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MASTER AGREEMENT #062526
CATEGORY: Trailers with Related Equipment and Services
SUPPLIER: Felling Trailers, Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Felling Trailers, Inc., 1525 Main St. S., Sauk Centre, MN 56378 (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 I: General Terms

The General Terms in this Article I 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 II), and between Supplier and Participating Entity (Article III), respectively. These Article I 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.

A. **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.

B. **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.

C. **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 and respective funding source restrictions. Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing Sourcewell's Cooperative Purchasing Program Master Agreements.

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D. **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.

E. **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 October 27, 2030, unless it is cancelled or extended as defined in this Agreement.

1. **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.

2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.

F. **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.

1. **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #062526 ("RFP") to Participating Entities. In Scope solutions include:

   Sourcewell is seeking proposals for towable Trailers with Related Equipment and Services, including but not limited to those listed under the categories below.

   If a proposer can demonstrate they are able to provide at least 1 solution listed under Category 1 *and* at least 1 solution under Category 2, they would select Category 1; and provide one response under Category 1.

   Category 1

   a. Flatbed & Open Deck Trailers
      i. Flatbed
      ii. Deck-over
      iii. Drop-deck
      iv. Lowboy
      v. Tilt deck
      vi. Gooseneck
      vii. Tag

   b. Freight, Livestock & Enclosed Trailers
      viii. Dry van
      ix. Dump
      x. Tanker
      xi. Roll-back
      xii. Walking floor
      xiii. Roll-off

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xiv. Livestock

Category 2

a. Specialty, Operation & Support Trailers
   i. Mobile office
   ii. Refrigerated
   iii. Mobile command station
   iv. Incident response

Proposers may include directly related equipment, accessories, and services to the extent that they are complementary to the primary solutions being proposed.

2. This solicitation should NOT be construed to include trailers not intended for highway travel.

G. **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.

H. **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

I. **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.

J. **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.

K. **Open Market.** Supplier's open market pricing process is included within its Proposal.

L. **Supplier Representations:**

1. **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.

2. **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.

3. **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.

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M. **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.

N. **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.

O. **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).**

1. Sourcewell issued the RFP for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entities. Sourcewell did not issue the RFP or award any master agreement under a federal award. Participating Entities are responsible for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements.

2. Participating Entities that are Recipients or Subrecipients of 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. The terms and conditions of Attachment 1 apply when a Participating Entity accesses Supplier's Included Solutions using FEMA funding sources and to other federal funding sources, as applicable. Participating Entities may have additional requirements based on specific funding source terms or conditions. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.
    - All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing Included Solutions under this Agreement;
    - All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
    - All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the Included Solutions;
    - None of the references should be interpreted as reference to Sourcewell; and
    - None of the terms or conditions within this Section should be interpreted to obligate Sourcewell in any way.

Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing this Master Agreement.

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. §

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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.

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.

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 Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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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.

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.

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.

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).

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.

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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.

BUY AMERICAN PROVISIONS COMPLIANCE. Sourcewell issues solicitations for indefinite quantity cooperative purchasing master agreements which are made available to eligible public agencies. Sourcewell does not issue its solicitations or award its master agreements under any federal award, or specifically under any federal procurement standards related to Buy American or domestic preference. When utilizing federal funding, non-federal entities maintain responsibility for compliance with any specific requirements of the funding award including Buy American. Agencies should specifically verify whether the prospective purchasing implicates Buy American or other domestic preference requirements prior to executing any transaction document with suppliers. When domestic preference requirements are applicable, purchasing agencies must notify suppliers of requirements and either apply the appropriate preferences or secure an appropriate exemption and properly document the process prior to completing a purchase. 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.

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.

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.

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.

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.

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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.

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.

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.

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.

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.

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. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.

Article II:
Sourcewell and Supplier Obligations

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

A. **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.

B. **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;

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- 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.

C. **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.

D. **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.

E. **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.

F. **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.

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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;

G. **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.

H. **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.

I. **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.

J. **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.

K. **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.

L. **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.

M. **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.

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N. **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.

O. **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.

P. **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.

Q. **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.

R. **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.

S. **Grant of License.**

1. **During the term of this Agreement:**

    a. **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.

    b. **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.

2. **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.

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3. **Use; Quality Control.**

   a. 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.

   b. 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.

4. **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.

T. **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.

U. **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.

V. **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:

   1. **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

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2. **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, P.O. Box 219, 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.

3. **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.

4. **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.

5. **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.

W. **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.

X. **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 III:
Supplier Obligations to Participating Entities

The Terms in this Article III relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article I General Terms

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control over any conflict with this Article III. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

A. **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. 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.

B. **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. Participating Entities are encouraged to establish flexibility delivery schedules whenever possible.

C. **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.

D. **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.

E. **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.

F. **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.

G. **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

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beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.

H. **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	Felling Trailers, Inc.
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Nathan Uphus 4489712FC6DA459...
By: _____	By: _____
Jeremy Schwartz	Nathan Uphus
Title: Chief Procurement Officer	Title: Director of Sales
Date: 10/20/2026 | 9:57 AM CDT	Date: 10/20/2026 | 9:14 AM CDT

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ATTACHMENT 1

PROVISIONS FOR PARTICIPATING ENTITIES' PROCUREMENTS UNDER UNITED STATES FEDERAL GRANT-FUNDED AWARDS AND FEMA AWARDS

Sourcewell's Cooperative Purchasing Program Master Agreements are available to Participating Entities. A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding, including through the Federal Emergency Management Agency (FEMA), to purchase solutions from the Master 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. Accordingly, Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing the Master Agreement.

Within this Attachment:

- All references to "federal" should be interpreted to mean the United States federal government. All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing the Master Agreement;
- All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
- All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the solutions under the Master Agreement;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Attachment should be interpreted to obligate Sourcewell in any way.

The following terms and conditions apply when a Participating Entity accesses Supplier's solutions under the Master Agreement using United States federal funding sources.

A. **Davis-Bacon Act, As Amended (40 U.C.S. § 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, Suppliers 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, Suppliers 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

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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, "Suppliers 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 Supplier 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 be in compliance with all applicable Davis-Bacon Act provisions.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

B. **Copeland "Anit-Kickback" Act.**

1. **Supplier**. The Supplier shall comply with 18 U.S.C. § 874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. Part 3 as may be applicable, which are incorporated by reference into this contract.

2. **Subcontracts**. The Supplier or subcontractor shall insert in any subcontracts the clause above and such other clauses as FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses.

3. **Breach**. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a Supplier and subcontractor as provided in 29 C.F.R. § 5.12.

C. **Contract Work Hours And Safety Standards Act (40 U.S.C. § 3701-3708).**

1. **Overtime requirements.** No Supplier or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.

2. **Violation; liability for unpaid wages; liquidated damages**. In the event **of any violation of the** clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5) the Supplier and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such Supplier and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each

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individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5), in the sum of $27 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5).

3. **Withholding for unpaid wages and liquidated damages**. The grant recipient or sub-recipient shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the Supplier or subcontractor under any such contract or any other federal contract with the same prime Supplier, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime Supplier, such sums as may be determined to be necessary to satisfy any liabilities of such Supplier or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (b)(2) of this section (29 C.F.R. §5.5).

4. **Subcontracts**. The Supplier or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (b)(1) through (4) of this section (29 C.F.R. §5.5) and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (b)(1) through (4) of this section (29 C.F.R. §5.5).
Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

D. **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 any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

E. **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).

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Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

F. **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.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

G. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).**
Suppliers who apply or bid for an award of more than $100,000 shall file the required certification. Each tier certifies to the tier above that it will not and has not used federally 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. Each tier shall also 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 recipient who in turn will forward the certification(s) to the federal awarding agency.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

If applicable, Suppliers must sign and submit the following certification to the NFE with each bid or offer exceeding $100,000:

"APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements
The undersigned certifies, to the best of his or her knowledge and belief, that:

No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal,

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amendment, or modification of any federal contract, grant, loan, or cooperative agreement.

If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, Title 31, U.S.C. Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

The Supplier,_____, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Supplier understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

_____

Signature of Supplier's Authorized Official

_____

Name and Title of Supplier's Authorized Official

_____

Date

H. **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.

I. **Energy Policy And Conservation Act Compliance.**
To the extent applicable, Supplier must comply with the mandatory standards and policies relating to

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energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. **Buy American Provisions Compliance.**
Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. 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.

K. **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 Contract 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. (For FEMA funded projects see paragraph X.)

L. **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 Suppliers 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.

M. **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. (For FEMA funded projects see paragraph X.)

N. **No Obligation** by **Federal Government.**
The U.S. federal government is not a party to this Contract 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 Contract or any purchase by an authorized user.

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O. **Program Fraud and False or Fraudulent Statements or Related Acts.**
The Supplier acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. **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**.**

Q. **Conflicts Of Interest.**
The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract 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.

R. **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.

S. **Prohibition On Certain Telecommunications** a**nd Video Surveillance Services** o**r Equipment.**
To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216. (For FEMA funded projects see paragraph X.)

T. **Domestic Preferences** f**or Procurements.**
To the extent applicable, Supplier certifies that during the term of this Contract, and any underlying contracts with Participating Entities, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

U. **Build America, Buy America Act (BABAA).**
Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote.

Contractors and their subcontractors who apply or bid for an award for an infrastructure project subject to the domestic preference requirement in the Build America, Buy America Act shall file the required certification to (insert name of recipient/subrecipient) with each bid or offer for an

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infrastructure project, unless a domestic preference requirement is waived by the federal awarding agency. Contractors and subcontractors certify that no federal financial assistance funding for infrastructure projects will be provided unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States. BABAA, Pub. L. No. 117-58, §§ 70901-52. Contractors and subcontractors shall also disclose any use of federal financial assistance for infrastructure projects that does not ensure compliance with BABAA domestic preference requirements. Such disclosures shall be forwarded to the recipient who, in turn, will forward the disclosures to the federal awarding agency; subrecipients will forward disclosures to the passthrough entity, who will, in turn, forward the disclosures to the federal awarding agency.

V. **Partnerships with Faith-Based and Neighborhood Organizations (Executive Order 14015, Feb. 14, 2021; Federal Register, Vol. 89, No. 43).**

A faith-based organization that participates in this program retains its independence from the Government and may continue to carry out its mission consistent with religious freedom and conscience protections in Federal law.

A faith-based organization may not use direct Federal financial assistance from Participating Entity and/or the federal government to support or engage in any explicitly religious activities except when consistent with the Establishment Clause and any other applicable requirements. An organization, business, non-profit organization, partnership, limited liability corporation or partnership, corporation, individual, or other entity receiving Federal financial assistance also may not, in providing services funded by Participating Entity and/or the federal government, or in their outreach activities related to such services, discriminate against a program beneficiary or prospective program beneficiary on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice.

All organizations receiving federal money through Participating Entity to provide social services shall provide the following notice, in substance, to beneficiaries of the protections listed herein:

> "Name of Organization:
> Name of Program:
> Contact Information for Federal Grant Program Office (name, phone number, and email address, if appropriate):
>
> Because this program is supported in whole or in part by financial assistance from the Federal Government, we are required to let you know that:
>
> - We may not discriminate against you on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice;
>
> - We may not require you to attend or participate in any explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) that may be offered by our organization, and any participation by you in such activities must be purely voluntary;

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- We must separate in time or location any privately funded explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) from activities supported with direct Federal financial assistance

- You may report violations of these protections, including any denials of services or benefits by an organization, by contacting or filing a written complaint with the grant program office using the contact information set forth above; and

- If you would like to seek information about whether there are any other federally funded organizations that provide these kinds of services in our area, please use the contact information set forth above.

This written notice must be given to you before you enroll in the program or receive services from the program, unless the nature of the service provided or exigent circumstances make it impracticable to provide the actual service. In such an instance, this notice must be given to you at the earliest available opportunity."

W. **Additional FEMA Recommended Provisions:**

1. Prohibition on Contracting for Covered Telecommunications Equipment or Services.

a. Definitions. As used in this clause, the terms backhaul; covered foreign country; covered telecommunications equipment or services; interconnection arrangements; roaming; substantial or essential component; and telecommunications equipment or services have the meaning as defined in FEMA Policy 405-143-1, Prohibitions on Expending FEMA Award Funds for Covered Telecommunications Equipment or Services (Interim), as used in this clause—

b. Prohibitions.

i. Section 889(b) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019, Pub. L. No. 115-232, and 2 C.F.R. § 200.216 prohibit the head of an executive agency on or after Aug.13, 2020, from obligating or expending grant, cooperative agreement, loan, or loan guarantee funds on certain telecommunications products or from certain entities for national security reasons.

ii. Unless an exception in paragraph (3) of this clause applies, the contractor and its **subcontractors** may not use grant, cooperative agreement, loan, or loan guarantee funds from the Federal Emergency Management Agency to:

(a) Procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

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(b) Enter into, extend, or renew a contract to procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

(c) Enter into, extend, or renew contracts with entities that use covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system; or

(d) Provide, as part of its performance of this contract, subcontract, or other contractual instrument, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

c. Exceptions.

i. This clause does not prohibit Suppliers from providing—

(a) A service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or

(b) Telecommunications equipment that cannot route or redirect user data traffic or permit visibility into any user data or packets that such equipment transmits or otherwise handles.

ii. By necessary implication and regulation, the prohibitions also do not apply to:

(a) Covered telecommunications equipment or services that:

(1) Are not used as a substantial or essential component of any system; and

(2) Are not used as critical technology of any system.

(b) Other telecommunications equipment or services that are not considered covered telecommunications equipment or services.

d. Reporting requirement.

i. In the event the Supplier identifies covered telecommunications equipment or services used as a substantial or essential component of any system, or as critical technology as part of any system, during contract performance, or the Supplier is notified of such by a subcontractor at any tier or by any other source, the Supplier shall report the information in paragraph d.ii. of this clause to the recipient or subrecipient, unless elsewhere in this contract are established procedures for

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reporting the information.

ii. The **Supplier** shall report the following information pursuant to paragraph d.i of this clause:

(a) Within one business day from the date of such identification or notification: The contract number; the order number(s), if applicable; supplier name; supplier unique entity identifier (if known); supplier Commercial and Government Entity (CAGE) code (if known); brand; model number (original equipment manufacturer number, manufacturer part number, or wholesaler number); item description; and any readily available information about mitigation actions undertaken or recommended.

(b) Within 10 business days of submitting the information in paragraph d.ii.(b) of this clause: Any further available information about mitigation actions undertaken or recommended. In addition, the Supplier shall describe the efforts it undertook to prevent use or submission of covered telecommunications equipment or services, and any additional efforts that will be incorporated to prevent future use or submission of covered telecommunications equipment or services.

2. **Subcontracts.** The Supplier shall insert the substance of this clause, including this paragraph, in all subcontracts and other contractual instruments.

a. **Access to Records.** The Supplier agrees to provide (insert name of participating entity), (insert name of pass- through entity, if applicable), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Supplier which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

i. The Supplier agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

ii. The Supplier agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.

b. **DHS Seal, Logo, and Flags.** The Supplier shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The Supplier shall include this provision in any subcontracts.

c. **Compliance with Federal Law, Regulations, And Executive Orders and Acknowledgement of Federal Funding.** This is an acknowledgement that FEMA financial assistance will be used to fund all or a portion of the contract. The Supplier will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

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d. **Copyright and Data Rights.**
License and Delivery of Works Subject to Copyright and Data Rights.

The Supplier grants to the (insert name of participating entity), a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the contract but not first produced in the performance of this contract, the Supplier will identify such data and grant to the (insert name of participating entity) or acquires on its behalf a license of the same scope as for data first produced in the performance of this contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this contract, the Supplier will deliver to the (insert name of participating entity) data first produced in the performance of this contract and data required by the contract but not first produced in the performance of this contract in formats acceptable by the (insert name of participating entity).

e. **Build America, Buy America Act (BABAA) for Architectural and/or Engineering Contracts**
Build America, Buy America Act Preference.

Contractors and subcontractors agree to incorporate the Buy America Preference into planning and design when providing architectural and/or engineering professional services for infrastructure projects. Consistent with the Build America, Buy America Act (BABAA) Pub. L. 117- 58 §§ 70901-52, no federal financial assistance funding for infrastructure projects will be used unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States

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RFP 062526 - Trailers with Related Equipment and Services

Vendor Details

Company Name:	Felling Trailers, Inc.
Address:	1525 Main St So Sauk Centre, MN 56378
Contact:	Patrick Jennissen
Email:	pat.jennissen@FELLING.COM
Phone:	320-351-5239 281
Fax:	320-352-5230
HST#:	41-1329390

Submission Details

Created On:	Thursday May 07, 2026 08:43:59
Submitted On:	Thursday June 25, 2026 11:44:38
Submitted By:	Becca Green
Email:	becca.green@felling.com
Transaction #:	e395c2f5-7f9d-4c52-83a7-46ce93746443
Submitter's IP Address:	10.13.1.12

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Specifications

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

General Instructions (applies to all Tables) Provide a concise response to each question. Do not attach additional documents to your response without providing a substantive response within the Specification Tables; attachments should be SUPPLEMENTAL to your answers. Do not leave answers blank; respond “N/A” if the question does not apply to your organization and include an explanation why it does not apply.

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, DBA, 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. Entities that have not been awarded will not be added to an existing master agreement through the affiliation of the Proposer’s corporate organization.

#	Question	Response *	
1	Provide the legal entity name of the Proposer authorized to submit this Proposal.	Felling Trailers, Inc.	*
2	In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal.	Larson Cable Trailers, Inc.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Cage# 05YG1 UEI: J4GBJKJD8KA5 DUNS# 07-074-3554	*
5	Provide your NAICS code applicable to Solutions proposed.	336212 - Truck Trailer Mfg.	
6	Proposer Physical Address:	1525 Main St. S. Sauk Centre, MN 56378	*
7	Proposer website address (or addresses):	www.felling.com www.larsoncabletrailers.com	*
8	Identify the Proposer's Authorized Representative, include name, title, address, email address, and phone number. The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer.	Nathan Uphus Director of Sales 1525 Main St. S. Sauk Centre, MN 56378 nathan.uphus@felling.com 320-980-0457	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Patrick Jennissen V.P. Sales/Marketing 1525 Main St. S. Sauk Centre, MN 56378	*

		pat.jennissen@felling.com 320-351-1281	
10	Identify the Proposer's other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Jacob Meyer Sales Manager jacob.meyer@felling.com Direct: 320-351-1291 Jason Worley Southeast US Regional Rep jason.worley@felling.com Direct: 803-415-2742 Terry Wojick Northeast US Regional Rep terry.wojick@felling.com Direct: 585-895-3178 Joel Lindmeyer Great Lakes US Regional Rep joel.lindmeyer@felling.com Direct: 320-309-3833 Joe Pessen South Central US Territory Rep joe.pessen@felling.com Direct: 913-249-1766 Kevin Maves Southwest US Territory Rep kevin.maves@felling.com Direct: 209-429-7110 Carl Thigpen Northwest US Territory Rep carl.thigpen@felling.com Direct: 208-546-1504 Justin Williamson Inside Sales Rep justin.williamson@felling.com Direct: 320-351-1290 Mark Rapp Utility Products Manager mark.rapp@felling.com Direct: 320-351-1295	*

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

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#	Question	Response *	
11	Provide a brief history of your company and industry longevity related to the requested Solutions.	Founded in 1954 as Sauk Centre Welding & Machine Works, Inc., Felling Trailers traces its roots to a small welding shop in downtown Sauk Centre, Minnesota. Initially serving local farmers and businesses, the company specialized in repair work, custom fabrication, and machining. In 1974, Merle J. Felling acquired the business from its original owner. Recognizing a lack of quality in many of the trailers coming through the shop, Merle began manufacturing custom trailers for local customers. His commitment to superior craftsmanship quickly gained attention, leading to the launch of the Felling Trailers product line in 1975. As demand grew, the company expanded its operations and product offerings. In 1985, Felling Trailers relocated from its original downtown facility to its current location in Sauk Centre. Continued growth in the mid-1990s drove multiple facility expansions to support increasing market demand. In 2012, a second production facility was established in Litchfield, Minnesota. Expansions in production, finishing, and industry leading coating facility continued through 2022. Felling Trailers expanded its footprint in the underground utility market with the 2021 acquisition of Larson Cable Trailers in Huron, SD. By integrating Larson Cable's specialized products with Felling's cable reel, utility pole, and directional drill trailer lines, the company continues to strengthen its commitment to serving the utility and underground sector with complete equipment solutions. Today, Felling Trailers operates over 400,000 square feet of manufacturing, coating, and finishing space. With over 50 years of industry experience, Felling combines high-quality materials with advanced design and manufacturing technologies to deliver reliable, high-performance trailer solutions. As a second-generation, family-owned company, Felling Trailers remains deeply rooted in its community while maintaining a strong commitment to its employees, customers, and long-term partnerships. Felling Trailers builds equipment that's designed, engineered, and supported by our team - The Trailer Experts. Every trailer comes with a Limited Lifetime Structural Warranty and a 3-Year Paint Warranty, which speaks to the confidence we have in what we build. Felling Trailers has held ISO 9001:2015 certification since 2017, a globally recognized standard for quality management systems. This reflects our ongoing focus on continuous improvement and delivering a high level of customer satisfaction. Felling Trailers is also a certified Woman-Owned Small Business (WOSB), supporting our commitment to diversity and solid, responsible business practices.	*
12	Describe what specific	Felling Trailers has successfully held a Sourcewell/NJPA contract	*

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	outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	since 2011 and is committed to continuing to serve participating members with the same high-quality solutions and exceptional level of service they have come to expect. Upon award, our primary outcome is to maintain a high level of consistency in product performance, responsiveness, and overall customer experience, while continuously seeking opportunities to enhance value for the membership and promote ongoing contract utilization. Our intent in pursuing this contract is rooted in long-term partnership and service to the greater membership. We are committed to providing competitively priced, dependable trailer solutions; transparent and efficient procurement processes; and responsive support that simplifies purchasing and delivers measurable value to participating agencies. We view this contract not simply as a sales channel, but as a responsibility to uphold the standards and trust established over the past decade. As part of that, we are continually focused on identifying and developing new opportunities to increase awareness and drive use of the contract across both existing and new customers. In addition, we aim to achieve sustainable growth by increasing Sourcewell contract sales by a minimum of 25% year-over-year throughout the contract term. This growth will be driven by expanding awareness, accessibility, and education for members, as well as strengthening our dealer network. We will continue to leverage the Sourcewell contract as a strategic platform to support our dealer partners, enabling them to better serve local customers while ensuring members have reliable, convenient access to Felling Trailers' products and services.	
13	Provide non-confidential indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as: • Annual revenue range (select a range—do not provide confidential statements) • Years in business • Publicly available SEC filings (if applicable) • Third party credit scores or ratings (e.g., D&B, bond ratings) • Letters of credit or financial backing from a banking institution Upload supporting documents (as applicable in	• Felling Trailers' annual revenue is currently between $70M - $80M • 52 Years in business - Established in 1974 • Felling Trailers is a family owned company, there are no available SEC filings Please refer to the following attachments in the "Financial Strength and Stability" upload • BMO Bank • McNeilus Steel • Taskmaster • West Central Steel	*

	the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.		
14	Describe your US market share for your proposed Solutions. OR Provide the number of US Education and Government entities you have served over the past three (3) years, along with the total number of states where you have made sales.	During the awarded contract period spanning 2023 through 2025, Felling Trailers successfully delivered 1,067 trailer solutions to 212 U.S. Education and Government entities. These deliveries were completed across 28 states, demonstrating both strong geographic reach and the ability to support a wide range of operational requirements. This level of activity reflects a consistent and scalable approach to serving public sector customers, including municipalities, utilities, and educational institutions. Our nationwide footprint highlights our capability to manage varying regulatory requirements, logistical considerations, and application-specific needs across diverse regions. Through this experience, Felling Trailers has established a reliable track record of performance, timely delivery, and customer support, positioning us as a trusted partner for public sector procurement programs throughout the United States. Our dealer network currently consists of 319 dealer partners with 951 total locations throughout all 50 U.S. states and Canada, providing comprehensive geographic coverage and localized support to government and educational customers.	*
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	Our presence in the Canadian market is still growing, but we've built a solid foundation since being awarded the Canoe Procurement Group of Canada contract in 2025. That contract has helped increase our visibility and made it easier for Canadian public sector customers to work with us. While our activity in the GOV/ED space is more recent, Felling Trailers has been doing business in Canada for many years through our dealer network, supporting commercial and utility customers. The Canoe contract has allowed us to expand more directly into the public sector. In 2025, we delivered a total of 16 trailers to Canadian participating entities, representing approximately $390,000 in sales. Since then, we've delivered multiple units into Western Canada in Q1 2026, we also have an additional 23 units currently on order through a dealer partner in Winnipeg supporting several Manitoba Government entities. We've seen steady demand through the Canoe contract, especially from utility and infrastructure customers. Based on current orders,	*

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		dealer activity, and the number of new inquiries coming in, we expect that growth to continue. Going forward, our focus is on using cooperative purchasing programs, continuing to build strong dealer relationships, and providing quality equipment that meets both U.S. and Canadian requirements. We currently work with 11 dealer partners in Canada. The majority of our Canadian dealer partners have multiple branch locations, and are able to serve the most populated regions.	
16	Does your organization have any ongoing or completed bankruptcy proceedings, or have you been included as a possible Responsible Party within the past seven years? If yes, please explain. The proposer must provide notice in writing to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP.	Felling Trailers has not been, nor are we currently involved in any bankruptcy proceedings.	*
17	Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. 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.	Felling Trailers affirms that neither the company nor any of its principals or responsible parties have been subject to debarment or suspension within the past seven (7) years.	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	2023 - Woman Owned Small Business (WOSB) Certification - ISO 9001:2015 Certification - Awarded Sourcewell Contact #092922-FTS - Awarded U.S. Patent 11,613,197 for our Air-Bi-Fold Ramp System - Felling's Director of Sales Nathan Uphus a member of National Association of Trailer Manufacturers (NATM) Board of Directors as well as Board Treasurer - Completed NATM's biennial Compliance Verification Program and was certified compliant 2024 - Woman Owned Small Business (WOSB) Certification	*

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		- ISO 9001:2015 Certification - Felling Trailers celebrates 50th Anniversary with AEM (Associated Equipment Manufacturers) Manufacturing Express - Felling's Director of Sales Nathan Uphus a member of National Association of Trailer Manufacturers (NATM) Board of Directors as well as Board Treasurer 2025 - Woman Owned Small Business (WOSB) Certification - ISO 9001:2015 Certification - Awarded Canoe Purchasing Cooperative Contract - Pat Jennissen was the recipient of the prestigious 2025 Sourcewell Pioneer Award - Rental Editor's Choice Award for our patented Air Bi-Fold Ramp System - Felling's Director of Sales Nathan Uphus a member of National Association of Trailer Manufacturers (NATM) Board of Directors as well as Board Vice President - Completed NATM's biennial Compliance Verification Program and was certified compliant 2026 -Felling's VP of Sales/Marketing Pat Jennissen named Vice Chair – AEM(Association of Equipment Manufacturers) Membership Committee	
19	What percentage of your sales were to the government sector in the past three (3) years? This and the following line should not exceed 100%.	2023 - $5.7M = 7.7% of overall annual sales 2024 - $13.7M = 17.4% of overall annual sales 2025 - $12.8M = 17.6% of overall annual sales	*
20	What percentage of your sales were to the education sector in the past three (3) years? This and the previous line should not exceed 100%.	2023 - $188,243 = .25% of overall annual sales 2024 - $147,031 = .19% of overall annual sales 2025 - $91,424 = .13% of overall annual sales	*
21	List all state and cooperative purchasing agreements that you hold. Include the sales volume for each of these agreements over the past three (3) years.	Sourcewell 2023 -$3,589,435.40 2024 - $7,183,740.25 2025 - $8,608,851.95 Minnesota State Contract 2023 - $837,160 2024 - $1,238,908 2025 - $2,173,170 New York State OGS 2023 - $172,480 2024 - $1,622,599 2025 - $35,056 Michigan State Contract	*

		2023 - $0 2024 - $123,864 2025 - $0 Florida Sheriffs Contract 2023 - $284,500 2024 - $924,112 2025 - $757,176 Canoe Procurement We received our Canoe Procurement Contract approval April 22nd 2025. We did not deliver any product under Canoe Procurement in 2025, but did receive payment of $19,784 on an order that delivered Q1 of 2026. Additionally, there are numerous units on order that will deliver Q2/Q3 of 2026.	
22	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. Include the sales volume for each of these contracts over the past three (3) years.	Felling Trailers does not currently hold a GSA contract; however, we partner with Federal Contracts Company, which maintains the following active contracts: GSA Advantage Multiple Award Schedule (MAS) Contract GS-03F-113DA and Defense Logistics Agency (DLA) HEPP Contract SPE8EC-25-D-0047. GSA Advantage - GS-03F-113DA 2023 - $801,608 2024 - $2,521,870 2025 - $1,088,904 Defense Logistics Agency - SPE8EC-25-D-0047 2023 - $91,374 2024 - $88,242 2025 - $179,616	*

Table 2B: References/Testimonials

Line Item 23. Supply reference information from three customers **who are eligible** to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
City of San Diego	Peter Ma	619-980-3715	*
Prince William County Government	Kym Porter	703-792-5097	*
City of Los Angeles	Chris Isordia	213-887-3530	*

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.

#	Question	Response *	
24	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller,	Felling Trailers is best described as a manufacturer. We design and produce our trailers in-house and sell them through a network of authorized dealer partners.	

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	or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Our dealer network is independently owned and plays a key role in providing localized sales, service, and support to end users. Dealers are responsible for customer relationships, final pricing, order placement, delivery coordination, and front-line service within their respective territories. In addition to our dealer network, Felling Trailers maintains an internal sales team made up of both inside and outside sales representatives (12 total employees). These individuals are direct employees of Felling Trailers and work closely with our dealer partners to support product education, quoting, application review, and overall project execution. They also assist both dealers and customers in navigating cooperative purchasing programs such as Sourcewell to ensure a smooth and compliant procurement process. Service and after-sales support are delivered through a combined effort between Felling Trailers employees and our authorized dealer network. Felling provides technical support, warranty oversight, and product expertise, while dealers handle local service, inspections, and customer-facing support. This approach allows us to provide responsive, knowledgeable service while maintaining strong local coverage. Overall, this structure ensures clear alignment between manufacturing, sales, and service, while leveraging the strengths of both our internal team and independent dealer partners to support customers throughout the full lifecycle of the trailer.	
25	Describe your sales force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested Solutions.	Felling Trailers has a dedicated sales team set up to support government and education customers, working closely with our authorized dealer network. Our field sales team is organized by region, with Territory Sales Representatives located within their assigned areas. This helps provide more responsive, local support to both dealers and end users. Our current territories include the Northeast, Southeast, Great Lakes, South Central, Southwest, and Northwest, with one full-time rep assigned to each region. In addition to the regional team, we also support national and specialized markets with team members based at our headquarters. These roles include a Public Utility Products Sales Representative, OEM Products Sales Representative, National Rental Accounts Representative, Inside Sales Representative, Sales Manager, and Director of Sales. We also have a Sales Coordinator and a Sales Systems Administrator who support day-to-day operations, admin needs, and systems across the sales team.	*

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		In total, we have 12 full-time employees supporting our sales efforts across government, education, and related markets. There's also a strong connection between our sales and parts, warranty, and service teams. Sales focuses on dealer support, product guidance, and helping customers navigate programs like Sourcewell, while service and after-sales support are handled through both Felling employees and our dealer network. This approach helps keep communication consistent and makes it easier to respond quickly and support customers throughout the life of the trailer.	
26	Describe your network of Authorized Sellers who will deliver Solutions, including the number and locations of dealers, distributors, resellers, and other distribution methods, as it relates to the requested Solutions.	Felling Trailers delivers its solutions through a nationwide network of authorized equipment dealers. Our dealer network currently consists of 319 dealer partners with 951 total locations throughout all 50 U.S. states and Canada, providing comprehensive geographic coverage and localized support to government and educational customers. Our distribution model is intentionally focused on established equipment dealers, as they bring significant value in serving public sector customers. Many of our dealer partners maintain dedicated government sales teams or have extensive experience working within government procurement processes. This expertise allows them to effectively navigate contract requirements, purchasing cooperatives, and compliance standards, ensuring a streamlined and efficient purchasing experience. Felling Trailers actively supports its authorized sellers through ongoing training, product education, and direct collaboration with our internal sales team. This partnership approach ensures that dealers are well-equipped to represent our products and deliver responsive, knowledgeable service to end users. The scale and geographic distribution of our dealer network enhances overall reliability and responsiveness, enabling prompt communication, reduced lead times, and timely service support across diverse regions. Through this network, Felling Trailers provides consistent national reach while maintaining strong local relationships, enabling timely delivery, service, and support for the solutions proposed in this RFP. -Included in "Additional Documents" folder is a list of dealer location numbers per state or province - Attached File Named: "Dealer Location Count Per State or Province"	*
27	Describe your service force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested	Felling Trailers maintains a dedicated service, parts, and warranty team consisting of six (6) full-time employees who support dealer partners and end users nationwide. This team is centrally located at our headquarters and provides coordinated support across all regions. Our service model is designed to ensure accessibility, responsiveness, and minimal downtime for end users. Felling Trailers and Larson Cable Trailers offers an online trailer parts marketplace, allowing customers and dealers to efficiently source parts as needed. In addition, our authorized dealer network is trained and equipped to perform service,	*

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	solutions.	warranty work, and parts support, providing localized, knowledgeable assistance across all territories. To further enhance responsiveness, Felling Trailers also works with independent, trailer-specialized service providers throughout all regions. This additional layer of support ensures that, in situations requiring immediate attention, repairs and maintenance can be completed promptly, minimizing downtime and maintaining operational continuity. There is strong collaboration between our sales and service teams, as well as our dealer partners, to ensure a seamless customer experience. Sales personnel remain engaged post-delivery to support communication and coordination, while our service team manages warranty, parts, and technical support.	
28	Describe the ordering process from sales/consultation, how the order is placed, through project/order fulfillment. If orders are handled by distributors, dealers, or others, explain their roles and responsibilities in the ordering process.	Felling Trailers uses a collaborative, dealer-supported ordering process to help keep things clear and accurate from the first conversation through delivery. Most orders start with either Felling or one of our dealers getting a customer inquiry. From there, we work together with the dealer to support the opportunity and keep everyone aligned. Depending on the job, that can include calls, virtual meetings, or even on-site visits. During the early stages, we review the application, specs, and overall scope of the project. Felling then puts together a formal quote for the dealer. Specification summaries or copies are also provided for customer review and approval as needed. The dealer handles final pricing to the end customer based on the terms of the Sourcewell Contract. When the customer is ready to move forward, they issue a purchase order to the dealer. The dealer then submits that order to Felling for processing. After the order is entered, Felling can provide approval drawings for customer review on more technical or customized units, or upon request. This step helps make sure everything is correct before production begins. Once any required drawings are approved, the trailer moves into production. When the trailer is complete, it’s delivered to the dealer. The dealer handles final delivery to the customer, including any walkthrough or training. For more technical equipment, Felling Territory Sales Reps can also step in to help with training and make sure the customer is comfortable with the product.	*
29	Describe, in detail, the process and procedure of your customer service program. Include your response –times, escalation protocols, issue resolution	Felling Trailers takes a practical, hands-on approach to customer service, with a focus on responsiveness, accountability, and support throughout the full lifecycle of the equipment, from initial order through post-delivery. We place a strong emphasis on quick response times. Our parts, service, and warranty team works to respond to all inquiries the same	*

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	timeframes, as well as any incentives that help your providers meet your stated service goals or promises.	day, whether it's a parts request, warranty question, or service need. The goal is simple—keep customers informed and keep their equipment up and running. Most service needs are handled through our dealer network, which serves as the primary local point of contact. Dealers are able to provide immediate, on-the-ground support. When needed, Felling Trailers steps in directly to assist with technical guidance, warranty approvals, or parts support to help move things forward quickly. Our Territory Sales Representatives—The Trailer Experts—are also available to support both dealers and customers when additional product knowledge or on-site assistance is needed. If an issue can't be resolved at the dealer level, it's escalated directly to our service and warranty team. From there, it's prioritized based on urgency and impact. For more complex or time-sensitive situations, Territory Sales Representatives or leadership may also get involved to help drive resolution. Our focus is always on minimizing downtime. While timelines can vary depending on the situation, we work to provide clear next steps and direction as quickly as possible, often within the same business day. Our dealer partners play a big role in this. They understand how critical this equipment is to their customers' day-to-day operations, and they're motivated to respond quickly and keep things moving. That shared mindset between Felling Trailers and our dealers helps ensure a consistent, reliable service experience. From a performance standpoint, our warranty experience reflects the quality and reliability of our products, with average annual warranty spend typically coming in at less than 0.5% of total net revenue.	
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Felling Trailers is well-positioned to provide the requested solutions to Sourcewell participating entities across the United States. Through our extensive network of authorized dealer partners, comprised of 319 dealers with 951 locations throughout all 50 states, we are able to deliver comprehensive national coverage with localized sales, service, and support. Our dealer network, combined with Felling Trailers' internal sales, service, production, and engineering capabilities, ensures that customers receive responsive assistance from initial consultation through delivery and ongoing support. Many of our dealer partners have dedicated government sales experience and are well-versed in cooperative purchasing programs such as Sourcewell, enabling a streamlined and compliant procurement process. In addition, Engineered Transport Solutions (ETS), a division of Felling Trailers, provides specialized OEM transport engineering expertise that expands our ability to address unique equipment transportation challenges. ETS serves as a dedicated engineering partner, working directly with fleet managers, procurement professionals, and equipment engineers to develop purpose-built, production-ready mobility solutions tailored to specific operational requirements. This capability allows	*

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		Sourcewell participating entities to benefit from both custom-engineered solutions and scalable manufacturing, supported by documented quality oversight and assurance throughout the design, testing, and production process. As a division of Felling Trailers, ETS capabilities are available to all Felling Trailers customers, including Sourcewell members. By combining a nationwide dealer network, experienced government procurement support, advanced engineering resources, and proven manufacturing expertise, Felling Trailers is uniquely positioned to deliver innovative transport solutions, timely delivery, reliable service, and consistent support across all regions.	
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Felling Trailers is capable of supporting Sourcewell participating entities in Alaska, Hawaii, and U.S. Territories through our authorized dealer network, which includes partners with established locations in these regions, including Puerto Rico and Guam. While no unique restrictions apply, orders in these areas may involve extended lead times and additional freight considerations due to geographic distance and shipping logistics. Felling Trailers works closely with its dealer partners and logistics providers to ensure efficient coordination, accurate freight planning, and timely delivery. Felling Trailers has a proven track record of successfully delivering products into these regions and remains confident in our ability to continue providing reliable solutions and support to participating entities in Alaska, Hawaii, and U.S. Territories.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	Felling Trailers is well-positioned to provide the requested solutions to Sourcewell participating entities throughout Canada. We maintain an established network of 11 authorized dealer partners with 24 locations within the most populated Canadian provinces, enabling localized sales, service, and support. Felling Trailers has been supplying trailers into the Canadian market since the late 1990s and has extensive experience navigating the regulatory requirements that differ from those in the United States. We maintain Canadian pre-clearance certification through Quality Assurance International (QAI), ensuring our products meet applicable Canadian standards and compliance requirements. In addition, Felling Trailers was awarded a Canoe Procurement contract in 2025, which continues to gain traction and further strengthens our presence within the Canadian cooperative purchasing landscape. Through our experienced dealer network, regulatory expertise, and established procurement partnerships, Felling Trailers is confident in its ability to continue to deliver reliable, compliant, and timely solutions to Sourcewell participating entities across Canada.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully	Felling Trailers is committed to fully serving all geographic areas within the United States through our extensive authorized dealer network and internal support structure.	*

	serving through the proposed agreement.	In Canada, Felling Trailers maintains strong coverage through dealer partners located in the most populated provinces, as well as representation in more remote regions through dealer satellite locations. While service and support are available in these areas, certain remote or less accessible locations may experience extended lead times for delivery and service due to geographic distance and logistical considerations. Felling Trailers works proactively with its dealer network and logistics partners to mitigate these challenges and ensure that all participating entities receive reliable support and timely solutions to the greatest extent possible.	
34	Identify any account type or Participating Entity type from the RFP that will not have full access to the requested Solutions if an agreement is awarded, along with the reason(s) why.	Felling Trailers does not place any restrictions on account type or Participating Entity type. All eligible entities will have full and equal access to the requested solutions under the proposed agreement. Felling Trailers is committed to supporting a broad range of customers, including government, education, and other qualifying organizations, and ensures consistent access to products, pricing, and support through our authorized dealer network, in accordance with the terms and conditions of the awarded contract.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, Felling Trailers will extend the terms of any awarded master agreement to eligible nonprofit entities, in accordance with the terms and conditions of the contract.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials.	Felling Trailers has an established, in-depth marketing strategy for promoting our continued partnership with Sourcewell. Built on a proven foundation from our current contract term, we utilize a broad media mix across the many industries we serve, providing ongoing visibility and awareness of the contract to local, state, and national government entities. Upon contract renewal, we will promptly issue updated communications across all media channels to bring awareness of the continued contract availability to our dealer network and prospective customers. - Felling's Trailer Experts Sales Team: actively promotes the Sourcewell contract to our dealer network and their government customers on an ongoing, year-round basis. They leverage Sourcewell Academies within their regions and involve our dealer partners to help educate them on the benefits, opportunities, and proper utilization of the Sourcewell contract. Please refer to the following attachment in the "Marketing Plan and Samples" upload "Felling.com" folder • Construction Equipment Trailers_Felling Trailers • Customized Commercial Trailers_Various Deck Lengths & Options • Dealer Access Felling Trailers Secure log-in for dealers • Government & Military Trailers_Custom Trailer Solutions • OEM Trailer Solutions_Turn Your Custom Trailer Needs Into Reality	*

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		• Partnerships_Associations, Communities, Certifications, & Awards • Utility & Telecom Trailers_Electric, Natural Gas, Water & Telecom - Marketing Media: We maintain a diverse mix of digital and print media placements through a collection of media partners across multiple markets. Our digital mix includes display ads, e-newsletters, and targeted e-blasts, paired with social media placements. These efforts run continuously and are refreshed regularly to maintain relevance and reach. Please refer to the following attachments in the "Marketing Plan and Samples" upload "Advertisements" folder •Anniversary Editions •CE Construction Equipment •Construction Business Owner •Construction Equipment Guide •NTDA •Transmission & Distribution Digital •Utility Fleet Professional - Trade Shows and Dealer Events: We place a high priority on exhibiting and attending key industry, association, and dealer events throughout the year, including CAPPO, AED Summit, PowerGen, CONEXPO/CON-AG, ARA Rental Show, and more. These events provide in-person opportunities to promote and educate decision makers on the benefits of the Sourcewell contract and will continue to serve as a key promotional touchpoint under the renewed contract. (13 trade show events images logo/sign/flag on display) Please refer to the following attachments "Marketing Plan and Samples" upload "Felling Trade Show - Events" folder • 2024 AED Summit • 2026 AED FT 1 • AED-2025_1 • ARA Show 2026-2 • Canada North Resource Expo 2025 NU-3 • CAPPO 2025_2 • Conexpo Sales Conversations 6 • Felling ARAShow 2025-4 • Felling WOA2024-2 • FellingWOABoothDay12025.1 • NATM Trailer Expo 2025-3 • SARM_2025-1 • UndergroundInfrastructureConference_2025-3 - Felling.com Website: We utilize our web presence to educate visitors about Sourcewell through a dedicated landing page and our Dealer Access portal. Visitors can learn what Sourcewell is, how to purchase through the contract, and how to become part of Sourcewell. Our website also features blog content and press releases highlighting solutions delivered through the Sourcewell contract, reinforcing our partnership. (5 examples provided, Sourcewell content/logo appears on 35+ webpages)	

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		Please refer to the following attachments in the "Marketing Plans and Samples" upload "Press Content" folder •City of San Diego Enlists Felling for Fleet Transportation •Equipment Procurement for NY Municipality, Simplified with Package Deal _ Felling Trailers •Felling Product Card Mini •Felling Trailers Wins Sourcewell Contract for Heavy Equipment Trailers •Felling Trailers, Inc. Awarded Sourcewell Contract Renewal _ Felling Trailers - Dealer Communications: We utilize our bi-monthly dealer email to share information regarding our Sourcewell contract, including relevant blog content, press releases highlighting contract solutions, and updates on upcoming Sourcewell Academies. Please refer to the following attachments in the "Marketing Plan & Samples" upload "Felling Dealer Communications" folder •2023 3-27 Felling News & Stock Report •2023 9-11 Felling News & Stock Report •2024 3-11 Felling News & Stock Report •2024 10-28 Felling News & Stock Report •2025 2-24 Felling News & Stock Report •2025 11-24 Felling Stock Report •2026 3-23 Felling Stock Report •2026 4-14 Felling Stock Report	
37	Describe your use of technology and digital data (e.g., specific social media platforms, metadata usage) to enhance and/or optimize your marketing strategy described above.	We use a data-focused approach to digital marketing that builds on in-depth SEO optimization. We continually review and refine our webpage SEO settings, adjusting content, keywords, and meta descriptions while utilizing advanced keyword tracking and competitor analysis to identify opportunities and maintain our position as the expert source. Our content strategy is informed by common user search criteria, ensuring we create relevant material that addresses actual search intent. We maintain an active presence across social media platforms such as Facebook, Instagram, X, LinkedIn, and YouTube, with performance guided by detailed social media metrics and in-depth Google Analytics tracking. We utilize user-generated content and brand ambassadors like Brandon Johnson and William McNeice to connect with a broader audience through authentic content, driving both brand awareness and customer loyalty. Our content development focuses on Challenge-Solution-Case Study frameworks through blogs and press releases, specifically designed to establish thought leadership and capture visibility in AI Overview searches. By combining competitive analysis with ongoing performance tracking across our digital platforms, we continuously refine our marketing approach and establish our position as the leading industry authority. Please refer to the following attachments in the "Marketing Plan and Samples" upload "Social Media Content" folder • SocialMediaContent_1 • SocialMediaContent_2 • SocialMediaContent_3	*

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38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	From our perspective, Sourcewell plays an important role in helping promote the contract and making sure both dealers and end users understand the value of it. That includes support with marketing - things like signage, promotional materials for trade shows, and general visibility that helps us and our dealer partners represent the Sourcewell program consistently. We also see value in continued involvement from our Supplier Development Executive, especially when it comes to helping educate and engage dealer partners. Getting dealers comfortable with how Sourcewell works and why it benefits them and their customers is key to driving adoption. Ongoing efforts like Sourcewell Academies are also important. They give both our team and our dealers a better understanding of the program and help keep everyone aligned on how to effectively use it. Overall, Sourcewell's role is really about helping connect the dots - supporting awareness, providing tools and resources, and helping both suppliers and dealers make the most of the contract.	*
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	Felling Trailers has been working with Sourcewell/NJPA since first being awarded a contract in 2011, and it's become a regular part of how we do business. A big part of making that work is staying closely aligned with our dealer network, especially dealers who are already familiar with Sourcewell. We focus on working with dealers who actively sell through these types of contracts. That helps ensure customers get a complete solution when needed, and that both our team and our dealers understand how the contract works, pricing, quoting, and the overall purchasing process. On our end, we spend time making sure both our internal team and our dealers are comfortable using Sourcewell. That includes walking through how to quote jobs, how to apply the contract properly, and what's expected when working with participating entities. Training for new employees also includes Sourcewell-specific processes, strategy, and best practices to make sure they're set up for success from the start. Our sales team is encouraged to participate in Sourcewell Academies with our dealer partners to promote consistency, strengthen relationships, and ensure all parties are equipped to effectively support Sourcewell participating agencies. In addition, we invite our Supplier Development Executive to our annual sales meeting to provide hands-on training and stay connected with our team. We keep Sourcewell front and center through regular communication and by working closely with our dealers on opportunities. It's not treated as a one-off option, it's a tool we use every day to help deliver value and simplify the purchasing process for customers.	
40	Are your Solutions available through an e-Procurement or e-Commerce ordering	Because most of our trailers are built to fit a specific application, the ordering process tends to be more hands-on. We work through the details with the customer up front to make sure the trailer is set up exactly how it needs to be. This approach ensures everything is clearly defined and aligned with	*

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	process? If so, describe your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them.	contract requirements prior to order placement, so the customer receives the right trailer for their application. We also work closely with our dealer network throughout the process. Dealers handle a lot of the day-to-day coordination, and we support them as needed to keep things moving. The process is structured to be clear and consistent from start to finish, ensuring the customer gets exactly what they need while maintaining compliance with procurement requirements and delivering a strong overall experience.	

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

#	Question	Response *	
41	Describe any training programs related to your proposed Solution(s) available to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, delivery methods, and any costs that apply.	Felling Trailers offers flexible training programs designed to ensure proper use, safety, and overall effectiveness of the proposed solutions for Sourcewell participating entities. For standard products and applications, training is typically provided by authorized dealer partners at the time of delivery. This training includes an operational overview, basic maintenance, and safe usage practices, and is generally provided at no additional cost to the participating entity. For more technical or specialized solutions, Felling Trailers can provide enhanced training programs tailored to the specific application and customer needs. These trainings may be delivered by Felling Trailers personnel, dealer partners, or a combination of both, depending on the complexity of the equipment and project requirements. Delivery methods may include on-site training, virtual sessions, or group training events. In addition to in-person training, Felling Trailers has developed a library of product-specific training videos that cover a wide range of equipment and applications. These resources are available to customers and dealer partners to support ongoing training and reference after delivery. In most cases, training is provided at no charge. However, in limited situations where additional travel, multiple locations, or extended on-site time is required, there may be an added cost. Any such costs are discussed in advance and based on factors like travel requirements, number of sessions, and overall scope. Felling Trailers works closely with the participating entity to define the appropriate level of training and ensure expectations are clearly established. We are committed to the long-term success and usability of our products and will provide the guidance and support needed to ensure customers are confident in the operation and performance of their equipment. Training video examples w/ hyperlinks - Built for the Job Site. The Felling X-Force HDG Pin Lock - See it in Action. - https://www.youtube.com/watch?v=S8A_cd3MYHc - Felling DDPT Pan Tilt Operational Demo -	*

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		https://www.youtube.com/watch?v=YEV3crx3hTM - The Ultimate Tool For Fiber Optic Cable Blowing - Step by Step Guide - https://www.youtube.com/watch?v=wCJsh7RMc1U	
42	Describe any technological advances that your proposed Solutions offer.	Felling Trailers is focused on staying current with trailer technology, especially when it comes to improving safety, performance, and day-to-day efficiency. We offer a range of optional features that can be added based on what the customer needs. This includes trailer telematics systems that provide real-time information like maintenance alerts, tire pressure, and battery status. These tools help reduce downtime and make it easier to stay on top of preventative maintenance. We also offer GPS tracking options so customers can keep track of where their equipment is, how it's being used, and help improve overall security. On the safety side, trailers can be equipped with features like Roll Stability, Sway Mitigation, and ABS braking systems. These are designed to help improve control and stability, especially in different road or load conditions. For operation and usability, we offer wireless controls for hydraulic functions, which make equipment easier to use and more precise. On larger units, load scale systems are also available so operators can see weights in real time and stay within limits. Overall, these options give customers flexibility to build a trailer that fits their needs while improving safety, visibility, and long-term performance.	*
43	Describe any sustainability initiatives or certifications that relate to your organization and/or proposed Solutions. If applicable, describe the certification(s) for each initiative.	Felling Trailers supports sustainability through a combination of internal processes, product development, and industry-recognized initiatives. Felling Trailers Quality Policy - Promoting an understanding of our customers' needs and expectations, along with a culture focused on exceeding those expectations. - Developing seamless processes by integrating the services of our suppliers and partners. - Monitoring performance through defined metrics to drive continuous improvement in our processes and services. - Utilizing our ISO 9001 quality management system across all company processes—everywhere, every time, without exception. As part of our product development efforts, Larson Cable Trailers designed and developed a fully electric fiber cable trailer (Model 7500-E) that produces zero emissions. Because it does not require an internal combustion engine, it also operates very quietly, allowing crews to work in residential or noise-sensitive areas with minimal disruption. Please refer to the attachment in the "Additional Documents" upload •Larson Cable Trailers' Electric LCT-7500 EV: A Practical Step Toward Greener Fiber Installation Felling Trailers has also made significant investments in its manufacturing processes to reduce environmental impact. In 2022, we commissioned a state-of-the-art powder coating facility, which allowed us to significantly reduce the	*

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		use of traditional wet paint. Unlike wet paint, powder coating does not contain solvents that produce Volatile Organic Compounds (VOCs), resulting in an approximate 50% reduction in VOC emissions within the first year of operation. In addition, during winter months, we utilize heat generated from our powder coating ovens by redirecting it back into the facility rather than exhausting it. This process reduces overall natural gas consumption by approximately 50%, which not only lowers environmental impact but also improves energy efficiency during colder operating conditions. Felling Trailers continues its partnership with Clean Earth (formerly Stericycle), a waste management solutions provider, whose services handle the pickup and proper disposal of liquid paint waste, fluorescent light bulbs, and oil-absorbent rags to ensure environmental protection, public safety, and organizational compliance. • Paint waste considered for waste-to-energy: 2024 18,069 gal., 2025 12,676 gal. • Lightbulbs recycled: Over 3,000 fluorescent bulbs were recycled once the lighting projects were completed. Felling Trailers partners with Cardboard Cares to recycle all cardboard received from shipments of components and materials. The boxes are broken down and baled with the two cardboard balers on site. Once baled, they are donated to a local company, Cardboard Cares. The organization manages cardboard recycling for local businesses and uses the proceeds to fund art education for K-12 students in the community. Felling Trailers partners with EMR Northern Metal Recycling, a full-service consumer and industrial metal scrap recycler. • Approximately 250,000 lbs. of steel is recycled each year. Tire Recycling in 2025: 4,000 lbs. of old tires were recycled. Felling Trailers was also recognized with the Green Manufacturing Award at the National Association of Trailer Manufacturers (NATM) Conference. This award highlights manufacturers that have made meaningful improvements in reducing environmental impact within their operations and facilities. It recognizes efforts in environmental awareness, resource efficiency, and responsible manufacturing practices.	
44	Describe any third-party issued, eco-labels, ratings, or certifications that your proposed solutions hold.	Felling Trailers currently holds UN31A certification for intermediate bulk fuel tanks used on our generator trailer products. This certification ensures compliance with applicable standards for the safe transport and handling of fuel. The UN31A certification process consists of a six-stage testing protocol, including stacking, leak proofness, hydraulic pressure, roll over, drop, and vibration testing. Each stage has specific parameters that must be met in order to achieve a passing result. Felling Trailers' Engineering and R&D teams began development of the UN31 tank project in late 2019. Due to testing	*

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		requirements, environmental conditions, and seasonal temperature variations in Minnesota, the process required careful coordination, with certification successfully achieved in early 2022. In addition, we are actively researching CARB (California Air Resources Board) compliance for our Larson Cable Electric Model 7500-E. This effort reflects our ongoing focus on meeting evolving environmental standards and supporting customers with solutions that align with regulatory requirements.	
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique advantages meaningful for Sourcewell participating entities?	Felling Trailers differentiates itself in the marketplace through a combination of product breadth, customization capabilities, and innovative solutions tailored to meet specific customer needs. One of our key advantages is the wide range of trailer solutions we offer. Felling Trailers provides equipment for a broad spectrum of applications, from standard equipment transport to highly specialized solutions. This extensive product offering allows Sourcewell participating entities to source multiple trailer types from a single, trusted manufacturer, simplifying procurement and ensuring consistency in quality and support. In addition to our standard product lines, Felling Trailers is highly regarded for our ability to customize and engineer solutions based on unique operational or application-driven requirements. Our team works closely with customers and dealer partners to develop tailored configurations or fully custom-designed trailers that meet specific application needs. This flexibility is particularly valuable for government and educational entities that often require equipment adapted to specialized use cases. To further support specialized transportation requirements, ETS (Engineered Transport Solutions), a division of Felling Trailers, brings dedicated OEM transport engineering expertise to every opportunity. ETS serves as a co-engineering partner, working directly with fleet managers, procurement leaders, and equipment engineers to develop purpose-built, production-ready mobility solutions for unique equipment and operational challenges. This capability allows participating entities to benefit from both customization and scalable manufacturing, supported by documented quality oversight and assurance throughout the design, testing, and production process. As a division of Felling Trailers, ETS capabilities are available to all Felling Trailers customers, including Sourcewell members, providing access to specialized engineering resources that extend beyond traditional trailer offerings. Felling Trailers also offers proprietary features and options, including patented and safety-enhancing designs. Examples include our patented Air Powered Bi-Fold Ramp system, which improves operator efficiency and reduces manual effort during loading and unloading; our Auto Locking Reel Bar technology on reel trailers, which enhances safety by securely holding reels in place during transport and operation; and our vertical lock pin with automatic interlock system on most detachable gooseneck models, which provides an added layer of safety and securement during coupling and transport. Felling Trailers are designed and engineered to meet applicable ANSI, NHTSA, FMCSA, CMVSA, and NATM requirements, ensuring compliance with recognized industry and regulatory standards across both U.S. and Canadian	*

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		markets. These innovations and standards are meaningful to Sourcewell participating entities because they help reduce operator risk, improve jobsite safety, and increase overall operational efficiency. Additionally, they provide access to a single-source partner capable of delivering both standard and highly customized solutions, reducing the need to engage multiple vendors. This results in a more efficient procurement process, greater confidence in product performance, and solutions that are better aligned with the specific demands of each organization. - See our Auto Locking Reel Bar in action - https://www.youtube.com/watch?v=UORdbpi13fQ - See our patented Air Operated Bi-Fold Ramps in action - https://www.youtube.com/watch?v=eVj0gnULW0E - Example of a custom one-off trailer that we designed and built for a specific request for the City of Los Angeles - "Additional Documents" folder - Attached File Named: "City of LA Helicopter Trailer"	

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Table 5B: Value-Added Attributes

Select any business certifications that your company or partners have obtained. Upload your confirming documentation.

Select all that apply below.

#	Certification	Offered	Comment	
46	Minority Business Enterprise (MBE)	○ Yes ◉ No	N/A	*
47	Women Business Enterprise (WBE)	◉ Yes ○ No	Felling Trailers has held Women Business Enterprise (WBE) certification since 2019, reflecting our ongoing commitment to diversity and inclusive business practices. Please refer to the following attachment in the "Related Certificates" upload • WBENC.FT WBE Certificate Exp1.31.2027	*
48	Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	N/A	*
49	Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	N/A	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	N/A	*
51	Small Business Enterprise (SBE)	○ Yes ◉ No	N/A	*
52	Small Disadvantaged Business (SDB)	○ Yes ◉ No	N/A	*
53	Women-Owned Small Business (WOSB)	◉ Yes ○ No	Felling Trailers has held Women Business Enterprise - Woman Owned Small Business (WSOB) certification since 2019. Please refer to the following attachment in the "Related Certificates" upload • WBENC.FT WOSB Certificate 1.20.2026	*

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

Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
54	Describe your payment terms.	Standard payment terms for dealer partners are Net 30 Days, meaning payment is due in full within thirty (30) days from the invoice date. This keeps things consistent and in line with typical industry expectations.	*

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		For Canadian orders, the process is straightforward—dealers pay Felling Trailers in U.S. funds, and the participating agency pays the dealer in Canadian funds. This setup helps keep cross-border transactions simple and avoids confusion on currency between all parties involved.	
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	Accepted payment methods for participating entities are determined in coordination with our authorized dealer partners, as payment is typically processed through the servicing dealer. Most dealer partners offer flexible payment options to meet customer needs, including ACH transfers, checks, wire transfers, and credit card or procurement card (pCard) payments. For credit card and procurement card transactions, an additional processing fee may apply, depending on the policies of the servicing dealer and the associated financial institution. Any applicable fees will be communicated in advance to ensure full transparency.	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	Felling Trailers offers leasing and financing options to support the needs of public and government agencies. We partner with National Cooperative Leasing as a trusted financing provider, helping participating entities access flexible lease and finance programs that align with budget and procurement requirements. In addition, many of our authorized dealer partners offer their own financing solutions. These options can provide added flexibility and may be tailored to meet the specific needs of participating agencies based on project scope, timing, and budget considerations. Overall, our approach is to provide multiple financing paths, allowing customers to choose the option that best fits their purchasing and financial requirements.	*
57	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.	Our standard transaction documentation is designed to ensure clarity, consistency, and alignment with awarded contract terms. Upon request, our sales team prepares two formal quotations: one for the authorized dealer partner and a corresponding quote for the Participating Entity. The Participating Entity quote reflects contract-based pricing in accordance with the awarded agreement (e.g., Sourcewell pricing structure), ensuring full transparency and compliance with RFP requirements. For applicable units, particularly custom or engineered solutions, preliminary design drawings and specifications are also provided for review and approval prior to order finalization. This step ensures the equipment configuration fully meets the Participating Entity's operational requirements. Once the order is reviewed and approved, the quotation is converted into an official order. Finalized order documentation is then distributed to both the dealer partner and the Participating Entity. These documents serve as the formal order record and include all relevant details such as product specifications, approved drawings (if applicable), pricing, terms	*

		and conditions, and delivery expectations. Additional supporting documentation, such as standard terms and conditions or any applicable service-level considerations, may be included or referenced as part of the order package to ensure all parties are aligned on expectations and obligations. Please see attachments in the "Standard Transaction Document Samples" folder. This information displays itemized pricing, Felling's Contract Number, Participating Entity's information, and Quote Validity timeframe. When the status changes from Quote to Order, the updated status reflects accordingly on the output documentation. • Dealer Quote - Attached File Name: "Dealer Quote - FT-14IT-I" • Sourcewell Member Quote (Participating Entity Quote) Attached File Name: "Sourcewell Member Quote - FT-14IT-I" • Customer Info Spec Sheet (No Pricing, just provides the line item specifications) Attached File Name: "Customer Info - FT-14IT-I" • Sales Drawing Example - Attached File Name: "FT-14IT-I Spec Drawing"	
58	Describe your pricing model AND quantify the proposed discount(s) offered. If proposed pricing is Line-Item Pricing, Proposer must submit: A. For each Line, provide your list/MSRP, the offered discount(s), and the ”Master Agreement Price”. B. If proposed pricing is a Percentage Discount from Catalog or Category, one of the following MUST be submitted: (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.	Our pricing model is based on a percentage discount from published retail (MSRP) pricing in US funds. Participating Entities are offered a standard discount of twelve percent (12%) off retail/MSRP pricing. This discount applies uniformly to all base models as well as standard line-item options, providing a straightforward and predictable pricing framework. Under this structure: List/MSRP Price: Established retail pricing for each base unit and applicable options Discount: 12% off MSRP Master Agreement Price: MSRP less 12%, resulting in the final contract price available to Participating Entities For custom or non-standard options, pricing is developed through a detailed cost analysis specific to the requested configuration. This ensures accurate, fair, and competitive pricing based on materials, engineering requirements, and production complexity. This approach allows for easy validation of pricing, ensures consistency across standard offerings, and maintains flexibility to accommodate custom-engineered solutions while aligning with the requirements of the awarded agreement. -Please see provided pricebook: Attached File Named: "2027 Felling Sales Guide Sourcewell V1"	*
59	Provide details of any quantity or volume discounts, as well as any	In addition to the standard pricing structure, additional discount opportunities may be available based on order quantity and production efficiencies.	*

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	rebate programs that are available in addition to the proposed pricing structure discounts.	Quantity or volume discounts are evaluated on a case-by-case basis, primarily when multiple similar units are ordered at the same time. When order volume allows for improved manufacturing efficiencies, such as reduced setup time, streamlined production runs, or material optimization, those efficiencies may be reflected in the form of additional discounted pricing. At this time, no standard rebate programs are offered outside of the base discount structure. However, we remain flexible and will evaluate opportunities for additional cost savings based on order size, configuration consistency, and overall production impact.	
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	Non-contracted products or related services are defined as models, configurations, or options that are not included in our standard published pricebook. When a Participating Entity requests a non-contracted item, it is treated as a custom or engineered solution and follows our established custom pricing analysis process. This includes a detailed evaluation of materials, labor, engineering requirements, and production impact to ensure accurate and competitive pricing. Any associated costs or fees are incorporated directly into the quoted price for the non-contracted product or service. This may include engineering time, design development (if applicable), and any unique sourcing or production requirements. All such costs are clearly itemized or reflected within the quotation provided for review and approval.	*
61	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.	The pricing submitted reflects the base unit and applicable options in accordance with the proposed pricing structure; however, certain elements of the total cost of acquisition are not included. Additional costs not included in the submitted pricing may include, but are not limited to: - Applicable federal, state, or local taxes - Title, registration, or licensing fees - Dealer-provided services, such as Off-load & setup fees, Pre-Delivery / CVI (commercial vehicle) inspection, technical training or on-site support at the time of delivery All such costs, if applicable, will be clearly identified and communicated during the quoting process to ensure full transparency for the Participating Entity.	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Freight, shipping, and delivery costs within the contiguous United States are calculated using an internal rating system developed to ensure consistency, accuracy, and alignment with current market conditions. Freight rates are determined at the time of quoting and are based on several key factors, including: Trailer type/model	*

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		Overall dimensions (including length, width, and height) Selected options that may impact weight or transport requirements Geographic delivery location (freight zone) This structured approach allows for standardized and scalable freight pricing across a wide range of configurations and destinations. In certain situations, freight must be custom quoted. These instances may include, but are not limited to: - Trailers that exceed legal transport dimensions or require special permitting - Option configurations that impact loadability or routing - Customer-specific delivery requirements, such as coordinated delivery appointments or the use of third-party services for unloading or placement at the Participating Entity's location Any additional costs associated with these scenarios such as permits, escorts, or third-party offloading services will be clearly identified and communicated as part of the freight quote.	
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Freight, shipping, and delivery to Alaska, Hawaii, Canada, and other offshore locations are handled on a custom-quoted basis due to the added complexity and involvement of multiple third-party service providers. In these cases, total freight costs are developed based on the specific delivery requirements and may include, but are not limited to: - Ocean or barge transportation charges - Port of departure and port of entry fees - Third-party handling and transloading costs - Customs brokerage and documentation fees - Duties, tariffs, or import-related charges (as applicable) - Final-mile delivery from port to the Participating Entity's location Because these shipments often require coordination between multiple carriers and logistics providers, pricing is determined at the time of quote to ensure accuracy and alignment with current market conditions. All applicable freight-related costs will be clearly identified and communicated in advance, providing full transparency to the Participating Entity prior to order finalization.	*
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Our distribution and delivery process is set up to keep things efficient and make sure the trailer is ready to go when it arrives. All Felling trailers ship fully assembled and are inspected before they leave our facility. The goal is for the unit to be ready for use right away, with little to no setup needed in the field. Tires and wheels are installed prior to shipment, and key components like lug nuts and hitch hardware are torqued to spec. We document torque values and inspection checks internally as part of our quality	*

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		process to keep things consistent. This approach helps reduce the amount of pre-delivery inspection (PDI) work needed at the dealer level, although dealers may still complete their own final checks depending on their process or customer requirements. -Torquing Article "Felling Trailers Implements Real-Time Torquing Procedure" https://www.felling.com/real-time-torquing-procedure/	
65	Describe any self-audit processes or programs that you will employ to verify that Sourcewell participating entities have obtained Agreement pricing and to verify compliance with the resulting Agreement.	Felling Trailers maintains internal processes to help ensure that all Sourcewell-related transactions are quoted, processed, and fulfilled in accordance with the terms of the Agreement. Our self-audit process is designed to ensure pricing accuracy, contract compliance, and full transparency for all Sourcewell Participating Entities. Our sales and dealer support teams are trained on Sourcewell requirements, including proper application of contract pricing, quoting procedures, and documentation. We work closely with our authorized dealer network to ensure they understand and follow the correct processes when quoting and selling through the contract. Participating Entities also have the ability to request a formal Contract Quote Template, which clearly outlines pricing in accordance with the terms of the awarded agreement. This document reflects contract-based pricing and discounts, allowing the Participating Entity to validate that pricing aligns with the agreement. (Applicable taxes, title, licensing, or registration fees are not included, as they vary by jurisdiction.) Internally, our team works closely with authorized dealer partners to review and validate quotes prior to order finalization. This collaborative approach helps ensure that all pricing provided is consistent with contract requirements and approved discount structures. In addition, our internal quoting and order management system is structured to support compliance. The system is intuitive and allows for clear identification of Sourcewell-related quotes and orders, ensuring contract pricing is applied consistently. It also provides reporting capabilities that allow us to generate detailed transaction reports, which we use for quarterly reporting to Sourcewell as well as periodic internal self-audits. We also maintain open communication with both dealer partners and Participating Entities to address any pricing questions or discrepancies. If any issues are identified, they are addressed promptly to ensure compliance is maintained. Overall, our approach combines trained personnel, clear processes, and system-based reporting to provide consistent oversight and accountability, ensuring that all Participating Entities receive accurate, transparent, and compliant pricing under the Sourcewell Agreement.	*

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		- Internal Audit Report Example - "Standard Transaction Folder" Attached File Named: "SourcewellOrderAuditQ1.2026"	
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	We utilize Salesforce, including a configured CPQ (Configure, Price, Quote) system, as the foundation for tracking, managing, and reporting all contract-related activity. This system enables detailed data capture and reporting to measure the success and compliance of the resulting Agreement. Key internal metrics tracked include: - Total Quote Volume: Number of quotes generated under the Agreement - Conversion Rate: Percentage of quotes converted to orders - Total Sales Volume: Revenue generated through the Agreement - Unit Volume: Number of units sold to Participating Entities - Participating Entity Engagement: Number of active entities utilizing the contract - Dealer Participation: Dealer partner involvement and activity levels - Geographic Distribution: Sales by region, location, or core-based statistical area - Average Order Value: Average revenue per order All quotes and orders processed through our Salesforce CPQ system are tagged and categorized by contract, with required fields such as Sourcewell Member Number, Participating Entity name, and contact information captured at the time of entry. This structured data collection allows for seamless export into Excel for detailed analysis, filtering, and reporting. As a result, quarterly reporting is highly accurate, transparent, and aligned with Sourcewell requirements, enabling continuous monitoring and improvement of contract performance.	*
67	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	Felling Trailers proposes an Administrative Fee of one point five percent (1.5%) of all completed transactions made under the resulting Master Agreement. This Administrative Fee will be calculated and paid on a quarterly basis, following the end of each reporting period, and will be based on total eligible sales to Sourcewell Participating Entities during the preceding quarter. All reporting data used to calculate the Administrative Fee is generated through our internal quoting and order management system, which ensures accurate tracking of contract-related transactions. This system captures all required contract identifiers (e.g., Participating Entity information, contract designation, and order details), allowing for precise and transparent reporting.	*

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	the preceding Reporting Period defined in the agreement.		

Table 6B: Pricing Offered

#	The Pricing for this Proposal is: *	Specify the basis for the pricing offered, include unique circumstances or justifications	
68	As good as or better than pricing typically offered through our existing cooperative contracts, state contracts, or agencies.	The pricing offered under the Sourcewell Agreement reflects some of the best discount levels we provide. Sourcewell is an important part of our business, and we recognize the value it brings to participating entities, so we structure our pricing accordingly. Our pricing is built around the efficiencies that come with cooperative purchasing, along with expected volume and a more streamlined procurement process. This allows us to offer consistent, competitive pricing while still supporting our dealer network and maintaining the level of service and product quality customers expect. Overall, the goal is to provide fair, transparent pricing that delivers real value to participating entities, while still supporting a sustainable model for both Felling Trailers and our dealer partners.	*

Table 7A: Depth and Breadth of Offered Equipment Products and Services (200 Points, applies to Table 7A, 7B, and 7C or 7D)

Sourcewell is seeking proposals for towable Trailers with Related Equipment and Services, including but not limited to those listed under the categories below. Solutions for trailers not suited for highway travel may not be considered.

Awards under this solicitation will be made in separate categories. **No proposer should select more than one category to respond to.**

If a proposer can demonstrate they are able to provide at least 1 solution listed under Category 1 *and* at least 1 solution under Category 2, they would select Category 1; and provide one response under Category 1.

If a proposer can demonstrate they are *only* able to provide the solutions listed under Category 2, they would select Category 2; and provide one response under Category 2.

#	Category Selection *	
69	Category 1	*

Table 7B: Depth and Breadth of Offered Solutions- Category 1

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.

☐ We will not be submitting for Table 7B: Depth and Breadth of Offered Solutions- Category 1

#	Subcategory or Type	Offered *	Comments	
70	Flatbed	◉ Yes	44 Models	*

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		○ No		
71	Deck-over	◉ Yes ○ No	48 Models	*
72	Drop-deck	◉ Yes ○ No	79 Models	*
73	Lowboy	◉ Yes ○ No	39 Models	*
74	Tilt deck	◉ Yes ○ No	48 Models	
75	Gooseneck	◉ Yes ○ No	37 Models	
76	Tag	◉ Yes ○ No	51 Models	
77	Dry van	○ Yes ◉ No	N/A	
78	Dump	◉ Yes ○ No	18 Models	
79	Tanker	○ Yes ◉ No	N/A	
80	Roll-back	◉ Yes ○ No	6 Models	
81	Walking floor	○ Yes ◉ No	N/A	
82	Roll-off	○ Yes ◉ No	N/A	
83	Livestock	○ Yes ◉ No	N/A	
84	Please describe other Solutions not specifically mentioned in this Table 7B, that are within the scope of this RFP Category 1.	◉ Yes ○ No	Felling Trailers offers the following: - Hydraulic Folding Tail Semi – (8 Models) - Underground / Utility Construction (15 Models) - Single & Tandem Axle Utility – (12 Models) - Hydraulic Lift Drop Deck – (3 Models) - Pole and Cable Reel Handling Solutions – (49 Models) - Gas Pipe Coil Trailer – (2 Models) - Generator, Load Bank, & Compressor Trailers – (24 Models) - Larson Fiberoptic Cable Trailers – (3 Models) - Custom Engineered Solutions	

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Table 7C: Depth and Breadth of Offered Solutions- Category 2

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.

☑ We will not be submitting for Table 7C: Depth and Breadth of Offered Solutions- Category 2

#	Subcategory or Type	Offered *	Comments	
85	Mobile office	○ Yes ○ No		*
86	Refrigerated	○ Yes ○ No		*
87	Mobile command station	○ Yes ○ No		*
88	Incident response	○ Yes ○ No		*
89	Please describe other Solutions not specifically mentioned in this Table 7C, that are within the scope of this RFP Category 2.	○ Yes ○ No		

Table 7D: Depth and Breadth of Offered Solutions - Industry Specific

#	Question	Response *	
90	Describe in detail warranties offered and how they will be administered. Include whether they cover parts, labor, and technician travel, and geographic locations covered.	Felling Trailers offers a comprehensive warranty program designed to ensure long-term product reliability and customer confidence. Standard Warranty Coverage Felling Trailers provides a Limited Lifetime Warranty on its trailers. Warranty coverage begins on the in-service date, as established through the required warranty registration process. First 12 Months: The trailer is covered 100% (parts and labor), providing full protection against defects in materials and workmanship. Post 12 Months: Coverage transitions to a graduated warranty schedule, which varies based on time in service and trailer model type. This structure ensures continued support while aligning with product usage and lifecycle expectations. Paint Warranty In addition to structural coverage, a three (3) year paint warranty is included, covering defects related to coating adhesion and finish under normal use conditions. Administration and Repair Services Warranty claims are administered in coordination with our authorized dealer network. If a warranty issue arises:	*

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		- The Participating Entity contacts the servicing dealer or Felling Trailers directly - The issue is evaluated and approved per warranty guidelines - Repairs are completed by an authorized dealer or approved service provider For ease of use, Felling Trailers provides online forms for both warranty registration and warranty claim submission, allowing Participating Entities to quickly and efficiently submit required information and initiate the process. Coverage generally includes parts and labor for warrantable repairs. Depending on the nature and location of the repair, technician travel or service-related expenses may be reviewed and approved on a case-by-case basis. Warranty support is available throughout the United States and Canada via our dealer network, ensuring accessible service for Participating Entities across a broad geographic area. Extended warranty coverage may be available upon request, depending on the product and application. These options can be tailored to meet specific operational needs and will be defined at the time of purchase. Full warranty terms, conditions, and exclusions are detailed in the official warranty documentation provided. - "Additional Document" Folder Attachment File Named: "FellingLifetimeWarrantyPolicy6.1.2025"	
91	Describe how your trailers are designed to ensure load stability, weight distribution, and safe transport of equipment under varying operating conditions.	Felling Trailers designs and engineers its trailer products with a strong focus on load stability, proper weight distribution, durability, and safe transport across a wide range of operating conditions and applications. Our engineering team utilizes both AutoCAD and SolidWorks 3D modeling software throughout the product development process to ensure that trailer configurations, structural components, axle placement, and load carrying characteristics are properly designed for the intended application. As part of the engineering process, Felling Trailers also utilizes Ansys Finite Element Analysis (FEA) software to evaluate structural integrity, stress distribution, load distribution, and overall performance under expected and extreme operating conditions. This analysis helps verify that trailer frames, crossmembers, suspension systems, securement areas, and welded and bolted joints are designed to withstand the demands of daily use and varying load conditions over the life of the trailer. Additional attention is given to areas of elevated weld stress to help ensure weld fatigue is properly evaluated. Depending on the application, weld fatigue may be assessed using AWS-based stress-life methods or more advanced FEA-based approaches, including IIW structural hot spot stress, and notch stress methods. Proper weight distribution and load stability are further addressed through careful consideration of axle spacing, center of gravity, deck design, suspension selection, and overall trailer geometry. Trailer configurations are designed to promote stable towing characteristics and safe equipment transport while helping operators maintain proper load balance and securement practices. Furthermore, trailer frames are evaluated using load cases that meet or exceed the loads associated with rated trailer components including	*

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		couplers and axles, helping ensure the frame is not the limiting factor in the completed trailer design. In addition to engineering analysis, Felling Trailers routinely builds prototype units during the development of new models or major product updates. These prototypes are field tested in real-world working environments to evaluate performance, durability, load handling characteristics, and long-term reliability. Feedback gathered during field testing is incorporated into final production designs to help ensure the trailer performs safely and reliably under demanding jobsite and transportation conditions. The engineering expertise that supports Felling Trailers' product development is further enhanced through ETS (Engineered Transport Solutions), a division of Felling Trailers. ETS provides specialized OEM transport engineering services for customers with unique equipment transportation requirements, serving as a dedicated engineering partner from concept development through production. By combining advanced engineering analysis, real-world testing, and manufacturing expertise, ETS develops purpose-built mobility solutions tailored to specific equipment and operational challenges. This capability enables Sourcewell participating entities to benefit from both custom-engineered solutions and scalable production, supported by documented quality oversight and assurance throughout every stage of the process. As a division of Felling Trailers, ETS capabilities are available to all Felling Trailers customers, including Sourcewell members. All trailers are manufactured using established quality control processes as part of Felling Trailers’ ISO 9001 certified quality management system, helping ensure consistent production standards and product reliability.	
92	Describe any safety features your trailers offer such as anti-lock braking systems, emergency breakaway systems or lighting features compliant with applicable regulations.	Felling Trailers incorporates a variety of safety features and available technologies designed to support safe operation, equipment transport, and regulatory compliance across a wide range of trailer applications and operating conditions. Anti-lock Braking Systems (ABS) are standard on all air brake equipped trailer models to help improve braking performance and maintain better control during hard braking or adverse road conditions. In addition, all trailer models, regardless of braking system type, are equipped with emergency breakaway braking systems designed to activate the trailer brakes in the event of an accidental trailer separation. ETS (Engineered Transport Solutions), a division of Felling Trailers, further enhances Felling Trailers’ ability to address specialized safety and operational requirements through dedicated OEM transport engineering. ETS serves as a co-engineering partner to fleet managers, procurement leaders, and equipment engineers, developing purpose-built trailer solutions that integrate application-specific safety considerations from the initial design phase through production. This approach ensures that safety, performance, and operational requirements are engineered into the equipment from the start, rather than added as optional features, while maintaining documented quality oversight and assurance throughout the process. As a division of Felling Trailers, ETS capabilities are available to all Felling Trailers customers, including Sourcewell members.	*

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		Depending on trailer model and application requirements, additional available safety technologies may include Roll Stability support systems, sway mitigation technology, and other braking or control enhancements intended to improve overall towing stability and operator control during transport. Felling Trailers also utilizes LED lighting systems and lighting packages designed to meet applicable DOT and FMCSA lighting requirements for visibility and roadway safety. Lighting configurations may vary by trailer type and customer specifications. To further support safe operation, trailers equipped with moving or hydraulic components include appropriate safety decals, warning labels, and operational markings intended to help operators identify potential hazards and follow proper operating procedures. Additional safety features such as load securement options, traction surfaces, safety chains, conspicuity tape, and securement points are incorporated based on trailer model and application needs. Felling Trailers continues to evaluate and incorporate available safety technologies and features to meet customer requirements and evolving industry standards.	
93	Describe available configurations and options your trailers offer, including ramp types, deck materials, tie-down systems, and other features that support various operational needs.	Felling Trailers offers a wide range of trailer configurations and available options designed to support many different industries, applications, and operational requirements. Because many of our trailer products are application-specific, customers have the ability to configure trailers to meet their exact equipment hauling, loading, securement, and operational needs. ETS (Engineered Transport Solutions), a division of Felling Trailers, further strengthens this capability by providing specialized OEM transport engineering expertise for complex or unique application requirements. ETS serves as a dedicated engineering partner, working directly with fleet managers, procurement leaders, and equipment engineers to translate specific operational challenges into purpose-built, production-ready mobility solutions. This approach ensures that customization is supported by formal engineering analysis, real-world validation, and documented quality oversight throughout the design and manufacturing process. As a division of Felling Trailers, ETS capabilities are available to all Felling Trailers customers, including Sourcewell members. Available configurations and options may include various ramp styles and loading systems such as spring-assisted ramps, hydraulic ramps, air-operated ramps, tilt deck configurations, and other specialized loading solutions depending on trailer model and application. Felling Trailers was one of the first trailer manufacturers in the United States to utilize the existing air supply on air brake equipped trailers to power operational features such as air-operated ramps, helping improve ease of operation and overall efficiency for the end user. Felling Trailers also holds a United States patent for its air-operated bi-fold ramp system commonly utilized in paving and road construction equipment hauling applications. This patented design helps improve ramp operation, operator convenience, and loading efficiency while reducing the physical effort required during trailer loading and unloading operations. Trailer deck configurations and materials can also be tailored based on the intended application and operating environment. Available options may include	

		wood decking, steel decking, traction surfaces, container mounting systems, specialized equipment mounting provisions, and other custom deck arrangements designed to support different equipment types and loading requirements. Felling Trailers also offers numerous tie-down and cargo securement options including D-rings, stake pockets, chain slots, winch systems, recessed securement points, and other application-specific securement solutions intended to support safe and effective equipment transport. Additional available features and options may include adjustable or multiple axle configurations, hydraulic systems, wireless controls, tool and storage boxes, integrated lighting packages, custom paint or branding, telematics, load scales, suspension upgrades, specialized coupler configurations, and many other custom features depending on customer requirements. Felling Trailers works closely with customers and its authorized dealer network throughout the specification process to ensure that each trailer is properly configured for the intended application. In many cases, custom engineering and design modifications can be incorporated to accommodate specialized operational needs or unique equipment requirements.	

Table 8: Exceptions to Terms, Conditions, or Specifications Form (Not Scored)

Line Item 94. **NOTICE**: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) **via redline in the Master Agreement Template provided** in the “Bid Documents” section. Proposer must upload the redlined Master Agreement Template, in **Microsoft Word format** in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Response *
	No

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Table 9: Selected Bid Pricing Line Items ****NOT SCORED****

Please fill out table as able. This table is not scored but will be used to prepare competitive solicitation documentation. If you do not offer these products, no pricing is required.

#	Trailer Category	Offering?	Estimated Low Cost	Estimated High Cost	Comments
95	Light-Duty Tag/Tilt 10-20T	(•) Yes ( ) No	It's at the dealer's discretion to offer deeper discounts than the lowest discount outlined in the RFP Terms & Conditions.	12% off MSRP is the minimum guraranteed discount every participating entity will receive.	Volume discounts may also apply and can vary depending on factors such as model, quantity, and overall project requirements
96	Medium Deck-over 20-30T	(•) Yes ( ) No	It's at the dealer's discretion to offer deeper discounts than the lowest discount outlined in the RFP Terms & Conditions.	12% off MSRP is the minimum guraranteed discount every participating entity will receive.	Volume discounts may also apply and can vary depending on factors such as model, quantity, and overall project requirements
97	Heavy Deck-over 40-50T	(•) Yes ( ) No	It's at the dealer's discretion to offer deeper discounts than the lowest discount outlined in the RFP Terms & Conditions.	12% off MSRP is the minimum guraranteed discount every participating entity will receive.	Volume discounts may also apply and can vary depending on factors such as model, quantity, and overall project requirements
98	Flatbed/Drop-deck 40T	(•) Yes ( ) No	It's at the dealer's discretion to offer deeper discounts than the lowest discount outlined in the RFP Terms & Conditions.	12% off MSRP is the minimum guraranteed discount every participating entity will receive.	Volume discounts may also apply and can vary depending on factors such as model, quantity, and overall project requirements
99	Dump/Transfer Steel	(•) Yes ( ) No	It's at the dealer's discretion to offer deeper discounts than the lowest discount outlined in the RFP Terms & Conditions.	12% off MSRP is the minimum guraranteed discount every participating entity will receive.	Volume discounts may also apply and can vary depending on factors such as model, quantity, and overall project requirements
100	Lowboy/Heavy Haul 55T+	(•) Yes ( ) No	It's at the dealer's discretion to offer deeper discounts than the lowest discount outlined in the RFP Terms & Conditions.	12% off MSRP is the minimum guraranteed discount every participating entity will receive.	Volume discounts may also apply and can vary depending on factors such as model, quantity, and overall project requirements

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

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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 - 2027 Felling Sales Guide Sourcewell V1.xlsx - Thursday June 25, 2026 11:43:31
- Financial Strength and Stability - Financial Strength and Stability.zip - Tuesday June 09, 2026 09:34:00
- Marketing Plan/Samples - Marketing Plan and Samples.zip - Tuesday June 16, 2026 12:52:47
- WMBE/MBE/SBE or Related Certificates - Related Certificates.zip - Monday May 11, 2026 16:58:09
- Standard Transaction Document Samples - Standard Transaction Document Samples.zip - Tuesday May 12, 2026 16:59:31
- Requested Exceptions (optional)
- Upload Additional Document - Additional Documents.zip - Tuesday June 16, 2026 12:54:30

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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. - Becca Green, Systems Administrator, Felling Trailers, Inc.

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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_7_Trailers with Related Equipment and Services_RFP_062526 Thu June 18 2026 01:40 PM	☑	2
Addendum_6_Trailers with Related Equipment and Services_RFP_062526 Wed June 3 2026 08:53 AM	☑	1
Addendum_5_Trailers with Related Equipment and Services_RFP_062526 Tue June 2 2026 08:26 AM	☑	1
Addendum_4_Trailers with Related Equipment and Services_RFP_062526 Thu May 28 2026 02:52 PM	☑	1
Addendum_3_Trailers with Related Equipment and Services_RFP_062526 Thu May 21 2026 08:46 AM	☑	1
Addendum_2_Trailers with Related Equipment and Services_RFP_062526 Wed May 13 2026 10:42 AM	☑	1
Addendum_1_Trailers with Related Equipment and Services_RFP_062526 Fri May 8 2026 01:30 PM	☑	1