/NEC Snow Symposium – Airport (April)
 Western NY Superintendent Asso – Equip Show (April)
 CT Asso of Street & Highway Officials (CASHO) (May)
 VT Municipal Equipment Show (May)
 NH Municipal Asso Annual Conf. & Exhibition (October)
 New York State Highway and Public Works Expo (October)
 NEC/AAAE Hub Airport Winter Ops (July)
 APWA Central PA – Symposium & Equipment Show (September)
 EMTSP National Equipment Fleet Management Conference (August)
 WSHEMA Western State Highway Equipment Managers Meeting (August)
 Western Snow & Ice Conference and National Snow Rodeo (October)
 NYS Highway & Public Works Expo (October)
 Minnesota Fall Maintenance Expo (October)
 AMOTIA Annual Conf. (November)

Ontario Good Road (OGRA), February
 Atlantic Heavy Machinery (March) APOM – QC PW Equipment (September)
 APOM – QC PW Equipment (May)
 AORS Municipal Public Works Trade Show (June)
 RQA – QC Airports (September)
 SWIFT – Airport (September)
 AMCO - ON Airports (October)
 TACCONF - Transportation of Canada Conference (October)
 APOM – QC PW Equipment (September)

ARHCA – Albert Road Builders (November)

Our strategic vision is to establish a stronger and more unified structure for the Snow and Ice team. The management group is transitioning from site-specific or brand-oriented operations to supervising responsibilities across all locations. We are actively exploring opportunities for our manufacturing facilities, installation center, and parts centers to operate collaboratively, enabling us to better serve our customers by lowering costs and reducing lead times. We are positioning ourselves as a single-source partner for snow removal and ice-control equipment, delivering greater efficiency, consistency, and long-term value. We are preparing to launch new Alamo Group Snow & Ice Team Facebook and LinkedIn pages, along with a dedicated YouTube channel, to showcase our multi-brand portfolio and clearly communicate the value our solutions deliver. These platforms will allow us to highlight product innovation, turnkey capabilities, and the strength of our integrated offering. In the future, we plan to consolidate our portfolio under a unified website that brings together all brands, emphasizing their collective strengths, expertise, and shared commitment to performance and customer support.

Attachments: Line 37 Flag, Magnet Displayed on Equipment, Line 37 Flag, Magnet Displayed on Equipment (2), Line 37 Flag, Magnet Displayed on Equipment (3), Line 37 Everest Webpage Sample, Line 37 Literature Everest, Line 37 Literature Henke for Loaders & Graders, Line 37 Literature RPM Snow Blower

<p>38</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>Our organization maintains a consistent presence across social media platforms, including LinkedIn, Facebook, YouTube, X, and Instagram, through our dealers and factory marketing teams to increase brand visibility, educate the market, and support customer engagement across the municipal, DOT, and public works sectors. These channels have been leveraged to highlight previous Sourcewell awards, our products, and services.</p> <p>https://ca.linkedin.com/in/equipments-everest-equipment-co-a4a914155 https://www.facebook.com/EverestEquipmentCo/ https://www.facebook.com/rpmttechgroup/ https://www.youtube.com/c/RPMTechinc https://www.linkedin.com/company/rpm-tech-inc./?originalSubdomain=fr https://www.linkedin.com/company/tenco-inc./posts/?feedView=all https://www.facebook.com/tenco-inc https://www.youtube.com/@TencoSnowRemoval https://www.instagram.com/tencosnow?igsh=NHlvZ2hpZ2J1NjA1 https://www.facebook.com/WausauEquipment https://www.youtube.com/user/Wausau3663 https://www.linkedin.com/company/wausau-everest-lp/</p> <p>Over the past 12 months, our Facebook platforms alone have generated more than 5 million content views. This performance is driven by a strategic mix of high-engagement operational content, such as videos of 1) snow blowers https://www.facebook.com/reel/2483203165415138, 2) turnkey trucks in action https://www.facebook.com/reel/1349436316877310, 3) alongside product announcements https://www.facebook.com/watch/?v=636081792822012, 4) trade show participation https://www.facebook.com/photo/?fbid=1419764980158625&set=a.490912463043886, 5) and customer success stories https://www.facebook.com/tenco-inc/posts/pfbid0tiC6ZcN2N1JYt8ZhHyykbM2yhjJqQZNXK91fbAg4w5MjSeheb9aUZMgs3vQDRMh9l.</p> <p>By combining field-based, real-world content with promotional and educational messaging, we maintain strong organic reach while consistently engaging our core audience of municipalities, contractors, and public works professionals.</p> <p>Social media analytics are monitored regularly to evaluate impressions, engagement rates, video retention, and audience demographics. These insights inform content strategy and ensure alignment with customer interests and seasonal demand patterns.</p> <p>We maintain dedicated webpages outlining cooperative purchasing options, including information regarding Sourcewell participation. https://everestequipment.com/cooperative-purchasing/ https://grouperpmttech.com/en/coop-purchasing https://wausauequipment.com/municipal-equipment/ These pages are optimized using structured metadata, SEO best practices, and clear navigation pathways to ensure discoverability and accessibility.</p> <p>Through Google Analytics and related tools, we monitor:</p> <ol style="list-style-type: none"> 1) Traffic sources and geographic distribution 2) User behavior and engagement metrics 3) Page performance and inquiry submissions <p>Data insights are used to continuously refine website structure, keyword targeting, and content relevance.</p> <p>We deploy digital advertising campaigns through platforms such as LinkedIn and Google Ads to reach defined industry audiences. We have attached an example. We spend a few thousand dollars a year on targeted ads to promote currently available and ready-to-ship products across our different brands. Audience segmentation is based on industry, job function, and geography. Performance metrics including click-through rates and conversion tracking guide campaign optimization. Remarketing strategies are used to re-engage prior website visitors with relevant product messaging using compliant cookie-based technologies.</p> <p>Professional digital production tools and coordinated marketing teams ensure consistent, high-quality content delivery across North America. We use a mix of in-house talent, as well as outsourced production teams for designing, video-editing, photography, etc.</p> <p>Attachments: Line 38 Ad Copy, Line 38 Ad Copy (2), Line 38 Ad Copy (3)</p>
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39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>We believe the most success will come from the team at Sourcewell and the Snow and Ice team working together to promote our partnership and to service the needs of the members, establishing new members, and establishing participating addendums. Our experiences with our previous Sourcewell awards indicate our collective marketing strategies work well as our sales have increased with each year of holding the contract. We will expect Sourcewell to continue to attend trade shows and offer trainings throughout the US, provide us with legal acceptance issues, information on participating addendums within our category, and continued access to your contract management team, supplier portal, and H2O annual event. We hope Sourcewell will continue to provide the membership lists for North America and marketing brochures we can integrate in with our packages to ensure the right message is clearly getting out.</p> <p>We continue to evolve with Salesforce where we create and manage opportunities. Our plan is to fully integrate Sourcewell sales, quoting, order management, and the reporting process in Salesforce and link it to our ERP system. We plan to store pricing, member, and contract numbers, reducing reliance on manual input and by using validation controls which will alert when required Sourcewell information is missing prior to accepting an order. This will ensure Sourcewell pricing is applied correctly at the time of quoting.</p> <p>We are dedicated to prioritizing the Sourcewell contract. Sourcewell will remain an integral part of our scheduled training sessions. Additionally, we will continue to encourage our teams to explore all opportunities for delivering products and services within a unified contractual framework.</p> <p>We expect Canoe to provide the same type of support in Canada as they grow their footprint, and we are committed to working with them to expand the Capital Purchasing Program across the provinces.</p>	*
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Due to the variable, customizable, and specialized configurations of our products, an e-procurement ordering process is not feasible for us at this time. If the member has a portal to process their orders, deliveries, and payments we are willing to sign up and work within their system. Similarly, when using the Buy Sourcewell platform, we will interact in a way that properly corresponds with our range of products and system capabilities.</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>Line 41 Our Snow and Ice team provides comprehensive product, equipment, maintenance, seasonal set up and breakdown, and operator training as a standard part of the sale of our snow and ice equipment to Sourcewell participating agencies without an additional cost. Training is typically conducted onsite at the time of delivery and startup by qualified factory and/or authorized dealer representatives. The training is tailored to the specific equipment being delivered and the technical requirements for its safe and proper operation. Refresher training is available upon request and is commonly provided when new personnel assume responsibility for the equipment. Parts and service manuals are provided at no additional charge.</p> <p>Optional, more in depth training programs are available for members seeking advanced instruction. These programs typically focus on:</p> <ol style="list-style-type: none"> 1) Advanced features and operating best practices. 2) Preventative maintenance and inspection routines. 3) Safety practices and risk mitigation. 4) Optimizing performance and extending equipment life. 5) Recommended spare parts and wear item planning. <p>Advanced training may be delivered by factory specialists, authorized dealers, or Alamo Group Inc's dedicated training personnel for technician level or certification oriented instruction. Customized training programs are quoted as open source line items. Typical pricing is approximately \$2,400 for a one day course and \$3,800 for a two day course, depending on scope and location.</p> <p>This structured approach helps Sourcewell members improve operator safety, maximize uptime, and protect their long term equipment investment.</p> <p>Attachments: Line 41 Training Syllabus Example 1, Line 41 Training Syllabus Example 2, Line 41 Training Syllabus Example 3</p>	*

42	Describe any technological advances that your proposed Solutions offer.	<p>Our Snow and Ice team continually invests in engineering, automation, and operator focused technologies to deliver safe, reliable, and efficient solutions for Sourcewell agencies. Technological advances across our proposed Solutions include:</p> <ol style="list-style-type: none"> 1) Advanced 3D modeling and finite element analysis (FEA) to optimize strength, durability, and weight. 2) Patented product designs that improve plowing performance, material control, and serviceability. 3) Joystick based and touchscreen control systems that simplify operation and reduce operator workload. 4) Fail safe sensors, override systems, and onboard diagnostics that enhance reliability and service support. 5) Hydro mechanical and hydraulic drive innovations designed to improve operator comfort, control, and safety. 6) Cartridge style spreader designs for safer servicing. 7) Postless wing technology for improved snow control. 8) Wide wing systems capable of clearing multiple lanes in a single pass. 9) Reversible hydro mechanical blower drives that improve visibility and operator confidence. <p>These technologies are developed with direct input from public works and municipal operators and are intended to reduce fatigue, improve consistency, and increase overall operational efficiency during winter maintenance activities for the members.</p>
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<p>43</p>	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>Our Snow and Ice team is committed to environmental stewardship through both corporate initiatives and product level practices that support sustainable operations for Sourcewell participating agencies. Our Product and operation related initiatives include:</p> <ol style="list-style-type: none"> 1) Computerized and calibrated material application systems to reduce salt and deicer usage. 2) Belt driven systems that reduce hydraulic oil usage and minimize the risk of fluid leaks. 3) Ongoing research into electrification and alternative power solutions where practical. 4) Recycling programs for metals, fluids, paper, cardboard, and electronic components. 5) Paint and finishing processes designed to reduce solvent use, overspray, and waste. 6) Use of energy efficient lighting and equipment in manufacturing and office facilities. <p>Alamo Group corporate’s environmental responsibilities and accountability include identifying, measuring, and reducing greenhouse gas emissions; air, water, and soil pollution; hazardous waste; and potentially harmful substances which may be found in our products. New regulatory requirements and voluntary disclosure requests are increasing exponentially and the need to collaborate with value chain partners to meet these expectations has never been greater. Corporate has established a goal to reduce greenhouse gas emissions by 50% by 2030 compared to a 2019 baseline. This target covers Scope 1 and Scope 2 emissions as defined by the Greenhouse Gas Protocol Corporate Accounting and Reporting Standards published by the World Business Council for Sustainable Development and the World Resources Institute.</p> <p>A few noteworthy points:</p> <ol style="list-style-type: none"> 1) In 2025, we reduced our Scope 1 absolute emissions by 6% and carbon intensity by 2% from the prior year. 2) Alamo Group collaborates with industry groups and upstream supply chain partners to address the sustainability initiatives we share with these members of our value chain. While most of this collaboration has been recently focused on the joint development of low and zero-emission products to address customer climate concerns, we are also pushing for supply chain transparency and accountability for a wider range of environmental issues, including their greenhouse gas emissions. 3) Alamo Group has been developing and selling hybrid electric products for several years, including electrically powered cutting heads on European boom-mounted mowing products, and a clever marriage of an under 25HP diesel engine, electric generator and capacitor bank to produce a cost-effective hybrid wood chipper which has also sold well in several urban European markets. 4) Alamo Group is committed to mitigating the negative impacts related to air, water, and soil pollution, including prevention and control. To manage harmful chemicals and noxious substances both in the manufacturing process and wherever our products are being used, Alamo Group companies use best practices in compliance with regulations for workplace health and safety, and environmental protection. 5) Within our operations, most of our hazardous waste generation is tied to volatile organic compounds (VOCs) associated with wet paint and related solvents. VOCs and the combustion of fossil fuels account for nearly all of our air emissions. Many of our manufacturing facilities have converted to dry-powder-coat paint systems, which have reduced our absolute VOC emissions over time. In 2025, our VOC emissions were 344,052 lbs., down 9% from the prior year. 6) Alamo Group works with its suppliers to reduce air, water and soil pollutants throughout the value chain and phase out the use of potentially hazardous substances. 7) Water purchased from utilities in 2025 decreased by 10% and our water consumption drawn from our own wells decreased by 7%. Both results are improvements compared to prior year both in absolute terms and intensity (adjusted for hours worked). Overall, we met our 2025 water intensity goal of 10 cubic meters per 1000 hours worked. While our water use is light and opportunities to reduce it are limited, we will continue to work on its conservation to achieve our 2030 reduction goal. <p>We believe sound governance practices are fundamental to achieving our long-term sustainable growth objectives of:</p> <ol style="list-style-type: none"> 1) 23% reduction in absolute energy consumption since 2019. 2) \$2m in operating costs savings due to energy efficiency improvement since 2019. 3) 17% reduction in energy intensity since 2019. <p>These initiatives help Sourcewell members meet environmental goals while maintaining safe and effective winter maintenance operations.</p>
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44	<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>At this time, the snow and ice equipment solutions included in this proposal do not carry specific third party issued eco labels, ratings, or cradle to cradle certifications related to energy efficiency, life cycle design, or sustainability.</p> <p>However, Alamo Group Corporate maintains documented environmental policies and programs focused on regulatory compliance, waste reduction, responsible resource usage, and continuous improvement across its manufacturing facilities. These programs include employee training, internal oversight, and compliance with all applicable federal, state, provincial, and local environmental regulations.</p> <p>While third party eco labels may not apply to all heavy duty vocational equipment due to the nature of its use and operating environment, Alamo Group continues to invest in sustainable design practices, manufacturing processes, and product innovations that support responsible operations for Sourcwell participating entities. Attachment: Environmental Policy and Program</p>
45	<p>What unique attributes does your company, your products, or your services offer to Sourcwell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcwell participating entities?</p>	<p>Our Snow and Ice team offers Sourcwell agencies a unique combination of experience, product breadth, and lifecycle support within the snow and ice industry with nearly 100 years of combined experience designing, manufacturing, and supporting winter maintenance equipment. With multiple leading brands under one organization, Everest, Henke, RPM Tech, SnoGo, Tenco, and Tyler Ice. Members have access to a wide range of solutions that can be standardized across fleets while still tailored to local operating requirements.</p> <p>Key differentiators which set us apart include:</p> <ol style="list-style-type: none"> 1) Turnkey, fully integrated snow and ice solutions, including vocational trucks. 2) Industry leading patented technologies focused on safety, performance, and serviceability. 3) Operator focused controls that simplify training and reduce fatigue. 4) A best-in-class dealer network providing local parts, service, training, and support. 5) Cradle to grave lifecycle support, including refurbishments, upgrades, and technical assistance. 6) Pendant-mount brooms which provide consistent broom pattern during operation. 7) Ulti-Mate "hands-free" plow hitches. 8) Touch screen displays making for a safer user-friendly interface for operator controls. 9) Stowable turret design on our cold air blower allowing unobstructed and safer transport. 10) Highest torque broom heads in the industry. <p>This combination allows our team to deliver reliable, long-term value that extends well beyond the initial equipment purchase.</p>

<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>Our snow and ice equipment is designed to support intuitive operator control, reduce repetitive motions, and simplify operation through automation and modern control interfaces. Our systems are engineered to integrate with widely used municipal control platforms while also offering automated functions that streamline common operational tasks.</p> <p>Compatibility with Industry Control Systems Our equipment is designed to integrate with leading aftermarket plow control systems commonly used in municipal fleets. This includes compatibility with control solutions from manufacturers such as Force America, Bosch Rexroth, Certified Power Solutions, Ace Controls, and similar systems.</p> <p>These platforms typically support ergonomic joystick controls, integrated touchscreen displays, and programmable hydraulic functions, allowing agencies to standardize operator interfaces across multiple pieces of equipment while minimizing training requirements.</p> <p>Automation Features to Reduce Operator Workload Several of our product platforms include automated functionality designed to reduce operator workload and repetitive control inputs:</p> <ol style="list-style-type: none"> 1) Tyler Ice De-Icers – Automated Spray Boom Operation: Tyler Ice de-icing systems offer automated spray boom deployment and stowing capabilities, simplifying setup and shutdown procedures while reducing the need for manual positioning during operation. 2) Wide Wing System – Automated Stow and Operator Aids: Our Wide Wing plow system includes an automated stow capability that allows the wing to be safely retracted and secured with minimal operator input. The system also includes a standard wing-width laser indicator, which projects the effective plowing width to improve operator awareness of the wing position and reduce the likelihood of contact with roadside obstacles. <p>Advanced Control Interfaces for Snowblower Systems Our SnoGo and RPM Tech snowblower systems offer modern control interfaces designed to enhance operator convenience and system monitoring:</p> <ol style="list-style-type: none"> 1) Wireless touchscreen control systems, allowing operators to control the snowblower remotely when required. 2) Machine-mounted touchscreen controls that provide centralized access to operating functions, system monitoring, and diagnostics. <p>These interfaces allow operators to manage multiple machine functions efficiently while maintaining clear situational awareness.</p> <p>Operational Benefits These control system integrations and automation features provide several operational advantages:</p> <ol style="list-style-type: none"> 1) Reduced operator fatigue during extended winter operations. 2) Simplified training due to standardized control platforms. 3) Improved operational efficiency through automated functions. 4) Enhanced situational awareness and equipment control. <p>By combining compatibility with industry-standard control systems and integrated automation features, our snow and ice equipment supports safe, efficient, and ergonomic operation across a wide range of snow and ice control applications.</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>Our equipment is designed to support high visibility during winter maintenance operations, particularly in low-light, snow, and adverse weather conditions. We incorporate both integrated visibility features and provisions for additional lighting systems specified by the operating agency.</p> <p>Integrated Visibility Systems Certain equipment platforms incorporate specialized lighting designed to improve visibility of plowing operations and the full working width of the equipment.</p> <p>1) Wide Wing System Lighting: Our Wide Wing System includes a specially engineered, automatically deployed light bar that extends as the wing plow deploys. This light bar provides rear-facing illumination and visibility along the entire plowing width, clearly identifying the extended wing position to surrounding traffic and improving situational awareness for other vehicles operating nearby.</p> <p>2) Conspicuity and Reflective Safety Provisions Our dump bodies and combination bodies are designed with mounting provisions to accommodate conspicuity panels and reflective safety markings. These features allow municipalities to install high-visibility reflective panels or striping in accordance with local, state, or federal visibility requirements.</p> <p>3) Lighting Package Integration While we do not manufacture vehicle lighting components directly, our equipment is engineered to fully support the integration of customer-specified lighting systems. Our bodies and equipment provide appropriate mounting bracketry and electrical integration points to accommodate:</p> <p>4) LED warning lights and light bars</p> <ul style="list-style-type: none"> a) Additional work lighting b) Plow markers and wing illumination c) Rear visibility lighting d) Agency-specific lighting packages <p>This approach allows members to integrate lighting solutions that meet their operational standards, fleet specifications, and regulatory requirements while maintaining full compatibility with the snow and ice equipment.</p> <p>Design Philosophy Our equipment platforms are designed to support safe winter operations by maximizing equipment visibility, ensuring plow edges and wing extensions are clearly identifiable to surrounding traffic, and providing flexible integration options for modern LED safety lighting packages used by municipal fleets.</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>We have designed our equipment with multiple layers of operator and maintenance safety features. These features include physical guarding, system monitoring, alarms, and lockout mechanisms intended to reduce risk during both operation and servicing.</p> <p>Protective Guarding and Mechanical Safety Features Many of our spreader and snow removal systems incorporate engineered guarding to prevent operator exposure to moving components:</p> <ol style="list-style-type: none"> 1) Auger Grates / Hopper Guards: All auger-equipped combination bodies and spreaders are supplied with heavy-duty top grates as standard equipment. These guards prevent access to the auger during operation while still allowing material loading. 2) Auger Lockout Mechanism: Our HXC spreader includes a standard auger lockout mechanism to prevent unintended auger movement during service or maintenance activities. 3) Conveyor and Drive Component Covers: Combination bodies include steel conveyor covers for the material delivery system when not in use. These covers prevent accidental contact with moving components. 4) Chain Guarding (Optional): On certain platforms such as the 12M body, optional underside chain guards are available to further protect operators and technicians from contact with drive chains and other rotating components. <p>System Monitoring and Temperature Protection Certain equipment platforms incorporate system monitoring designed to alert the operator to abnormal operating conditions:</p> <ol style="list-style-type: none"> 1) Hydraulic Circuit Monitoring: RPM Tech snowblowers include both low-level hydraulic alarms and high-temperature alarms that notify the operator if the hydraulic system approaches operating limits. This allows corrective action to be taken before equipment damage or unsafe operating conditions occur. 2) Audible and Visual Alerts Our equipment integrates with the truck chassis' operator interface and control systems to provide clear visual and audible indications of system status, including alerts related to system faults or abnormal operating conditions where applicable. <p>Design Philosophy Our product designs follow industry best practices for municipal and airport snow removal equipment, emphasizing:</p> <ol style="list-style-type: none"> 1) Physical guarding of moving components. 2) Clear operator visibility and feedback. 3) Monitoring of critical hydraulic systems. 4) Safety mechanisms that reduce the likelihood of unintended equipment movement during servicing. <p>Detailed safety features, operator instructions, and maintenance procedures are documented in the operator and service manuals provided with each piece of equipment. These manuals may be supplied as supporting documentation as part of this proposal if requested.</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	While certifications are dealer held, we actively support member requests by identifying eligible partners within our network when requested.
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Although some of our dealers might meet these categories, we lack verified documentation confirming their certification.
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Although some of our dealers might meet this category, we lack verified documentation confirming their certification.
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Although some of our dealers might meet this category, we lack verified documentation confirming their certification.
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Although some of our dealers might meet this category, we lack verified documentation confirming their certification.
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Although some of our dealers might meet this category, we lack verified documentation confirming their certification.
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Although some of our dealers might meet this category, we lack verified documentation confirming their certification.
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Although some of our dealers might meet this category, we lack verified documentation confirming their certification.
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Although some of our dealers might meet this category, we lack verified documentation confirming their certification.

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.	Unless other arrangements are made before submitting a purchase order to either the local dealer or the factory, all items offered under the award will follow Net 30 payment terms. We accept payment by check, ACH bank transfer, and wire transfer. Our dealers may also accept credit or debit cards, digital wallets like Apple Pay, Google Pay, PayPal, or other payment methods. To utilize these options, we recommend the member communicates directly with the dealer when submitting a purchase order.
59	Describe any leasing or financing options available for use by educational or governmental entities.	Leasing programs or financing options are not directly offered by the Snow and Ice team. However, some of our authorized dealers may make these services available. We will facilitate connections for members with companies that hold a Sourcewell contract and provide such programs.

60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>Our standard transaction documents include:</p> <ol style="list-style-type: none"> 1) A unified Sourcewell quotation form has been developed for all products and brands, streamlining the process for members by eliminating the need for different forms for each brand. The membership registration link is incorporated into the form to facilitate easy access for agencies requiring registration. A sample form is attached for reference. 2) Everests products requires the completion of our Truck Chassis Data form. A sample is attached. <p>Attachments: Line 60 Sourcewell Specific Quote Form Sample, Line 60 Everest Chassis Data Sheet Sample</p>
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	<p>P-cards are widely accepted for parts by the factory and dealer issued invoices, ensuring flexibility for low value and emergency purchases.</p> <p>P-cards are not accepted for factory direct payments on equipment. However, our dealers may accept P-cards when the purchase order is issued directly to them for these larger purchases. Members should confirm with the dealer during the initial conversation whether this payment method is accepted and if there are any additional fees associated with this form of payment.</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 Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>Our equipment pricing is based on a percentage discount off the MSRP.</p> <p>After-market parts pricing is based on a percentage discount off the current parts published list price. The published list price will be provided upon the quotation request.</p> <p>Advanced Training is approximately \$2,400 for a one-day course and about \$3,800 for a two-day course, with prices varying based on the scope and location.</p> <p>Extended Warranty is assessed individually to determine pricing.</p> <p>Sourced, Open Market, or Nonstandard Options will be set as a percentage off list price or cost plus a markup.</p> <p>Manufacturer freight and dealer setup, PDI, and local delivery will be listed as separate line items when applicable.</p> <p>We have significantly enhanced our price lookup by submitting a single unified price list for all Snow and Ice products, providing the member with one list versus multiple. The member will request either the list in US dollars or in Canadian dollars and proceed as follows:</p> <ol style="list-style-type: none"> 1) Select the Home tab 2) Scroll or filter on any of the columns to refine the selection 3) Double click on the hyperlink (column C) 4) Sourcewell discount and pricing is now displayed <p>We have aligned the creation of a single list with Salesforce and CPQ (Configure, Price, & Quote). This will allow us to load our Sourcewell pricing directly into Salesforce and quote Sourcewell opportunities directly from CPQ which eliminates the chance of using incorrect pricing. Our price list includes the model number, a description, the MSRP, the Sourcewell discount amount, and the final Sourcewell price for the member.</p> <p>Attachments: Line 62 Alamo Group (USA) Price List in US Dollars, Line 62 Alamo Group (USA) in Canadian Dollars</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>Alamo Group (USA) is pleased to offer Sourcewell members our most advantageous discounts as follows:</p> <ol style="list-style-type: none"> 1) Equipment 12% off our MSRP on all equipment 2) In addition to our standard discount, we are pleased to offer additional volume discounts as follows: 3% on Henke orders of 10 or more units to one location on a single purchase order 2% on RPM Tech orders of 5-10 units 3% on RPM Tech orders of 11 or more units 3% on Tenco orders of 10 or more units to one location on a single purchase order 3) After-market Parts 1% off our current published list price on all after-market parts 4) Advanced Training The cost is approximately \$2,400 for a one-day course and about \$3,800 for a two-day course, with prices varying based on the scope and location. 5) Extended Warranty Each case is assessed individually to determine pricing. All terms remain identical to our one-year warranty: the only variation is the length of the coverage period. 6) Sourced, Open Market, or Nonstandard Options Pricing will be set as a percentage off list price or cost-plus markup. <p>Attachment: Line 63 Sourcewell Member Discount & Pricing Information</p>
64	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>We are open to discussing additional quantity and volume discounts during the quoting process. Three (3) of our brands offer published additional discounts:</p> <ol style="list-style-type: none"> 1) Henke will offer an additional 3% discount on orders of 10 or more units to one location on a single purchase order. 2) RPM Tech will offer an additional 2% discount for 5-10 units and an additional 3% discount for 11 or more units. 3) Tenco will offer an additional 3% discount on orders of 10 or more units to one location on a single purchase order.
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>Sourced, open market, or nonstandard options not listed in our price book will be quoted upon the member's request. Pricing will be determined as either a percentage discount from list price or cost plus a markup; freight, setup, PDI, and local delivery may also be included in the pricing. All pricing details will be discussed and agreed upon with the member before an order is placed. Backup documentation will be provided to the member upon request. These sourced, open market, or nonstandard options will appear as separate line items and clearly noted as such; they will also be excluded from our Sourcewell fee calculation.</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>Our pricing model generally excludes the following items. Full disclosure of any additional charges will be provided during our quoting process, with each item listed separately on the quote. Backup documentation and information supporting these charges are available upon request at the time of quoting.</p> <ol style="list-style-type: none"> 1) Federal excise tax applies to any truck-mounted unit exceeding 33,000 GVW unless the member supplies an exemption certificate. 2) Any federally mandated items implemented after this proposal will be passed on to the member; these will be noted and discussed with the member prior to receipt of a purchase order. 3) Exchange rates may be applied when selling within North America. 4) Custom duties and tariffs may be applicable for sales in North America. 5) Installation fees will be added if the member requests installation of our unit onto their truck, loader, grader, or similar equipment. 6) Fees for specifically requested or mandatory training beyond standard training may apply. 7) Freight charges will be prepaid and added to the members' order. 8) Costs for pre-delivery inspections by our local dealers, which include inspection, testing, and in-service activities prior to delivery, will apply.

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>We leverage our volume for mutual savings and to achieve value-based pricing. Our consolidating shipments and consistent, high-volume, or scheduled orders reduce per-unit shipping costs and improve service reliability. Freight, delivery, or shipping are prepaid and passed through to members at cost; only minimal handling fees apply for special packaging and are provided upfront. We partner with top ground and long-haul carriers, using North America's leading provider for live carrier and API connectivity to manage transportation efficiently and secure lower rates.</p> <p>Local dealers may charge additional fees for transporting equipment from their location to the member's site; these fees are negotiated between the dealer and member and quoted separately.</p> <p>Members may pick up orders or use third-party services. Unless otherwise agreed in the quoting process, freight is FOB shipping point.</p> <p>We specify lead times when quoting and placing orders, and update you on any changes. Costs depend on weight, destination, and our leveraging power. By framing freight as a strategic, collaborative, and optimized process, we believe we are providing the member with the best value and reliability with their deliveries.</p>	*
68	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>The information given in line 67 applies to deliveries in Alaska, Hawaii, Canada, or any offshore locations. Shipping to Alaska and Hawaii often involves specialized, multimodal freight services such as air and ocean transport. We work with transportation brokers to set up the paperwork that is required during the delivery process. Deliveries to Canada require cross-border logistics and customs clearance, which is managed by a broker based in Canada. All Canadian orders are subject to import duties and taxes, and these costs are quoted to members in Canadian dollars.</p> <p>We have extensive experience of shipping to these regions and can work with carriers to negotiate delivery and pass along shipping rates, brokerage fees, duties, taxes, tariffs, and more to the member. If members prefer to handle delivery themselves, we are able to provide the necessary documentation and assistance.</p>	*
69	<p>Describe any unique distribution and/or delivery methods or options offered in your proposal.</p>	<p>Currently, this proposal does not include unique distribution or delivery features. However, if a member requests something specific, we will work to find a suitable solution for everyone.</p>	*

70	<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>Our self-audit process is aligning with our Salesforce CRM (Customer Relationship Management) platform and their Salesforce CPQ (Configure, Price, & Quote), which is a tool within the CRM which allows us to load Sourcewell pricing and contract parameters directly into Salesforce and quote opportunities directly from CPQ. This process allows us to generate accurate quotes and reduces the chance for pricing errors while speeding up the sales cycle. The quote which is generated will have our Sourcewell contract number and the member number shown along with the details of the equipment. We have included the link to becoming a member on our form for easy access to agencies who need to register.</p> <p>This quoting engine will allow us to</p> <ol style="list-style-type: none"> 1) Quote Sourcewell pricing directly in Salesforce, no more looking up Sourcewell price files thus reducing possible errors. 2) Use standardized Sourcewell quote templates that include all required contract information - Sourcewell Contract Number, Member Number, Discount Amount, Total Member Price. 3) Offer a "Direct to End User" version that shows only the Sourcewell price, and a "Dealer" version that shows the Sourcewell contract price and the Dealer Net price. 4) Expedite our Sourcewell sales reporting, we will be able to list all sales on one report and produce the reporting much quicker than the manual process we currently have in place. <p>We will continue to enhance our platform as we are also building automated Sourcewell reporting dashboards, which will allow us to track contract adoption, customer purchasing trends, and overall Sourcewell performance across the Snow & Ice team.</p> <p>All quotes are reviewed by the respective factory representative, even when our dealers are taking the lead with the member. This allows us to know each time the contract is being used as the source for pricing, terms and conditions.</p> <p>Our dealers and factory representatives will adhere to the following as a component of our self-audit process:</p> <ol style="list-style-type: none"> 1) The membership number is included on all documents. 2) The contract number is included on all documents. 3) The members purchase order is turned in by the dealer when it is made out to the dealer. 4) The dealer turns in their invoice to the member to receive their commission payment. 5) The Sourcewell pricing will be clearly noted on separate Sourcewell contract price books or pages. 6) Required training of the proposal and the Sourcewell, General Terms and Conditions will be provided to our factory and dealer teams to ensure compliance. 7) Our purchase orders received are again thoroughly reviewed in our Sales Order Review meetings. 8) Order entry will input the member and contract numbers into the order system for reporting purposes. 9) Commissions are forfeited by our factory representative and the dealer if they do not follow our Sourcewell process. 	
71	<p>If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.</p>	<p>Through Salesforce we will include in our internal metrics to measure our success the</p> <ol style="list-style-type: none"> 1) Close rate of quotes to orders. 2) Reasons we did not win. 2) Overall sales totals year to year, which have increased each year since 2023 as reflected in line 23 of this proposal. 	
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>Our objective is to maintain the most competitive pricing possible. The administration fee will not be transferred to members.</p> <p>We propose a fee of 1%, which excludes the cost of the prime mover (such as the chassis), freight, installation, and open-sourced items.</p>	

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	As this is a Not-to-Exceed contract, we have the flexibility of offering a more competitive price at the time of quoting. Our factory and dealers utilize the not-to-exceed price as a basis to give more competitive rates that are well-supported. This arrangement also mitigates budgetary risk for the member.

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>We are offering Sourcewell members an extensive selection of brands in the snow and ice removal category of equipment covering a broad range of models of plows, hitches, ramp gates, scrapers, spreaders, blades, wings and wing systems, baskets, brooms, blowers, deicers, tunnel cleaners, truck bodies, dump bodies, combination dump bodies, severe duty trucks, loader-mounted snow blowers, sidewalk clearing vehicles, and cold air blowers. Additionally, in support of this equipment we are offering original equipment manufacturer parts, service and repairs, warranty work, and specialized training.</p> <p>Product specification and details can be found at our websites: https://everestequipment.com/ https://grouperprtech.com/en - English https://grouperprtech.com/ - French https://tenco.ca/ - English https://tenco.ca/fr/ - French https://wausauequipment.com/</p> <p>Following is a listing of our equipment offerings:</p> <p>Equipment for Class 5-6 Trucks</p> <ol style="list-style-type: none"> 1) Hydraulically reversible and manually reversible plows <ol style="list-style-type: none"> a) Straight plows: 8ft, 9ft, and 10ft plows b) Funnel plows (aka "One Way" plows): 9ft and 9.5ft plows 2) Hitches <ol style="list-style-type: none"> a) Standard truck hitches with hydraulic lift cylinder and generic truck attachments 3) Wings <ol style="list-style-type: none"> a) 10ft, 11ft, 12ft, and 13ft steel and poly wing plows b) Standard front and rear mount wing systems with hydraulic lift cylinders 4) Electric/Hydraulic pumps <ol style="list-style-type: none"> a) Electrically powered hydraulic pumps for plow and hitch operation 5) Bodies <p>Dump Bodies</p> <ol style="list-style-type: none"> a) Available in carbon steel, AR-steel, or 304 stainless steel b) Available in multiple lengths from 9ft to 10ft c) Available with underbody hoist or telescopic hoist <p>Spreader/Combination Bodies</p> <ol style="list-style-type: none"> a) Side Discharge Spreader Bodies (Front Side Discharge) <ol style="list-style-type: none"> 1) Available in carbon steel, AR-steel, or 304 stainless steel 2) Available in multiple lengths from 8.5ft to 10ft 3) Available with underbody hoist or telescopic hoist b) Center Discharge Spreader Bodies (Rear Discharge) <ol style="list-style-type: none"> 1) Available in carbon steel, AR-steel, or 304 stainless steel 2) Available in multiple lengths from 9ft to 11ft <p>Equipment for Class 7-8 Trucks</p> <ol style="list-style-type: none"> 1) Hydraulically reversible and manually reversible plows <ol style="list-style-type: none"> a) Straight plows: 10ft, 11ft, 12ft, 14ft b) Funnel plows (aka "One Way" plows): 10ft, 11ft, 12ft

- c) Expressway plows: 10ft, 11ft, 12ft
 - d) Folding V-Plows: 11ft, 12ft, 14ft (hydraulic reverse only)
- 2) Underbody Scrapers
 - a) Hydraulic reversing 10ft, 11ft, 12ft
 - b) Power swivel (oscillating)
 - c) Fixed Angle
 - 3) Airport plows
 - a) Reversible: 16ft, 18ft, 20ft, 22ft, 24ft
 - b) Ramp Buckets: 16ft, 18ft, 20ft, 22ft, 24ft, 30ft
 - c) Rollover Plows
 - 4) Wings
 - a) 8ft, 9ft, 10ft, 11ft, 12ft, 21ft wings
 - b) Patrol wings
 - c) Postless patrol wings
 - d) High-benching wings (cable lift and all hydraulic)
 - e) Wide Wing System (21ft wing, only available as part of turn-key truck package)
 - 5) V-Box Spreaders
 - a) 10ft, 11ft, 12ft, 13ft, 14ft, 15ft
 - b) A36 steel and stainless steel
 - c) Cartridge style (stainless only) and non-cartridge options
 - d) Pintle chain, single auger, dual-auger options
 - 6) Tyler Ice - Deicer Trucks
 - a) AD: Truck mounted deicer units with tank sizes from 500-5000. The most common are the 4000 and 5000 gallon sizes that go on standard tandem axle chassis. Booms are either 50ft, 75ft, or 100ft in length.
 - b) RD: Truck mounted deicer units with tank sizes from 500-5000. The most common are 1000-2000 gallon.
 - c) HD: Truck mounted deicer units with tank sizes from 500-5000. The most common are 1000-2000 gallon. Designed for highways.
 - 7) Cold Air Blowers
 - a) AF1: Truck mounted or skid-mounted 21,000 CFM cold-air blower
 - 9) Bodies
 - Dump Bodies
 - a) Crossmember Dump Bodies (KBS and KBT)
 - 1) Available in carbon steel, AR-steel, and 304 stainless steel
 - 2) Available in multiple lengths from 9ft to 15ft
 - b) Crossmemberless Dump Bodies (MS, MR, and MRX)
 - 1) Available in carbon steel, AR-steel, and 304 stainless steel
 - 2) Available in multiple lengths from 9ft to 21ft
 - Spreader/Combination Bodies
 - a) Side Discharge Spreader Bodies (Front Side Discharge)
 - 1) Available in carbon steel, AR-steel, and 304 stainless steel
 - b) Center Discharge Spreader Bodies (Front, Rear, or Dual Discharge)
 - 1) Available with Dual Auger or Pintle Chain
 - 2) Available in carbon steel, AR-steel, and 304 stainless steel
 - c) Elliptical Spreader Bodies (Front, Front w/Cross-Conveyor, Rear, or Dual Discharge)
 - 1) Available with Dual Auger or Pintle Chain
 - 2) Available in carbon steel, AR-steel, and 304 stainless steel
 - d) Double-Dump Spreader Bodies (Front Side Discharge)
 - 1) Available in carbon steel, AR-steel, and 304 stainless steel
 - 10) Under-Tailgate Spreaders
 - a) Single-auger (9in)
 - 11) Hitches
 - a) Multiple hitch configurations
 - b) Generic and truck-specific truck attachments
 - c) 3.0in and 4.0in lift cylinders, both single-acting and double-acting
 - 12) Electric/Hydraulic pumps
 - a) Electrically powered hydraulic pumps for plow and hitch operation
- Equipment for Graders
- 1) Hydraulically reversible and manually reversible plows
 - a) Straight plows
 - 1) Truck plow for graders: 10ft, 11ft, 12ft, 14ft
 - 2) Grader plow: REL 10ft, 12ft, 14ft, 16ft
 - b) Funnel plows (aka "One Way" plows: Truck plow for graders): 10ft, 11ft, 12ft
 - c) Expressway plows (Truck plow for graders): 10ft, 11ft, 12ft

- d) Folding V-Plows
 - 1) FVX (Truck folding V-plow) for Graders: 11ft, 12ft, 14ft
 - 2) Grader FV: 12ft, 14ft, 16ft (hydraulic reverse only)
- e) Airport plows
 - 1) Reversible: 16ft, 18ft, 20ft, 22ft, 24ft
 - 2) Ramp Buckets: 16ft, 18ft, 20ft, 22ft, 24ft, 30ft
- 2) Dozer Blades
 - a) Hydraulically reversible
 - 1) SDDB 10ft, 12ft, 14ft, 16ft
- 3) Snow Wings
 - a) 12ft, 14ft wings
 - b) Postless wings
 - c) 42in benching wings
 - d) 66in benching wings
- 4) V-Plows
 - a) 10ft Fixed V-Plows
 - b) Folding V-Plows: 12ft, 14ft, 16ft
- 5) Lift Groups
 - a) Parallel Lift Group (Balderson style)
 - b) Scarifier style lift group
 - c) AQC style lift group
- 6) Hi-Gate/Snow Gate
 - a) Driver's side and curb side models available
- Equipment for Loaders
 - 1) Hydraulically reversible and manually reversible plows
 - a) Straight plows
 - 1) Truck plow for loaders: 10ft, 11ft, 12ft, 14ft
 - 2) Loader plow: REL 10ft, 12ft, 14ft, 16ft
 - b) Funnel plows (Truck plow for loaders): 10ft, 11ft, 12ft
 - c) Expressway plows (Truck plow for loaders): 10ft, 11ft, 12ft
 - d) Folding V-Plows
 - 1) FVX (Truck folding V-plow) for Loaders: 11ft, 12ft, 14ft
 - 2) Loader FV: 12ft, 14ft, 16ft (hydraulic reverse only)
 - e) Airport Plows
 - 1) Reversible: 16ft, 18ft, 20ft, 22ft, 24ft
 - 2) Ramp Buckets: 16ft, 18ft, 20ft, 22ft, 24ft, 30ft
- 2) Dozer Blades
 - a) Hydraulically reversible
 - 1) SDDB 10ft, 12ft, 14ft, 16ft
 - 2) Henke Helper
- 3) Plow+Wing Combos
 - a) 10ft, 12ft wings
 - b) Truck plow for loaders + Postless wing
 - c) REL for loaders + Postless wing
 - d) FVX for loader + Postless wing
 - e) FV for loader + Postless wing
- 4) V-Plows
 - a) 10ft Fixed V-Plows
 - b) Folding V-Plows: 12ft, 14ft, 16ft
- 5) Hi-Gate/Snow Gate
 - a) Driver's side and curb side models available
- 6) Snow Blowers
 - Loader Mounted Blowers
 - a) Mechanical Drive (RPM Tech)
 - 1) 1,300 TPH to 5,400 TPH
 - b) Hydro-Mechanical Drive (SnoGo)
 - 1) Pro-Blast 2000 (1200-2000 TPH)
 - 2) Pro-Blast 3000 (1800-3000 TPH)
 - 7) Talon (material handling bucket)
 - a) 2 and 4 cubic yard capacities
- Complete Truck Packages
 - 1) Single Axle

		<ul style="list-style-type: none"> a) Chassis b) Dump body c) Hydraulic system d) Hitch, plow, wing, spreader, scraper, cold air blower, etc. <ul style="list-style-type: none"> 2) Tandem Axle <ul style="list-style-type: none"> a) Chassis b) Dump body c) Hydraulic system d) Hitch, plow, wing, spreader, scraper, cold air blower, etc <ul style="list-style-type: none"> 3) Tri-Axle (Wide Wing System) <ul style="list-style-type: none"> a) Chassis b) Dump body c) Hydraulic system d) Hitch, plow, spreader e) Wide wing system (21ft wing: 16.3ft clearing path) f) 27ft clearing path with plow and wing <p>Miscellaneous</p> <ul style="list-style-type: none"> 1) Cameleon a) Tracked sidewalk tractor
75	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Snow and Ice Removal Equipment for</p> <ul style="list-style-type: none"> 1) Class 5-6 Trucks 2) Class 7-8 Trucks 3) Graders 4) Loaders 5) Complete Truck Packages 6) Tracked Sidewalk Tractors 7) After-market Parts 8) Operator, Repair, Maintenance Training Courses

*

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	Offering reversible, straight, funnel or one way, poly wing, expressway, folding V plows and plows for graders and loaders.	*
77	Blades	<input checked="" type="radio"/> Yes <input type="radio"/> No	Offering dozer Blades, hydraulically reversible.	*
78	Wings	<input checked="" type="radio"/> Yes <input type="radio"/> No	Offering snow, postless, patrol, postless patrol, benching wings, wide wing system.	*
79	Blowers	<input checked="" type="radio"/> Yes <input type="radio"/> No	Offering cold air, snow, and loader mounted blowers.	*
80	Snow Removal Brooms	<input checked="" type="radio"/> Yes <input type="radio"/> No	Offering brooms adaptable to trucks, loaders, and tractors.	*
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	Offering V-box, under-tailgate, side discharge (front side discharge), center discharge (rear discharge), elliptical (front, front with cross-conveyor, rear, or dual discharge), double dump (front and side discharge) spreaders and truck mounted deicer units.	
82	Snow melting equipment	<input type="radio"/> Yes <input checked="" type="radio"/> No	We've never manufactured snow melting equipment; we're not interested in pursuing that market.	
83	Dump bodies, specialty equipment, and air or hydraulic systems, related to upfitting or modification primarily for snow and ice handling	<input checked="" type="radio"/> Yes <input type="radio"/> No	Offering standard truck hitches with hydraulic lift cylinders, electrically powered hydraulic pumps for plow and hitch operation, Crossmember, crossmemberless, side discharge, center, elliptical, double dump spreaders and dump bodies and combination bodies, underbody scrapers, truck and skid mounted cold air blowers, equipment for graders and loaders, and complete truck packages.	
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	Offering through our factory and/or authorized dealers original equipment manufacturer parts, member exclusive option requests, technical support, warranty work, repairs, maintenance, and training.	
85	Describe in detail any complementary and additional services included in your proposal for services such as snow and ice handling as a service, contracted work, or other services related to the snow and ice handling equipment offered. Provide details related to third parties involved and how the services are provided to agencies.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Our team offers complimentary equipment training during the delivery process and refresher courses as needed. Some of our authorized dealers offer snow removal services. Members would need to work directly with the local dealer for scope, pricing, and availability.	

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

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

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcwell.
3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - Table 6A Pricing Lines 62, 63.zip - Monday March 30, 2026 16:43:54
 - [Financial Strength and Stability](#) - Table 2A Financial Stability & Market Success Lines 13, 18, 20.zip - Monday March 30, 2026 11:15:33
 - [Marketing Plan/Samples](#) - Table 4 Marketing, Lines 37, 38.zip - Monday March 30, 2026 11:05:48
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Standard Documents Line 60.zip - Monday March 30, 2026 10:32:01
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - Additional docs Lines 26, 30, 41.zip - Monday March 30, 2026 11:31:32

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. - Robert Madison, Director of Product Management & Marketing, Alamo Group (USA) Inc

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

Yes No

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

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

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