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MASTER AGREEMENT #062526
CATEGORY: Trailers with Related Equipment and Services
SUPPLIER: Pitts Enterprises

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Pitts Enterprises, 5734 Pittsview Highway, Pittsview, AL 36871 (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	Pitts Enterprises
Signed by: Jeremy Schwartz C0FD2A139D06489...	DocuSigned by: Barry Freifield 0AB67446A75B40F...
By: _____	By: _____
Jeremy Schwartz	Barry Freifield
Title: Chief Procurement Officer	Title: VP Sales
Date: 10/20/2026 | 10:01 AM CDT	Date: 10/20/2026 | 9:16 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:	Pitts Enterprises., Inc.
Address:	5734 Pittsview Highway Pittsview , AL 36871
Contact:	Barry Freifeld
Email:	barry@pittstrailers.com
Phone:	757-777-5228
Fax:	334-855-3507
HST#:	630703410

Submission Details

Created On:	Thursday May 07, 2026 07:16:50
Submitted On:	Thursday June 25, 2026 10:49:00
Submitted By:	Barry Freifeld
Email:	barry@pittstrailers.com
Transaction #:	a8508d56-15fc-494c-956e-d5d8f9bf08a7
Submitter's IP Address:	10.13.1.21

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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.	Pitts Enterprises (Identified as Pitts in responses below)	*
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.	Pitts Enterprises, Pitts Trailers, (Identified as Pitts in responses below)	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Our Cage Code 1VEH8, NAICS 336212, SIC 3715 SAM # is NB62KGQJ1ZA9	*
5	Provide your NAICS code applicable to Solutions proposed.	Pitts NAICS is 336212	
6	Proposer Physical Address:	Pitts Enterprises 5734 Pittsview Highway, Pittsview, AL, 36871	*
7	Proposer website address (or addresses):	pittstrailers.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.	Barry Freifeld, VP Sales barry@pittstrailers.com 757-227-4922 5734 Pittsview Highway Pittsview, AL 36871	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Barry Freifeld, VP Sales barry@pittstrailers.com 757-227-4922 5734 Pittsview Highway Pittsview, AL 36871	*
10	Identify the Proposer’s other contacts for this proposal, if any, include name, title, address, email address, and phone number.	JP Pierson President jp@pittstrailers.com 706-315-2623 5734 Pittsview Highway Pittsview, AL 36871	*

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

#	Question	Response *	
11	Provide a brief history of your company and industry longevity related to the requested Solutions.	Pitts Enterprises History Background: Pitts Trailers has been synonymous with innovation, performance, durability, and value since 1976. A division of Pitts Enterprises Inc., we are a top-20 trailer manufacturer in the U.S., continually growing to meet our customers' needs. Beginning: Pitts was founded in 1976. Andrew Pitts found his hometown, Pittsview, Alabama, to be the perfect place to grow a business. The first log trailer built in 1976 with the logo "Bulldog Trailers" was only the beginning of a growing trailer manufacturing company. With the quality and versatility of the Pitts trailers, Pitts became the known source for durable, high-performing timber-hauling logging trailers and equipment-hauling lowboy trailers. Jeff Pitts, Andrew's son, joined the company in 1982. He became president upon Andrew's retirement in 1997. Under Jeff's leadership, the sales approach of Pitts Trailers pivoted from a regional trailer provider to a dealer-based national brand with trailers sold across the country and internationally. In 2002, after 20 years with the company, Jeff Pitts bought the operation from his father. Pitts Trailers continued to grow. Andrew Pitts continued to serve on the Board of Directors until his passing in 2021 at 96. Jeff continues serving as the Board's Director and Chief Executive Officer. Since Jeff and Pitts Enterprises were led by Jeff, the company has experienced multiple expansions. Under Jeff's leadership, Dorsey Trailer out of Elba, AL, was resurrected from bankruptcy in 2007 and is now one of the fastest-growing platform manufacturers in the country. Pitts created two new trailer divisions: Dorsey Intermodal in 2016 and Pitts Heavy Haul in 2018. Pitts Trailers, Pitts Heavy Haul, and Dorsey Intermodal are based in a 400,000 sq ft production facility in Pittsview, AL Pitts Trailers is the world's largest and only complete line forestry manufacturer, moving the forestry transportation market forward with its pioneering log trailers and hydraulic elevating trailers with crawler suspension for knuckle boom loaders. For over 20 years. Pitts has been the top producer of Forestry trailers in the U.S. Pitts Heavy Haul is an industry-leading manufacturer of construction trailers. Its premier heavy-haul trailer line offers hydraulic-removable-neck lowboys, rear-loading fixed-neck lowboys, and a full range of tag-along equipment-hauling trailers. Pitts Heavy Haul is consistently a top 5 lowboy producer in the U.S.	*

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Dorsey Intermodal is a premier provider of Container chassis along with numerous domestic and marine intermodal models. Dorsey Intermodal specializes in working with mobile power solutions companies to provide premium chassis for use with large generator systems. Based in Pittsview, AL, we are within 300 miles of four major ports and 500 miles of three more.

1994 - Pitts Trailers introduced the LOADPAYIN' series forestry log trailer. Pitts pioneered this lightweight, durable, and most reliable log trailer, providing our customers the ability to haul more wood per load. Modeled after the fabricated I-Beam mainframe design of commercial flatbed trailers, the LOADPAYIN series forestry trailer would prove to be the first of many innovative solutions to move Pitts Trailers to become a premier trailer manufacturer in the U.S.

1998 - Pitts Trailers introduced the ULTRA LOADPAYIN' series forestry log trailer. Pitts expanded on the success of the LOADPAYIN' series forestry trailer and continued to drive the use of lightweight, high-strength materials combined with innovative design to reduce the trailer's tare weight further, thereby increasing its payload and the end users' return on investment.

2007 - Pitts Enterprises acquires Dorsey Trailer in Elba, AL. Dorsey Trailer was founded in 1911. For decades, Dorsey was one of the largest trailer manufacturers in the U.S. In the late 1990s and early 2000s, Dorsey fell on hard times due to natural disasters and management issues. Pitts' acquisition in late 2007 came at an exciting yet trying time as the country headed into the Great Recession. Pitts Enterprises showed great fortitude and partnership between our facilities as we weathered the storm and came out the other side with Dorsey Trailer as a premium, high-volume platform trailer manufacturer. Today, Dorsey is an industry leader in commercial Aluminum, Combo, and Steel flatbed and drop deck platform trailer manufacturing.

2013 – Pitts Trailers introduces the Contender Series Hydraulic Detachable Neck Lowboy. Pitts had been producing the hydraulic removable neck lowboy since the mid-1990s. The introduction of the Contender Series was an overhaul of a proven design to maximize ease of use and improve performance through concentrated load-rating improvements, safety-factor improvements, and tare-weight reductions. The Contender Series Hydraulic Detachable Lowboys are now the torchbearer product offering for Pitts Heavy Haul.

2014 - Pitts Enterprises rewards employees with a stock ownership plan, ESOP, giving them a personal investment in the company and a voice as employees, increasing employee inclusion and commitment to quality and success, while at the same time providing the Pitts Team members with a zero-cost retirement plan

2015 – Pitts Trailers introduces the Custom Deluxe Series Fixed-Neck

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		Rear-Loading Lowboy. Pitts had been producing the fixed-neck rear-loading lowboy since the late 1970s. The introduction of the Custom Deluxe Series was an overhaul of a proven design to maximize ease of use and improve performance by utilizing a (4) Pre-cambered Fabricated bean design to improve concentrated load rating improvements, safety factor improvements, and tare weight reductions. The Custom Deluxe Series Fixed Neck Rear Loading Lowboys are now the most popular rear-loading lowboys in the U.S. 2016 - Pitts Enterprises expands its offering to support the intermodal chassis market. With the introduction of Dorsey Intermodal, Pitts Enterprises can offer our customers any model of container chassis, ranging from standard 20' and 40' Chassis to combo chassis. They can deliver directly to any location or port. 2018 - Pitts Enterprises, although in the heavy-haul sector of the market, decided to create a heavy-haul division to develop and support this market segment with the products and innovation necessary to meet customer requirements. Along with its newly created divisions, Pitts Enterprises continued to expand its production capabilities as demand for its products increased. This expansion came from a new 25,000-square-foot facility dedicated solely to log trailers. 2020 - Pitts Enterprises adds a second 25,000-square-foot facility for its Dorsey Intermodal division. Dorsey Intermodal can now provide the market with over 10,000 chassis annually. 2022 - Pitts Enterprises invests in state-of-the-art technology, including the first of many laser-cutting stations and robotic welding cells. The installation of this type of equipment allows for decreased tolerances, thus increasing precision when cutting parts. Robotic welding ensures consistent weld penetration, thus improving Pitts' already outstanding product quality. 2023 - Pitts Trailers introduces the Contender GT Series Hydraulic Detachable Neck Lowboy, setting a new benchmark for performance, versatility, and durability in the heavy haul industry. Building on decades of engineering expertise and customer feedback, the Contender GT was designed to deliver greater load capacity, enhanced ease of operation, and improved overall efficiency. During the same year, Pitts expanded its fixed-neck lowboy offerings by introducing an innovative Interchangeable Ramp System, providing customers with greater flexibility to adapt their trailers for a wide variety of equipment-hauling applications. 2024 - Pitts Trailers continues its commitment to customer-driven innovation by introducing Heavy Duty Packages across its forestry trailer product line. These enhanced packages were developed to meet the growing demands of logging operations working in the most challenging environments. By offering additional customization options and increased durability, Pitts enabled customers to tailor their trailers to specific operational requirements while maximizing productivity, longevity, and return on investment. 2025 - Pitts Trailers expands its flagship heavy haul lineup with the introduction of the Contender GT40. Designed to build on the success of	

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		the Contender GT platform, the GT40 incorporates advanced engineering, optimized weight distribution, and enhanced performance to meet the evolving needs of equipment transport professionals. The addition of the GT40 further strengthens Pitts' position as an industry leader in innovative heavy haul transportation solutions. 2026 - Pitts Trailers celebrates 50 years of manufacturing excellence, marking five decades of innovation, growth, and commitment to its customers. As part of this milestone year, Pitts expands its product portfolio by introducing Equipment Trailers and Dump Trailers, broadening its ability to serve new markets and customer segments. The company also enters the platform trailer market with the introduction of Flatbed and Drop Deck Trailers, further diversifying its industry-leading offerings. In addition to product expansion, Pitts invests in significant plant improvements and enhanced quality systems to increase manufacturing efficiency, strengthen quality control, and position the company for continued success over the next 50 years. Stability of Pitts Enterprises Pitts Enterprises is a very successful organization with the strength and commitment to our customers that surpasses those of any other trailer supplier. Pitts Enterprises is one of the largest trailer manufacturing companies in the U.S. It is a diversified manufacturing company serving the forestry, construction, transportation, rental, intermodal, military, and specialized markets. We continue to grow our market share in these areas as we expand into strategic markets, always keeping within our core competencies. Pitts Enterprises Strength Pitts Enterprise's real strength is its people and commitment to delivering solutions to our customers' most challenging hauling requirements. We accomplish this through unequaled quality and • Designs to meet our customers' toughest requirements • Continuous improvement programs • Delivering the highest quality • Constantly developing and improving its process parameters • A team dedicated to continuous improvement • Quality is synonymous with Pitts Enterprises • Low warranty claims – Do it right the first time • Unsurpassed customer service Customer Support During and After the Sale Pitts Enterprises invests in providing our customers with a fully trained and professional sales staff. • Direct Sales Professionals • Product Support Managers • Focused on: – Solution development – Product design – Trailer optimization Customer Service/Technical Support • Customer Service Professionals • Supporting our customers	

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		– Day-to-Day Questions – Change Orders – Scheduling – Warranty – Part Sales Pitts Enterprises has developed a network of authorized dealers to support our customers better. Our dealers provide: – Local Support – Stocking of Pitts trailers – Spare parts – Authorized repairs Designed for Quality, Performance, and Innovation • Pitts Enterprises is committed to providing our customers with the most innovative trailers at the lowest possible cost • We accomplish this with a team of engineers who listen to our customers and build products to meet their requirements Quality is a significant key to our success • Manufactured with U.S. Steel • Built to the highest quality standards • Constantly developing and improving its process parameters • A team dedicated to continuous improvement • Using name-brand components • Less than 0.5% warranty claims In Conclusion Pitts Enterprises' core values have remained constant from its humble start in 1976 to its present position as a valued supplier across many industries. For starters, Pitts Enterprises will always strive to lead the trailer industry, delivering trailers engineered and manufactured to the highest standards of quality, performance, and reliability. Additionally, Pitts Enterprises will continue to actively participate in organizations whose missions are to elevate the trailer industry and its related industries to new levels of innovation, professionalism, and integrity. Furthermore, as it has throughout these years, Pitts Enterprises will continue to value "the human element" of doing business and to treat its employees, dealers, customers, vendors, and, yes, even competitors with respect, honesty, and goodwill. In the words of our founder, Andrew Pitts, "The best way to build a good product is to listen to what the customer needs."	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	Pitts acknowledges a variety of significant advantages that would come with being awarded a Sourcewell contract, with two key benefits prominently highlighted: Firstly, if awarded the contract, Pitts expects continued growth in our sales in the local government markets. This expectation is grounded in our strategic plan to promote and leverage the partnership between Sourcewell and Pitts actively. By emphasizing the potential advantages of this collaboration, we aim to create compelling narratives that resonate with local governmental entities, showcasing how they can benefit from our combined offerings.	*

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		Secondly, many of our trusted dealers have already established strong connections with local government agencies, creating an excellent opportunity for seamless integration. The continuation of the Sourcewell partnership is crucial, as it will enable our dealers to approach and sell to Sourcewell Members confidently. This partnership satisfies the purchasing process by effectively addressing the complexities of the bidding requirements, making it much easier for government agencies to acquire the products and services they need. Moreover, we are wholly committed to promoting the Sourcewell program through our extensive dealer network and customer base. To achieve this, we will implement a series of comprehensive training initiatives to equip our dealers with the knowledge and tools needed to advocate effectively for Sourcewell. Additionally, we will develop targeted promotional materials that highlight the benefits and features of the Sourcewell program, ultimately working to enhance awareness, understanding, and sales within the local governmental sector. This multifaceted approach ensures that both our dealers and customers are well-informed and engaged, fostering strong relationships and driving mutual growth.	
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 the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY	Pitts is a privately held company, which means we do not disclose our financial information to entities outside of our organization. However, to assure you of our financial stability and reliability, we have included reference letters that highlight our strong financial standing. For your review, these documents are available. Pitts is a privately held company, which inherently limits our ability to share detailed financial information with external parties. However, we understand the importance of demonstrating our financial health and stability. To support this, we have included reference letters from reputable sources that attest to our organization's robust financial position. These letters provide an overview of our financial practices and stability, giving you a clearer picture of our ability to meet obligations and maintain a solid financial foundation. You can find these documents conveniently located in the "Financial Strength and Stability" section of the attached materials for your thorough review. We hope this will help instill confidence in our organization. In the "Financial Strength and Stability" section of the attachment. We believe this will provide you with the necessary insights into our organization's fiscal health.	*

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	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.	In 2025, Pitts Enterprises proudly achieved a significant milestone, earning recognition as the 15th-largest trailer manufacturer in the United States, according to the esteemed annual ranking published by Trailer Body Builders magazine. This comprehensive survey assesses a diverse range of trailer types available in the U.S. market, providing insightful analysis on the competitive landscape of the trailer manufacturing industry. The ranking is based on various metrics, including production volume and market share, allowing for a detailed comparison among industry players. It's important to note that Pitts Enterprises does not produce several trailer categories included in this evaluation, most notably Dry Van and Reefer trailers. These two categories account for a substantial share of the total market volume and dominate the industry, which could influence Pitts' overall ranking given the absence of these products from its lineup. When examining Pitts Enterprises within the context of specialized trailers—products closely aligned with the company's core offerings—the evaluation reveals a significantly stronger competitive position. In this niche market segment, which includes trailers designed for specific applications and customer requirements, Pitts consistently ranks among the top one or two manufacturers. This distinction underscores the company's strength, expertise, and commitment to meeting the unique needs of its clients, reinforcing its reputation for quality and innovation in trailer manufacturing. The company's commendable performance in specialized trailer production underscores its strong reputation and effectiveness in its target markets. Currently, Pitts Enterprises proudly commands an approximate 13% market share, driven by the tailored solutions it offers in response to Requests for Proposals (RFPs). This substantial market share not only underscores the company's strategic positioning but also reflects its unwavering commitment to delivering high-quality, innovative products that fulfill the evolving demands of its 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	Pitts is actively working to strengthen its presence in the Canadian market by partnering with authorized distributors. Recognizing Canada as an emerging market, Pitts is committed to expanding its reach and building relationships in this region. With the existing representation that Pitts has established in Canada, the company is poised for significant growth. This expansion will be further facilitated by the implementation of a strategic partnership through a Pitts-Sourcewell contract, which aims to enhance the company's offerings and market access. By leveraging these partnerships, Pitts aims to serve its customers better and increase its market share in Canada.	*

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	where you have made sales.		
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.	No bankruptcies, past or present.	*
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.	No current or past debarments or suspensions	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	Throughout the years, our management team has gained invaluable experience by holding key positions in various organizations closely related to our industry. Most notably, our President currently serves on the Board of Directors of the Truck Trailer Manufacturing Association (TTMA), showcasing our active engagement in shaping industry standards and practices. Pitts has consistently earned recognition as one of the leading trailer manufacturers in the United States, as evidenced by our 15th-place ranking in 2025 by Trailers Body Builders. Within our specialized sectors, we proudly hold the distinction of being the 2nd-largest manufacturer of vocational trailers, reflecting our commitment to quality and innovation. Pitts has proudly established itself as a reliable and trusted supplier to the Military sector (United States Federal and State Government, supplying all branches of the United States Armed Forces as well as agencies like FEMA and US Fish and Wildlife) for over two decades. Throughout this time, the company has provided customized trailers	*

		specifically designed to meet the rigorous demands of every major branch of the military. These trailers are engineered for a variety of applications, ensuring they effectively support the unique requirements of military operations, whether for transport, logistics, or specialized missions. Each design is tailored to withstand challenging environments and deliver optimal performance, reflecting Pitts' commitment to quality and excellence in service to those who serve our nation. Additionally, we have established long-standing partnerships within the industry and have served as Caterpillar's sole supplier for the past 9 years. The same is true for Weiler Forestry, where we have been their trusted sole supplier for seven years, further solidifying our reputation as a reliable source for high-quality trailers.	
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%.	Over the last three years, the Government sector has accounted for about 22% of Pitts' overall sales. This segment includes clients such as military agencies, Sourcewell members, and a range of municipalities. These partnerships highlight Pitts' strong presence and commitment to serving the military and government public-sector needs with tailored solutions.	*
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%.	Pitts supports this sector through its dealer network, and therefore an accurate percentage is difficult to obtain at this time. After working with our dealers, calling on this market, our products are not typically required in this sector. That being said, we now offer a line of small equipment trailers and dumps that would fit the type of trailer required in this sector. Pitts, through the Sourcewell partnership, will enable both parties to grow this sector.	*
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.	Commonwealth of Kentucky Master Agreement ~ $480,000 Florida Sheriffs Association ~ $188,000 Association of County Commission of Alabama (ACCA) Joint County Bid Program-$695,000 Texas Forest Service $450,000	*
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.	Our authorized dealer, who represents Pitts Enterprises for Government solicitation support, promotes and sells Pitts trailers under their GSA contract #47QMCA18D000G. We also have a contract with the Defense Logistics Agency (DLA) under DFARS 252.225-7021 and FEMA through the same dealer. Over the past 3 years, we have had volume in orders in excess of $18 million	*

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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 *	
Miami Dade County, FL	Miami Dade County, FL	305-514-6332	*
City Clarksville, Water & Gas, Clarksville, TN	Russell Allen	931-257-4567	*
City of Virginia Beach, VA	Scott Dickens	757-385-1883	*

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, 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	Pitts is best characterized as a "B" supplier, standing out in the industry as a manufacturer and distributor of high-quality products tailored for a diverse range of markets. These markets include military sectors, government agencies both within and outside of Sourcewell, as well as industries such as forestry, construction, commercial and intermodal transport. We predominantly operate through an extensive network of authorized dealers, ensuring our products reach customers effectively. Our approach is fundamentally consultative, focusing on understanding ourclients'' long-term needs and delivering comprehensive solutions that align with their specific requirements. As a manufacturer, Pitts relies on both direct sales channels and independent authorized dealers to represent our products and services. Each dealer operates independently, bound by a formal written agreement that empowers them to support, promote, and sell Pitts' offerings. We strategically assign each dealer a defined geographic territory, providing them with leads and support from Pitts to enhance market penetration and optimize sales potential within their designated areas. Our dedicated departments, including sales, customer service, and engineering, collaborate closely with both our dealers and customers to gain insights into customer needs. This collaboration culminates in crafting the most suitable hauling solutions tailored to meet those needs. Our sales team actively engages in fieldwork alongside dealers, helping identify opportunities and guiding the selection of the ideal product for each customer's hauling needs. Additionally, our sales representatives are responsible for delivering thorough product training and developing targeted marketing programs to promote our offerings effectively. Preventive maintenance on our trailers can be handled either by our authorized dealers or, for Sourcewell members, through their own maintenance teams. When warranty service is required, our Pitts team, in coordination with our dealers, will meticulously assess the situation. We conduct a thorough evaluation to determine the root cause of any issues	

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	this RFP. Are these individuals your employees, or the employees of a third party?	and implement corrective actions to ensure the trailer is promptly restored to service.	
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.	We operate across three distinct territories, each expertly managed by our team of territory managers (see the map in the appendix for details). Our commitment extends beyond merely selling trailers; we are dedicated to delivering a consultative experience that ensures our customers receive tailored solutions precisely aligned with their unique needs. At Pitts, we pride ourselves on a dynamic direct sales force tasked with propelling business growth and providing comprehensive support. While a significant portion of our sales is generated through our extensive network of authorized dealers, our sales team plays a pivotal role in nurturing these partnerships. We empower our dealers through hands-on sales support, in-depth product training, innovative marketing strategies, and the development of promotional programs. Furthermore, we provide dedicated service support to enhance dealer success. Our collaboration with dealer principals is especially crucial, as we work together to craft annual business plans focused on sustained growth. This structured program will serve as a foundation for fostering and strategizing for Sourcewell's ongoing business expansion, ensuring we meet and exceed our joint goals. Our team is bolstered by a dedicated inside sales department that plays a crucial role in supporting both our dealers and customers. This team is responsible for handling a variety of daily inquiries, managing change orders, coordinating schedules, and addressing warranty issues Additionally, they focus on parts sales, which has become a significant growth area for our busines. Their expertise and responsiveness ensure that our clients receive the assistance they need, enhancing overall satisfaction and fostering stronger relationships within our industry.	*
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.	ADD Dealer List and/or map to addendum. Pitts has established a robust network of nationally recognized partnerships through its 150 stocking-dealer branches. This extensive reach underscores our deep understanding of the value that dealer partnerships bring to the table. Our philosophy regarding the selection and placement of dealers is not simply operational; it is a strategic initiative designed to fuel mutual growth. Similar toSourcewell'ss selective vendor program, which does not include all available vendors, Pitts adopts a thoughtful approach to selecting dealers for specific markets. This careful methodology helps us to attain greater mindshare with our dealer partners, ultimately promoting quicker growth in market share. Through these partnerships, we create multiple pathways for our customers, allowing them to explore a range of options for acquiring Pitts products and ensuring their needs are met efficiently and effectively. As authorized Pitts dealers, partners are involved not only in sales but also in stocking and providing comprehensive support for our product line.	*

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		To foster a collaborative and growth-oriented environment, Pitts engages in annual meetings with our dealer principals. During these meetings, we collectively develop a formal business plan aimed at growth. Furthermore, we hold at least quarterly meetings to review and ensure that the goals set out in our annual plans are being met and adjusted as necessary. Additionally, we have specialized partners who focus exclusively on governmental sales, ensuring dedicated support for Pitts products in various governmental solicitations, including GSA (General Services Administration) and DLA (Defense Logistics Agency) Should Pitts be selected for the Sourcewell program, it would serve as a crucial component of our ongoing business planning efforts, allowing us to refine our approach further and maximize our collaborative success with partner dealers.	
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 solutions.	At Pitts, we prioritize a robust support system for our dealers and customers, particularly through our team of dedicated territory managers. These professionals play a crucial role in maintaining relationships with our dealers by providing ongoing support and service to customers after the sale, ensuring that all aspects of customer satisfaction are addressed promptly. Our outside sales team is complemented by a trio of knowledgeable inside sales professionals who leverage the expertise of our comprehensive engineering, production, and quality assurance teams. This collaboration allows us to effectively troubleshoot and resolve any challenges that may arise with our products. A critical requirement for becoming a valued partner in the Pitts dealer network is the ability to provide exceptional trailer serviceability. Recognizing that some Sourcewell Members may be in remote areas without a nearby Pitts dealer, we are committed to providing personalized assistance. Our goal is to help these members find the nearest available service station, ensuring they receive timely support wherever they are. To bolster the serviceability of our trailers, Pitts has developed an extensive support framework to enhance our dealer network's capabilities. This framework encompasses both direct and indirect channels of assistance, enabling us to troubleshoot issues as they arise. Additionally, we focus on creating tailored corrective action plans to address the root causes of problems, ensuring our resolutions are both effective and sustainable. In pursuit of enhanced serviceability, Pitts has also established a strategic partnership with Downtime Fleet Management. This collaboration significantly broadens our service capabilities, particularly for Sourcewell Members in need of roadside assistance. Our dedicated Pitts team works in tandem with Downtime Fleet Management to coordinate essential services, providing a seamless support experience. This partnership enables us to offer round-the-clock contract service for all trailer-related needs, ensuring that professional help is always just a phone call away, whether during the day or in the middle of the night. We are resolute in our commitment to delivering excellence in service and support to our valued customers.	*
28	Describe the ordering	Many people tend to think that all trailers are essentially the same, but that	*

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	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.	perception is significantly misguided. Selecting the appropriate trailer entails a careful evaluation of several critical factors. One must consider what type of cargo is being transported, its total weight, how that weight is distributed across the trailer deck, and the overall height of the load. Additionally, it's vital to address specific over-the-road (DOT) regulatory requirements that pertain to the customer's hauling needs, as these can affect both safety and compliance. At Pitts, we take a systematic consultative approach to our service, prioritizing understanding our clients' long-term requirements. Our mission is to deliver tailored solutions that align precisely with their unique specifications, ensuring they receive the best possible trailer for their needs. Our representatives collaborate with customers, either directly or through our network of dealers, to assist Sourcewell Members in accurately selecting the right trailer and its options. Once the trailer type and appropriate specifications are determined through this consultative dialogue, Pitts generates a detailed quote based on the agreed-upon parameters. The pricing in this quote is based on the negotiated Sourcewell contract, which provides competitive and fair pricing for our customers. To streamline the quoting process for Sourcewell clients, Pitts has developed a sophisticated custom-built quoting program. Upon acceptance of the quote and issuance of a Purchase Order (PO), whether directed at Pitts or through one of our authorized dealers, we initiate the order process. This begins with creating a detailed sales approval drawing, which is presented to the customer for review and approval. Once this drawing is approved, a Vehicle Identification Number (VIN) is generated and assigned to the trailer unit. At this point, we also establish an estimated completion date for the trailer's production. Following these steps, a sales order acknowledgment is sent back to the Sourcewell Member, either directly from Pitts or via our dealer network. This acknowledgment serves as official confirmation of the trailer specifications, derived from the initial quote, negotiated pricing, assigned VIN, and estimated completion date. We will ensure that a signed copy of this acknowledgment is returned by the Sourcewell Member, affirming that all details—including specifications, options, and pricing—are accurate and agreed upon. To enhance our service and provide transparency throughout the order process, Pitts has implemented a systematic procedure to track all orders involving Sourcewell Members. If an inquiry originates through our dealer network, it is imperative that the dealer specify the customer's name and indicate that the customer is a Sourcewell Member. This step allows us to verify the membership status and subsequently provide an accurate contract price for the inquiry. This process not only ensures compliance but also facilitates precise reporting to Sourcewell regarding the actual sales of Pitts products to its Members. Regular progress reports will be provided to the Sourcewell Member to foster clear communication until the	

		order is fulfilled.	
29	Describe, in detail, the process and procedure of your customer service program. Include your response –times, escalation protocols, issue resolution timeframes, as well as any incentives that help your providers meet your stated service goals or promises.	When a customer inquiry is received at Pitts, the first step is to direct it to our dedicated sales department, where it undergoes an initial assessment. Our sales team is trained to quickly identify and resolve a variety of inquiries. If they can satisfactorily address the concern at this level, they will close the matter promptly, ensuring the customer feels valued and heard. However, in instances where the inquiry entails more specialized knowledge or support—such as those involving warranty issues the sales team will seamlessly transfer the inquiry to the appropriate department, typically the warranty department Once in the hands of the warranty specialists, the inquiry is subjected to a comprehensive investigation. This thorough process includes evaluating the problem's details, examining related documentation, and gathering relevant information to uncover the root cause of any issues. The warranty team then works diligently to develop an effective corrective action plan tailored to resolve the customer's concerns effectively. In addition to our internal processes, our network of dealers plays a crucial role in helping us meet and exceed our customers' needs. These dealers serve as an essential second level of support, particularly for warranty repairs that must occur outside of our facility. Their commitment to excellence ensures that when repairs or warranty services are necessary, they are executed quickly and accurately, minimizing any inconvenience to the customer. While we strive to address the vast majority of inquiries within 24 hours, we recognize that some issues may be more complex and take longer to resolve. Regardless of the situation, our priority is maintaining clear communication with our customers throughout the process. Our commitment to expeditious and thorough follow-up not only assures customers that they receive the support they require but also reinforces our dedication to delivering exceptional service. By fostering these lasting relationships, we aim to build trust and loyalty with our customers, ultimately enhancing their overall experience with Pitts.	*
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Pitts aims to continue serving Sourcewell by strengthening our partnership and providing our extensive expertise in the trailer industry to Sourcewell and its members across the United States. Our involvement spans multiple sectors of the trailer market, enabling us to deliver a diverse array of products to meet a wide range of operational needs. This comprehensive product line significantly reduces the burden on Sourcewell members, as theywon'tt need to navigate the complexities of sourcing from multiple suppliers. Through this strategic partnership, Sourcewell members will benefit from Pitts' consultative services, honed over decades and applied across a broad spectrum of markets. Our consultative approach is available on an as-needed basis, ensuring that each customer receives tailored guidance for optimal trailer selection based on their unique specifications and requirements.	*

		Pitts strives to be seen not merely as a vendor but as an essential component of ourclients'' teams. Our commitment goes beyond simply selling trailers—we aim to provide comprehensive solutions that address the full scope of ourcustomers'' hauling and transportation challenges. By fostering this collaborative relationship, we are prepared to remain a trusted resource and partner for Sourcewell members, enhancing their operations and contributing to their long-term success. Pitts maintains an extensive network of authorized dealers who are dedicated to delivering exceptional sales service and support to our customers. Our approach to dealer relationships is rooted in a philosophy of partnership rather than merely on the number of locations. We take great pride in carefully selecting our dealer partners, ensuring they align with our values and are committed to collaborating closely with both Pitts and our customers This teamwork is essential in understanding and addressing the unique hauling needs of each customer, enabling us to provide tailored solutions that maximize efficiency and satisfaction. We believe that through these strong partnerships, we can effectively meet and exceed the expectations of those we serve.	
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Pitts offers comprehensive consultative support and sales services to our valued customers located in Hawaii, Alaska, and U.S. territories. Although we do not have local dealers in these specific regions, we have established partnerships with dealers on the U.S. mainland who are more than capable of facilitating product orders and ensuring delivery to customers in these territories. In addition to our sales support, we are committed to providing exceptional customer service. Should Sourcewell members require assistance with warranty claims or service repairs, we will promptly identify and connect them with a qualified shop in your area to address their needs. Our goal is to ensure that they receive efficient service and support, regardless of their location.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	As with the US market, Pitts aims to continue serving Sourcewell by strengthening our partnership and providing our extensive expertise in the trailer industry to Sourcewell and its members across the United States. Our involvement spans multiple sectors of the trailer market, enabling us to deliver a diverse array of products to meet a wide range of operational needs. This comprehensive product line significantly reduces the burden on Sourcewell members, as theywon'tt need to navigate the complexities of sourcing from multiple suppliers. Through this strategic partnership, Sourcewell members will benefit from Pitts' consultative services, honed over decades and applied across a broad spectrum of markets. Our consultative approach is available on an as-needed basis, ensuring that each customer receives tailored guidance for optimal trailer selection based on their unique specifications and requirements. Pitts strives to be seen not merely as a vendor but as an essential component of ourclients'' teams. Our commitment goes beyond simply	*

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		selling trailers—we aim to provide comprehensive solutions that address the full scope of ourcustomers'' hauling and transportation challenges. By fostering this collaborative relationship, we are prepared to continue to be a trusted resource and partner for Sourcewell members, enhancing their operations and contributing to their long-term success. Pitts maintains an extensive network of authorized dealers who are dedicated to delivering exceptional sales service and support to our customers. Our approach to dealer relationships is rooted in a philosophy of partnership rather than merely on the number of locations. We take great pride in carefully selecting our dealer partners, ensuring they align with our values and are committed to collaborating closely with both Pitts and our customers This teamwork is essential to understanding and addressing each customer's unique hauling needs, enabling us to provide tailored solutions that maximize efficiency and satisfactio. We believe that through these strong partnerships, we can effectively meet and exceed the expectations of those we serve.	
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	We can and will service all areas of the US and Canada	*
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.	Any authorized Sourcewell member will have full access to the Pitts ' consultative sales approach and product offerings.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Pitts will extend terms to any company that meets our credit Check the requirements and fill out our required paperwork.	*

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	Sourcewell will be supported through our extensive marketing programs. Our marketing team is fully equipped to promote the Sourcewell contract through multiple platforms. (Pitts' website, social media(all platforms), dealer-targeted advertising campaigns, etc.).Pitts will be working with our dealer network to provide them with The tools and training to fully integrate and support the sale of Pitts products to their governmental customers through the Sourcewell program.	*

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	samples of your marketing materials.	Pitts utilizes customer-specific physical and digital literature that will be distributed to all dealers and customers who request information from Pitts. The literature would show the Sourcewell, Dealer, and Pitts logos. Pitts will also spotlight Sourcewell Members via social media platforms to recognize their feedback and testimonials on purchased products, as well as give a shout-out to the Sourcewell member's company. See examples in Marketing Addendum, Pitts News Letters, Third-Party Testimonial, Custom Dealer Brochure, Adding Sourcewell Logo Sourcewell Brochure, Social Media TikTok post.	
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.	Pitts strategically leverages a variety of social media platforms to enhance visibility and promote its partnerships effectively. By engaging with audiences across different channels—such as Facebook, Twitter, LinkedIn, and Instagram—Pitts fosters connections and communicates its value proposition to a wider audience. In addition to its robust social media presence, Pitts collaborates with Aletheia to further amplify its internet visibility. This collaboration includes initiatives such as pre-rolled video advertisements, targeted paid Google search campaigns, and other digital marketing strategies. These efforts are designed to ensure that Sourcewell and its members gain maximum exposure during online campaigns and promotional activities. Furthermore, we intend to continue using these comprehensive resources to highlight Pitts as an officially approved supplier with Sourcewell directly and to reach out to all Sourcewell affiliates actively. By doing so, we aim to strengthen relationships, enhance partnerships, and ultimately drive more business. Opportunities within the Sourcewell network.	*
38	In your view, what is Sourcewell’s role in promoting agreements resulting from this RFP?	In our view, Sourcewell plays a vital role in promoting growth and expansion for its members by creating more opportunities for its vendors and partners. The training and education seminars offered by Sourcewell are invaluable for both our dealers and members. Earning a contract award from Sourcewell would enable Pitts to further its mission of providing a streamlined and efficient business experience for our dealers and valued Sourcewell members. By satisfying the bid process for the trailer Requirements: We allow our dealers and Sourcewell members to focus on their primary goal: successfully managing their businesses. Promoting Pitts as an authorized vendor within the Sourcewell network to our dealers will enhance our marketing efforts and foster continued business growth that could otherwise be lost due to the complexities of current bidding practices. Many of our dealers actively engage with Pitts to explore Sourcewell opportunities and submit bids to local governmental entities With the selection of Pitts by Sourcewell, we anticipate continuing our significant upward trajectory, benefiting all parties involved: Sourcewell, our dealers, and Pitt. This collaborative effort not only streamlines procurement but also strengthens relationships within our	*

		network, paving the way for shared success.	
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	Pitts is committed to fully integrating the Sourcewell program into the core of our business operations. As highlighted in the marketing section, we will prominently display our Sourcewell contract on all printed and digital materials, ensuring it is easily accessible to our audience. Additionally, we will leverage all of our social media platforms to communicate our partnership with Sourcewell, keeping our followers informed of the benefits this relationship brings. To further support our dealers, we will collaborate closely with our Sourcewell representative to deliver comprehensive training sessions. These sessions will equip our dealers with the knowledge and tools necessary to promote and structure deals utilizing the Sourcewell program effectively. Furthermore, we are pleased to offer product training at no charge to all Sourcewell customers, enabling them to make informed purchasing decisions. Our approach to customer support is deeply consultative, meaning we will take the time to understand the specific hauling requirements of each Sourcewell member. This personalized attention allows us to provide tailored solutions, ensuring that the trailers we offer meet our customers' distinct needs.	
40	Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them.	Pitts is not currently set up to accept e-procurement ordering. That being said, Pitts takes great pride in ensuring that Sourcewell Members and Pitts customers, in general, receive equipment that will work best for their specific needs/applications. To ensure proper execution and total satisfaction, a consultative evaluation is recommended to ensure proper equipment selection on an application-by-application basis. Since these evaluations may differ from customer to customer, Pitts does not recommend that a Sourcewell Member purchase a trailer through an e-procurement process. However, some authorized Pitts dealers offer online purchases of equipment.	*

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	Pitts Enterprises provides end-to-end product training across our entire equipment portfolio. This specialized instruction is included standard and free of charge with every unit purchased directly from Pitts or through our authorized dealer network Recognizing. Recognizing the diverse needs of Sourcewell and its participating agencies, Pitts extends support beyond traditional dealer channels; we stand ready to deploy specialized factory resources to deliver both on-site, hands-on training and interactive digital learning modules upon request. Furthermore, Pitts also provides Vendor Integration Seminars. During these sessions, tier-one component manufacturers conduct specialized workshops for customers and personnel, detailing advanced operational mechanics, maintenance, and installation protocols for critical trailer systems. All training initiatives are	*

	or optional, who provides training, delivery methods, and any costs that apply.	provided as a value-added service at zero additional cost. See sample Trailer Module.	
42	Describe any technological advances that your proposed Solutions offer.	Pitts has been diligently pursuing a series of improvements across the entire organization to enhance overall efficiency and service quality. One significant advancement has been the upgrade of our Enterprise Resource Planning (ERP) system. This updated system allows us to manage and integrate across all departments more effectively, streamlining our operations and facilitating better communication between teams. In addition, we have revamped our order entry system to include a tailored Customer Relationship Management (CRM) package. This new system enables us to input, track, and generate detailed reports on opportunities with Sourcewell members throughout the delivery process. For more insight on this, please refer to question 57. Moreover, we have invested in upgrading our production equipment and refining our manufacturing processes. These enhancements have led to greater consistency and accuracy in our products' quality, which is crucial for maintaining high customer satisfaction. More information on these improvements can be found in question 43.	*
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.	Pitts is constantly working to be at the forefront of the ever-changing trailer industry. We do this through innovation, Engineering expertise, Voice of the Customer, and our people. 1 Customer-Centric Engineering Philosophy Pitts is committed to delivering advanced hauling solutions by remaining proactive and highly collaborative: Voice of the Customer (VOC): Pitts actively utilizes VOC to identify market trends and areas of improvement, allowing the company to Anticipate shifting requirements and proactively adapt trailer designs. OEM Collaboration: As machinery becomes larger and heavier, Pitts partners directly with Original Equipment Manufacturers (OEMs) to analyze next-generation equipment specs. This ensures hauling solutions are market-ready before new machinery is officially introduced. Direct Access: Engineers communicate directly with customers When necessary to clarify precise requirements and ensure custom needs are met. 2. Advanced Design & Quality Methodologies The Engineering & Design team utilizes robust 2D and 3D modeling alongside rigorous industry-standard quality frameworks: Analytical Modeling: Finite Element Analysis (FEA) and 3D design modeling to validate structural integrity. Risk & Quality Frameworks: Advanced Product Quality Planning (APQP), Failure Mode & Effects Analysis (FMEA) and Design for	*

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		Manufacturing Assembly (DFMA). Production Mapping: Process workflow diagrams, process maps, and comprehensive control plans for production teams. Systems Engineering: Precision air and electrical routing layouts. Validation: Robust in-house and field testing coupled with continuous product improvement programs. 3. Product Innovations & Custom Technologies Pitts designs some of the lightest and most durable trailers on the market market through specialized, patented engineering: Materials: Extensive use of engineered T-1 steel results in a lighter overall weight and a stronger final assembly. Detach Lowboys: Equipped with anti-shear air, electric, and hydraulic connections. Forestry Equipment: Features patented landing gear options that allow connecting rods to be actuated, engaged, and disengaged entirely from a single side of the trailer. Loader Equipment: Offers an optional Crawler suspension system specifically designed to prevent rollovers during field operations. 4. Advanced Manufacturing & Infrastructure Upgrades Pitts has significantly modernized its production facilities with automated technology, robotics, and expanded capacity to ensure tight tolerances, minimize material waste, and increase precision: Robotics & Welding Systems Robotic Axle Welding: Integrates collaborative robots (cobots) to automatically and precisely weld axles to suspensions. Conrac Beam Welder: Utilizes a pull-through, submerge-arc beam welder that mechanically presses and forms flanges to the trailer webbing. Advanced Manual Welding Tech: Upgrading plants with Miller Deltaweld 500 equipment, featuring Intellx Elite feeders and Miller Centerpoint software to track and monitor weld quality actively. Framing Fixtures: Implementation of specialized framing fixtures Across lines to optimize dimensional accuracy and boost assembly productivity. Fabrication & Cutting Laser & Automation Transition: Upgraded from traditional plasma cutting to automated laser cutting tables and robotics to achieve maximum efficiency, minimize drop (material waste), and enhance production line precision.	

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		Upgraded Plasma Infrastructure: Extended the cutting bed capacity from 24 feet to 36 feet and paired it with a high-power, 300-amp Hypertherm power source. Finishing, Logistics, and Workplace Enhancements Plural Component Painting: Paint booths are outfitted with new Graco Promix plural component mixing systems for superior finish consistency and durability. Material Protection: Installed covered inventory racks to protect processed materials from environmental degradation. Receiving & Safety: Built a covered loading dock and receiving area to improve material protection and enhance workplace safety for warehouse personnel. Employee Welfare: Constructed a new facility break area featuring a vendor-managed micro-market. Pitts has taken significant strides towards sustainability through its comprehensive green initiative program. This initiative focuses on implementing a range of features across its product offerings designed to minimize greenhouse gas emissions. Here are some key aspects of this program: Recycling Program: Pitts operates an efficient recycling program focused on recovering all drop steel and wood materials, ensuring that these resources are repurposed rather than ending up in landfills. Lean Six Sigma Practices: The company collaborates closely with Six Sigma certified black belt consultants to streamline operations and significantly reduce wast. This commitment to operational excellence helps to improve efficiency and lower environmental impact impact. Eco-Friendly Blast Material: Before painting, Pitts utilizes organic blast media that significantly reduces the amount of debris released into the atmosphere during the blasting process. This innovative material not only allows for reuse, minimizing waste, but is also entirely natural and free from harmful chemicals, safeguarding both the environment and employees' health. PSI Tire Inflation System: All models of Pitts trailers have the option to have a PSI tire inflation system installed, which ensures That tires maintain optimal pressure during transportation. This Innovation reduces drag and enhances fuel efficiency, particularly Beneficial for trucks hauling heavy loads. Low Rolling Resistance Tires: The use of low rolling resistance tires tires further contribute to fuel efficiency, reducing the energy Required to move vehicles and lower overall carbon emissions. Low VOC Paint: Pitts prioritizes the use of low volatile organic compounds	

		compound (VOC) paints, which help to minimize harmful emissions and promote healthier working environments. Electric-Over-Hydraulic Systems: The company has made the strategic choice to incorporate electric-over-hydraulic systems on some models instead of traditional full-hydraulic systems, enhancing energy efficiency and reducing overall environmental impact. LED Lighting: To further reduce energy consumption, Pitts has converted all lighting in its facility to LED technology, which provides brighter illumination while consuming significantly less electricity than conventional lighting options. Through these initiatives, Pitts demonstrates a strong commitment to environmental stewardship and works to pave the way for a more sustainable future.	
44	Describe any third-party issued, eco-labels, ratings, or certifications that your proposed solutions hold.	Pitts does not have any eco-labels, ratings or certifications	*
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?	45 Whataspectsofyourcompany,solutions,orservicesaretrulyuniqueinthemarketplace,andwhyaretheseuniqueadvantagesmeaningfulforSourcewellparticipatingentities? High-Quality Premium Products and Componentry: Our product line features only the most premium materials and components, ensuring durability and performance in every unit we offer. Advanced Manufacturing Techniques: We have integrated cutting-edge robotics into our production processes, combined with Six Sigma methodologies and lean manufacturing practices. This results in enhanced efficiency, minimized waste, and improved overall quality of our products. Partnership with US Steel: All our products are constructed exclusively with high-grade steel sourced from US Steel, specifically T-1 grade. This ensures exceptional strength and resilience, crucial for demanding applications. Cost-Effective Ownership: We pride ourselves on providing the lowest cost of ownership across our entire range of products available in the market. Our focus is on delivering value that translates into savings over the lifespan of our products. Industry-Leading Warranty Claims Rate: We stand by the quality of our products, evidenced by our industry-leading warranty claims rate of just 0.5% annually. This reflects our commitment to delivering reliable and high-performing equipment. Robust Safety Design Factors: Our design safety factors are impressive, exceeding a 2:1 ratio for standard applications, and even exceeding 10:1 in high-stress areas. These figures are validated through Finite Element Analysis (FEA) and are confirmed by licensed engineers,	*

		ensuring our products meet the highest safety standards. Diverse Range of Product Offerings: We cater to a wide array of markets by providing a diverse portfolio of products. This versatility allows us to meet the unique needs of various industries. Responsive Customer Service: Customers benefit from direct communication channels with our dedicated Pitts sales team, as Well, as parts and warranty support. We're committed to ensuring a seamless customer experience from initial inquiry through post-sale support. Load Distribution Analysis Services: To guarantee optimal performance, we provide thorough load distribution analysis. This Service is critical for ensuring proper equipment placement and assisting customers in selecting the appropriate trailer equipment for their specific needs.	

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	None	*
47	Women Business Enterprise (WBE)	○ Yes ◉ No	None	*
48	Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	None	*
49	Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	None	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	None	*
51	Small Business Enterprise (SBE)	◉ Yes ○ No	Pitts is not an SBE; however, our primary logistics supplier, ATOR, which moves our trailers to our customers, is a small business enterprise.	*
52	Small Disadvantaged Business (SDB)	○ Yes ◉ No	None	*
53	Women-Owned Small Business (WOSB)	◉ Yes ○ No	Pitts is not a WBE; however, we use an outside marketing company, 62 Graphics, which is a small, woman-owned business.	*

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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.	Pitts' standard payment terms are Net 30 days for established customers. Pitts accepts the following payment methods: -ACH -Wire -Credit card -Check -Cash	*
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	Pitts accepts the following payment methods: -ACH -Wire -Credit card -Check -Cash There is no additional charge for using credit or procurement cards.	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	Pitts does not offer in-house leasing or financing options. If a Sourcewell member requests these services, they will be provided by Pitts' authorized dealers, who can handle leasing and/or financing options for Sourcewell Members through their financing partners.	*
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.	At Pitts, we utilize a comprehensive Customer Relationship Management (CRM) system to meticulously track every inquiry from its initial stage through to delivery. This systematic approach Begins when a customer expresses interest in our services; the opportunity is promptly entered into our CRM. Throughout our engagement with the customer, we focus on understanding their needs and collaboratively develop a detailed specification through a consultative process. To ensure transparency and effective management, we monitor the progress of each opportunity using specific stages in the CRM. Notably, for Sourcewell customers, our CRM captures their unique member identification number and generates accurate quotes reflecting their pre-negotiated pricing agreements. Upon receiving an order from the customer, we create an approval drawing based on the precise specifications provided. This drawing is then sent to the customer for their review and signature. Once we obtain approval, we issue a sales order acknowledgment that outlines the final transaction amount and incorporates essential details about the trailer equipment, including its Vehicle Identification Number (VIN). This acknowledgment is sent back to the appropriate entity to confirm the order details.	*

		Sourcewell members will benefit from regular updates regarding the status of their trailer orders, ensuring they are informed throughout the process. The invoicing for these transactions will be handled by Pitts and/or the designated selling dealers, Providing clarity and oversight for financial matters. If a Sourcewell member opts to purchase their trailer directly from Pitts, they must first be registered in our system. This registration process requires submission of essential documentation, available in the new customer packet included with our standard transaction documents. For transactions processed through our dealer network, the dealers will issue Manufacturer's Statements of Origin (MSOs). However, if a Sourcewell member decides to make a direct purchase from Pitts, they will receive the MSO directly from us, ensuring a streamlined and efficient transaction experience.	
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.	Pitts pricing is structured around a Manufacturer's Suggested Retail Price (MSRP) list, which includes a percentage discount applied to both the base models and their various options. For a comprehensive overview of our pricing framework, we have Attached are pricing pages that detail the base trailer cost, along with additional features and options available for selection. Sourcewell members will receive a 15% discount on all purchases, ensuring competitive pricing for our customers. For your convenience, please refer to the "Price" section in the Addendum for detailed pricing files. The pricing information is available in Excel format, complete with hyperlinks to individual pages, allowing for easy navigation. When opening the Excel file, you may encounter a prompt regarding links; please select the option to "don't update" to access the information smoothly. In the event of any issues with the Excel file, we have also provided a PDF version. However, please note that this PDF does not include product brochures, which can be found in the marketing attachments.	*
59	Provide details of any quantity or volume discounts, as well as any rebate programs that are available in addition to the proposed pricing structure	1% volume discount on a quantity of 10 or more like products and consecutive build to a single Sourcewell Member	*

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	discounts.		
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	Pitts' quotes will provide a comprehensive overview of the standard options available for the requested model. Additionally, any requested custom options will be detailed in a formal quote sent to the Sourcewell Member. This formal quote will reflect the same negotiated discount applied to the standard options, ensuring clarity and consistency in pricing across all selected features.	*
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.	Additionally, any costs related to final inspections or other unforeseen expenses will be handled on a dealer-by-dealer basis. As part of the quality assurance process, all units undergo thorough inspections at Pitts to ensure they meet standards for fit, functionality, and overall performance. Should any further inspection or setup be necessary for Sourcewell Members, this would need to be discussed and agreed upon between the Sourcewell Member and their designated Pitts dealer. Please be aware that there are potential additional costs not included in the initial quote. These may consist of applicable state and local taxes, licensing fees, and the Federal Excise Tax (FET), if the Sourcewell Member does not hold an exemption from this tax. Furthermore, shipping costs are not included in the provided quote and will be assessed separately based on the specifics of the order.r	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	In fluid transportation markets, freight costs are determined at the time of shipment. While rough estimates can be provided for preliminary quotes upon request, these figures cannot be finalized until the actual shipment takes place. To ensure that Sourcewell Members receive the most competitive logistics quotes, Pitts collaborates with a range of reliable logistics providers. As part of this process, Pitts actively negotiates the best possible transportation rates on behalf of the Sourcewell Members. Once a transportation price is agreed upon, Pitts will transparently pass the finalized freight charge to the Members, ensuring there are no hidden costs. In addition, Sourcewell Members have the option to facilitate their logistics by arranging for direct pickup of any units from Pitts' facility, offering flexibility and convenience in their transportation process	*
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Pitts engages in the global shipping of multiple units annually, ensuring a streamlined, efficient process for each shipment. When there's a requirement to transport units overseas, Pitts collaborates closely with its logistics suppliers to secure drivers who possess the necessary credentials and clearances to access port facilities. This attention to detail guarantees that every aspect of the shipping process adheres to stringent regulations. Before shipping, each unit will be meticulously labeled to comply with international shipping standards, and comprehensive layouts for securing each unit during transportation will be provided. This careful preparation minimizes the risk of damage and Ensures safe transit.	*

		Furthermore, the logistics suppliers will expertly coordinate shipments from port to port, track each unit throughout its journey, and ensure timely delivery to the final destination—specifically to the Sourcewell member. Throughout the shipping process, Sourcewell members will receive updates at each key stage, from the initial dispatch to delivery, ensuring they are informed and prepared to receive their units.	
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	The logistics and delivery department at Pitts is dedicated to providing Sourcewell Members with a diverse array of shipping options to meet their unique needs. By leveraging both external shipping services and utilizing our own fleet of in-house trucks, we aim to deliver the best possible value and pricing for all Delivery requirements. Each week, Pitts ships trailers, catering to a wide range of clients, from end users to dealers, not only within the United States but also across the globe. This extensive volume of shipments allows us to negotiate favorable rates with carriers, resulting in cost-effective solutions for our customers. Furthermore, our strategic positioning in the shipping industry enables us to tailor shipping solutions based on specific needs, ensuring that Sourcewell Members receive the most efficient and economical delivery services available. Whether it's expedited shipping for time-sensitive deliveries or consolidated shipping for cost-saving opportunities, Pitts is committed to optimizing the shipping experience for all our members.	*
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.	Pitts has established comprehensive procedures to identify and manage opportunities associated with Sourcewell Members. When a potential opportunity arises at Pitts, it is meticulously logged into our Customer Relationship Management (CRM) system to ensure accurate tracking and management. To determine if a company is a Sourcewell Member, we first conduct a verification process. This involves cross-referencing the opportunity against the list of registered Sourcewell Members. Once we confirm that the company is indeed a Sourcewell Member, we proceed to discuss and agree upon the specifications relating to the opportunity. After these details are finalized, we update our CRM to designate this opportunity specifically as a Sourcewell Member engagement. Our quoting system is designed to reflect this designation by automatically applying the Sourcewell-negotiated discounts to the quote issued to the member. This ensures that we maintain compliance with Sourcewell's pricing structures and provide our members with the best possible offers. As the opportunity progresses to the order stage, our CRM continues to track the order status as a Sourcewell Member order. This tracking includes maintaining a dedicated database within our CRM that specifically captures all orders	*

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		related to Sourcewell Members. This database enables us to efficiently manage and retrieve all pertinent information related to these orders. Upon completion of trailers associated with these orders, a Sourcewell-completed trailer report is generated. This report includes critical details such as the trailer specifications, the corresponding Sourcewell member, the final trailer price, and the associated Sourcewell fee that is due. This report is compiled quarterly and sent to our accounting department for processing. It facilitates the timely payment to Sourcewell, ensuring that all financial obligations are met seamlessly. It is important to note that this entire process remains consistent even when our dealers are involved in selling to a Sourcewell Member. The same protocols apply to ensure that all transactions are handled with the utmost accuracy and adherence to Sourcewell guidelines.	
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	In the previous sections, we discussed how all our opportunities are meticulously tracked and managed within our Customer Relationship Management (CRM) system. This strategic approach enables Pitts to monitor and evaluate Sourcewell opportunities in relation to our actual close ratio, providing. Insightful data that informs our sales strategies. Our advanced marketing tracking tools play a crucial role in this process, enabling Pitts to assess the effectiveness of our marketing initiatives that highlight Sourcewell messaging. By analyzing these metrics, we can swiftly modify our messaging and tactics as needed, ensuring we remain responsive to the market trends and customer needs. In addition, we generate a significant amount of engaging social media content to promote both Sourcewell and Pitts. This ongoing digital promotion amplifies our reach and reinforces our brand presence within the industry. Furthermore, Pitts will continue to actively promote our partnership with Sourcewell through our extensive dealer network, leveraging these relationships to enhance visibility and create new opportunities. Like any thriving business sector, we will continuously analyze our close ratio against the total expenses incurred in supporting the Sourcewell program. This financial insight is essential for determining the return on investment and overall effectiveness of our efforts. To bolster our sales endeavors, we ensure that our sales team participates in Sourcewell training sessions and open houses with our dealers in targeted regions. This hands-on approach allows our team to stay informed and effectively engage with potential clients, fostering stronger relationships and driving sales success.	*
67	Provide a proposed Administration Fee	If selected for this partnership, Pitts will maintain the existing administration fee structure aligned with our collaboration with	*

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	payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Sourcewell. Specifically, we will establish an administration fee of 1.5% calculated on the total sales of all trailers sold, delivered, and fully paid for by any Sourcewell member. To facilitate effective and efficient management of this administrative process, Pitts will oversee all operations through a dedicated internal program tailored for this purpose. This program is designed with advanced tracking capabilities to comprehensively monitor sales, deliveries, and payment statuses. By employing this system, we aim to streamline the entire process, ensuring that every transaction is accounted for in real time. In terms of financial arrangements, we will settle the administration fees with Sourcewell quarterly. This entails a systematic review conducted every three months, during which we will calculate the total administration fees owed based on all trailers successfully delivered and fully paid for within that timeframe. Following this calculation, we will promptly remit the appropriate fees to Sourcewell. This diligent approach is intended not only to ensure transparency in our financial dealings but also to cultivate a robust and mutually beneficial partnership between Pitts and Sourcewell. Through clear communication and consistent adherence to this structure, we hope to continue to foster trust and collaboration.	

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.	Pitts is proud to offer Sourcewell members a competitive pricing structure that is equal to or exceeds the rates available in the market. This pricing is designed to provide our customers with exceptional value compared to other cooperative programs and standard market pricing. Our commitment is to ensure that Sourcewell members benefit from the best possible pricing options and receive superior service without compromising on quality.	*

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 ○ No	Pitts has a line of steel flatbed trailers (See brochures in attachments under additional documents)	*
71	Deck-over	◉ Yes ○ No	Pitts has a line of deck-over trailers (See brochures in attachments under additional documents)	*
72	Drop-deck	◉ Yes ○ No	Pitts has a line of Steel Drop Deck trailers (See brochures in attachments under additional documents)	*
73	Lowboy	◉ Yes ○ No	Pitts has a line of lowboy trailers (See brochures in attachments under additional documents)	*
74	Tilt deck	◉ Yes ○ No	Pitts has a line of tilt deck trailers (See brochures in attachments under additional documents)	
75	Gooseneck	◉ Yes ○ No	Pitts has a line of goosneck trailers (See brochures in attachments under additional documents)	
76	Tag	◉ Yes ○ No	Pitts has a line of tag trailers (See brochures in attachments under additional documents)	
77	Dry van	○ Yes ◉ No	Pitts does not offer dry van trailers	
78	Dump	◉ Yes ○ No	Pitts offers a line of small dump trailers (See brochures in attachments under additional documents)	

79	Tanker	○ Yes ◉ No	Pitts does not offer tanker trailers	
80	Roll-back	○ Yes ◉ No	Pitts does not offer roll-back trailers	
81	Walking floor	○ Yes ◉ No	Pitts does not offer walking floor trailers	
82	Roll-off	○ Yes ◉ No	Pitts does not offer roll-off trailers	
83	Livestock	○ Yes ◉ No	Pitts does not offer livestock trailers	
84	Please describe other Solutions not specifically mentioned in this Table 7B, that are within the scope of this RFP Category 1.	◉ Yes ○ No	Log trailers, Knuckle boom loaders, Light-duty equipment trailers, Container Chassis, Power Generation trailers (See brochures in attachments under additional documents)	

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	Pitts offers a comprehensive limited warranty covering its products, parts, and labor for its trailers. To initiate a warranty claim, approval from Pitts is	*

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	and how they will be administered. Include whether they cover parts, labor, and technician travel, and geographic locations covered.	required before commencing any repair work. It is important to note that while Pitts manages the warranty process, the warranties for individual components are primarily determined by their respective manufacturers. However, Pitts facilitates these claims on behalf of its customers, ensuring a streamlined experience. For instance, if a defect arises in a component produced by an external manufacturer, Pitts will arrange for the necessary replacement part to be shipped directly from their facility. Additionally, Pitts will handle the warranty claims process with the specific supplier of that component. This efficient approach is designed to ensure that both dealers and Sourcewell Members can navigate warranty matters swiftly and without unnecessary delays, thereby enhancing the overall customer service experience. The warranty covers any identified defects in craftsmanship or componentry. A product will qualify for warranty coverage if the owner experiences a failure in any part of the trailer, provided that the unit was operated within the specified limitations of its customers must report any defects discovered within the designated warranty period to maintain their eligibility for coverage. Additionally, any unauthorized modifications made to the trailer without receiving prior written consent from Pitts will result in a complete voiding of the warranty. It is also essential to adhere to the trailer's rated load capacity, as exceeding these limits will invalidate the warranty. Pitts mandates that all warranty repairs be executed by authorized dealers within its established dealer network. In cases where a Sourcewell Member is located far from an authorized dealer, Pitts commits to collaborating with the member to identify an appropriate repair facility. However, any repair facilities outside of the Pitts dealer network must receive prior approval from Pitts before any work can be carried out on the unit. For further details on the warranty and specific procedures, please refer to the attached warranty document.	
91	Describe how your trailers are designed to ensure load stability, weight distribution, and safe transport of equipment under varying operating conditions.	Pitts Trailers is dedicated to the design and manufacture of high-performance trailers through a meticulous engineering process that prioritizes key areas, including load stability, weight distribution, structural integrity, and the safe transport of equipment across diverse operating environments. The engineering team employs advanced methodologies, including state-of-the-art 3D Computer-Aided Design (CAD) modeling paired with rigorous Finite Element Analysis (FEA). This dual approach enables a thorough evaluation of each trailer's load paths, stress concentrations, torsional forces, and dynamic operating conditions before production begins. By simulating these factors, engineers can identify potential issues and make design adjustments to enhance the trailer's overall performance and safety. To achieve optimal load stability, Pitts Trailers focuses on various design elements, including optimized deck geometry that accommodates equipment of varying sizes and weights. The trailers are equipped with strategically placed tie-down systems that ensure cargo is firmly secured. Additionally, the trailers feature low center-of-gravity designs that minimize the risk of equipment shifting during transit, providing peace of mind for users hauling valuable or sensitive loads.	*

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		The engineers at Pitts Trailers meticulously calculate weight distribution to ensure an even balance across critical components of the trailer, including its structure, axles, and suspension systems, as well as the towing vehicle. This balanced approach helps to prevent premature tire wear, improves fuel efficiency, and ensures that handling characteristics remain predictable under various loads. To meet rigorous industry standards, Pitts Trailers uses application-specific frame designs and customized suspension configurations. This attention to detail ensures compliance with relevant axle loading requirements, which is crucial for maintaining safe and reliable operation, particularly in demanding conditions. Furthermore, the structural components of Pitts Trailers are constructed from high-strength, low-alloy steels manufactured in the United States. They are carefully selected to achieve an optimal balance between strength, durability, and weight efficiency. The main frames, crossmembers, suspension attachments, and critical load-bearing structures are designed to withstand both static and dynamic loading conditions typical of applications such as highway transport, construction, forestry operations, and heavy-haul scenarios. In summary, Pitts Trailers' comprehensive engineering approach ensures that its trailers are not only built to last but also perform exceptionally well across a wide range of operating conditions, effectively meeting users' needs and maintaining the highest safety standards in the industry.	
92	Describe any safety features your trailers offer such as anti-lock braking systems, emergency breakaway systems or lighting features compliant with applicable regulations.	Pitts Trailers places a strong emphasis on safety by incorporating several industry-standard safety systems and strictly adhering to the relevant Federal Motor Vehicle Safety Standards (FMVSS), Department of Transportation (DOT) regulations, and other essential industry requirements. To enhance safety during operation, all required trailers are equipped with advanced anti-lock braking systems (ABS) that comply with the latest federal guidelines. These systems help maintain vehicle control during braking, particularly in slippery conditions, thereby reducing the risk of skidding and ensuring safer stopping distances. In addition, our trailers are outfitted with reliable emergency breakaway systems. These systems are designed to automatically engage the trailer brakes in the event of an unintended separation from the towing vehicle, significantly reducing the risk of road accidents. The lighting systems installed on our trailers are meticulously designed and comply with all applicable FMVSS and DOT requirements. Depending on the trailer model and our customers' unique specifications, the lighting packages can include a comprehensive selection of features. These may include LED stop, turn signal, tail, marker, clearance, and identification lamps, all aimed at enhancing visibility and communication with other drivers, particularly during nighttime operations or adverse weather conditions. To further bolster safety and compliance, our trailers are engineered with advanced load securement systems. These systems include multiple D-rings, heavy-duty chain tie-downs, strategically placed winches, and various other securement provisions. Such features are crucial for helping operators effectively secure their cargo and equipment, ensuring that transported materials remain safe and stable throughout the journey. This robust	*

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		approach to safety not only protects the integrity of the load but also enhances the safety of all road users. Clearly identified operational controls, safety decals, warning labels, and instructional markings to promote safe operation and maintenance practices.	
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.	Pitts proudly offers an extensive selection of over 80 trailer models, each tailored to meet the diverse needs of Sourcewell members. Each model is equipped with specific tie-down devices designed for its intended application, ensuring maximum cargo security. Our trailers feature premium Apitong wood decking, renowned for its strength and durability. Apitong is significantly denser and more resilient than traditional oak and other softer woods, making it an ideal choice for heavy-duty use. The ramps on our trailers are meticulously designed to complement each model's unique purpose. For our Fixed Neck trailers, we have introduced an innovative feature that allows customers to easily switch between a spring-assist ramp system and a hydraulic ramp system on the same trailer, providing operational flexibility. Additionally, this versatile ramp feature will soon be available across our tag trailer line. To explore the full extent of our capabilities and available options, please refer to the Pricing page addendum.	

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	$15,995 10 ton	$28,269 20 ton tilt	We offer 7, 8, 10, 15, 20 and 25-ton tags
96	Medium Deck-over 20-30T	(•) Yes ( ) No	$28,560	$36,845	We offer 25 ton to 35 ton Fixed Neck deck over
97	Heavy Deck-over 40-50T	(•) Yes ( ) No	$37,950	$47,925	We offer 40 ton to 51 ton Fixed Neck deck over
98	Flatbed/Drop-deck 40T	(•) Yes ( ) No	$36,545	$39,754	We offer both 40-ton and 50-ton steel configurations
99	Dump/Transfer Steel	(•) Yes ( ) No	$7,845	$9,860	We offer 7-ton and 8-ton dumps
100	Lowboy/Heavy Haul 55T+	(•) Yes ( ) No	$70,255	$84,304	We offer 55-ton and 60-ton detach lowboys

Documents

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

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

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

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

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”

- Pricing - Pricing .zip - Wednesday June 24, 2026 15:53:18
- Financial Strength and Stability - Financial Strength and Stability.zip - Thursday June 25, 2026 07:25:12
- Marketing Plan/Samples - Marketing Plans and Samples.zip - Thursday June 25, 2026 10:47:52
- WMBE/MBE/SBE or Related Certificates - WMBE - MBE- SBE.zip - Wednesday June 24, 2026 15:51:25
- Standard Transaction Document Samples - Standard Transaction Documents.zip - Thursday June 25, 2026 07:20:45
- Requested Exceptions (optional)
- Upload Additional Document - Additional Documents.zip - Thursday June 25, 2026 07:26:06

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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. - Barry Freifeld, VP Sales , Pitts Enterprises

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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