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

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Trail King Industries, Inc., 300 East Norway Ave., Mitchell, SD 53701 (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	Trail King Industries, Inc.
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Drew Kayser 51560D3BAE1F4E5...
By: _____	By: _____
Jeremy Schwartz	Drew Kayser
Title: Chief Procurement Officer	Title: Product Specialist
Date: 10/20/2026 | 10:01 AM CDT	Date: 10/20/2026 | 9:17 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:	Trail King Industries Inc.
Address:	300 E Norway Ave Mitchell, South Dakota 57301
Contact:	Drew Kayser
Email:	dkayser@trailking.com
Phone:	605-999-1381
Fax:	605-999-1381
HST#:	460320593

Submission Details

Created On:	Thursday May 07, 2026 08:50:22
Submitted On:	Thursday June 25, 2026 12:35:03
Submitted By:	Drew Kayser
Email:	dkayser@trailking.com
Transaction #:	bc0dd13c-3a61-4745-a680-b36dbb2f46d2
Submitter's IP Address:	10.13.1.26

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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.	Trail King Industries, Inc.	*
2	In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal.	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	1BW06	*
5	Provide your NAICS code applicable to Solutions proposed.	336212	
6	Proposer Physical Address:	300 East Norway Ave Mitchell, SD 53701	*
7	Proposer website address (or addresses):	www.trailking.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.	Drew Kayser Product Specialist 300 East Norway Ave Mitchell, SD 57301 dkayser@trailking.com 605-999-1381	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Drew Kayser Product Specialist 300 East Norway Ave Mitchell, SD 57301 dkayser@trailking.com 605-999-1381	*
10	Identify the Proposer’s other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Ty Hanten Vice President of Sales and Marketing 2130 3rd Ave NW West Fargo, ND 58078 thanten@trailking.com 701-799-9198	*

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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.	Trail King Industries got its start in 1974, primarily as a distributor for manufacturing of agricultural equipment. As the 70's came to a close, Trail King Industries transitioned its focus from the distribution of ag-related equipment to exclusively focus on manufacturing a complete line of Trail King trailers. This strategic focus on trailer manufacturing enabled the company to an expanded product line that included trailers designed not only to address construction-related applications, but to meet the needs of commercial and specialized heavy haul applications. In 2000, Trail King Industries acquired Red River Manufacturing, based out of West Fargo, ND. With this acquisition of Red River Manufacturing, Trail King Industries expanded their product offerings. Red River Manufacturing had a strong reputation of manufacturing the most premier live bottom, side dump, and bottom dumps in the industry. These product lines played a huge part in the Agricultural, Waste, and Construction markets. In 2010, Trail King Industries was acquired by CC Industries, Inc. CCI is based out of Chicago, IL. CCI is a holding and management company for the Crown family which is privately held operating companies. This acquisition provided Trail King Industries with expertise and support necessary to enhance Trail King's strategic growth as North America's leading specialized trailer manufacturer. In 2015, Trail King acquired Dakota Trailer Manufacturing located in Yankton, SD. With the addition of Dakota Trailer Manufacturing, Trail King Industries was able to add Grain Hopper Trailers to its long list of products. This acquisition also allowed for additional manufacturing space to help produce other Trail King products. Today, Trail King Industries offers a comprehensive range of trailer solutions supported by a dedicated Refurbishment and Service Department located at the company's headquarters in Mitchell, SD. This full-service operation helps customers maximize the lifespan, performance, and value of their trailer investments throughout their equipment lifecycle. Trail King Industries ultimate goal is to "Build the best trailers in the world for our customers' success." We accomplish this through our core values of, embracing change, investing in people, precision planning, caring for the customer, and going the	*

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		extra mile. Our growth plan and quality are etched in the following: Provide the BEST Customer Experience: - Challenge ourselves to be the innovative leader in our industry by constantly improving and updating products and services - Seek out information and communicate with customers to consistently meet or exceed their expectations Attain excellence in Quality Management: - Invest in people through training, teamwork, and auditing to achieve a culture of quality - Focus on continuous improvement to reduce the cost of quality Inspire individual ownership or Quality: - Promote and encourage personal ownership and pride in everything we do - Perform actions that demonstrate trust and confidence in our team to produce defect - free products	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	Trail King Industries believes in building strong and lasting partnerships that bring sustained growth to both parties. Trail King Industries remains committed to strengthening and developing relationships within the State, Local, and Education markets to generate additional market share, revenue, and customer satisfaction. We strive to provide the best customer experience and manufacture a highly quality product for the Sourcewell members. Our marketing team is eager to promote this relationship across all channels to engage both our dealers and Sourcewell members. Trail King Industries has developed a strategic sales and marketing approach to become the fastest growing trailer and related equipment provider for Sourcewell and its members. This effort is supported by our top tier sales and marketing plan which will consist of a company-wide effort of our Product Specialist's, District Sales Managers, Inside Sales Team, Marketing Team, and Service Personnel. Coupled together with our world class dealers and their resources, routine on-site training, and communication along with corporate marketing resources gains further brand exposure and awareness for both Trail King Industries and Sourcewell. Trail King Industries marketing and sales execution will consist of strong trade show engagement, association involvement, targeted digital marketing campaign, and direct dealer outreach contacting the Sourcewell members face to face. Please see attached: - Sourcewell Dealer Flyer 2026	*
13	Provide non-confidential indicators that demonstrate your organization’s financial strength	Trail King Industries is proud to celebrate 52+ years of innovation, quality, and customer commitment. Being a part of a family of privately held companies owned by CC Industries Inc.,	*

	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 IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.	that include other transportation manufacturing companies, such as Great Dane (one of the largest manufacturers of commercial truck trailers in the world), as well as Johnson Truck Bodies (leading manufacturer of refrigerated truck bodies), and Gillig (one of the largest bus manufacturers in North America). Please see attached: - JP Morgan Reference - Trail King - Experian Report - Trail King - Dun & Bradstreet Report - Trail King	
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.	Trail King Industries strongly participates and monitors the Dump, Flatbed, Drop Deck, Low Bed, Tagalong, and Transfer markets. Trail King is among the top five manufacturers based on Polk Data Reporting and US registration data. Trail King Industries consistently is one of the top manufacturers of lowbed trailers and is also one of the premier manufacturers for tag/tilt/utility trailers. Trail King Industries takes great pride in "Building the BEST trailers in the world for our customers success."	*
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	We sell a significant number of trailers in Canada and International markets. Unfortunately, Trail King Industries does not currently maintain verified market share data for those regions.	*
16	Does your organization have any ongoing or completed bankruptcy proceedings, or	No, Trail King Industries has never petitioned for bankruptcy protection since incorporation.	*

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	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.		
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, Trail King Industries has never incurred any suspension or disbarment of any form.	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	Trail King Industries continues to have multiple high-level employees that have held or are holding chairs for numerous years within industry groups, such as Specialized Carriers & Rigging Association (SC&RA) as well as Truck Trailer Manufacturers Association (TTMA). These industry related groups help keep Trail King Industries knowledgeable on any new upcoming technological advances or policy changes. In 2023, Trail King Industries was awarded the "Top 100 New Products of 2023" for our new and improved Bottom Dump. This award pays recognition to the most significant new products announced each year. This emphasizes innovation, highlighting manufacturers who are consistently investing in research and development. Most importantly this investment pays off for the end user, in the form of greater productivity, efficiency and safety. While also benefiting the company with a competitive marketplace. In 2023, the Trail King Industries Mitchell, SD facility was awarded the Most Improved Trailer Plant by the Truck Trailer Manufacturers Association (TTMA). The TTMA awards are given annually based on plant safety data from TTMA member companies that provide their annual OSHA 300A summary form. In 2025, the Trail King Industries Yankton, SD facility was awarded the Most Improved Trailer Plant by the Truck Trailer Manufacturers Association (TTMA). The TTMA awards are given annually based on plant safety data from TTMA member companies that provide their annual OSHA 300A Summary Form. Additionally in 2026, Trail King Industries received a "45-year	*

		Longevity Award" from the Specialized Carriers & Rigging Association. This award honors our long-standing commitment to supporting the industry and our continued partnership with SC&RA.	
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%.	Our sales to all government customer types represents approximately 8.5% of our total sales.	*
20	What percentage of your sales were to the education sector in the past three (3) years? This and the previous line should not exceed 100%.	Currently less than 1% of our sales are to the education 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.	Trail King Industries has sold just under 5 million dollars' worth of trailers in the last three years to states we hold State and Cooperative purchasing agreements with. These states include Nebraska, New York, and Wyoming.	*
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.	Trail King Industries does not currently hold a GSA contract.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
City of Sacramento	Stacey Chatman	916-808-6711	*
County of San Deigo	Jim Gamboa	619-643-2717	*
Washington Department of Natural Resources	Dale Smith See attached: - Testimonial	360-528-7947	*
Nebraska DOT Buyer	Chuck Hagen	402-479-4319	
City of Roseville	Peter Brevik	916-580-5940	

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	Trail King Industries is best described as a Manufacturer and Service provider. Our 13 District Sales Managers, 8 inside sales	

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	distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	support, 12 service employees, 6 customer service/warranty employees, and 4 Customer Service Engineers are all direct full-time employees of Trail King Industries. Our dealer network of over 300+ independently owned and operated dealer locations spans across the US and Canada, as well as internationally. Our dealer network and our District Sales Managers serve as our service providers. Trail King supports this network through structured communication and training programs designed to keep dealer partners informed on key product and business updates.	
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.	Trail King Industries employs 13 District Sales Managers with coverage across all 50 states, all 10 provinces in Canada, including all 3 Northwest Territories, as well as international markets. There are currently 8 inside sales support positions focused on all of the products Trail King Industries has to offer in this proposal. As a focal point of the company, our mutual government customer, and the continued growth of co-operative contract purchasing, our sales team encompasses the government sales processes throughout their respective territories of responsibilities. Being highly educated in government sales, our sales team and our world class dealer network, are fully committed to serve the government customers through the use of this contract to further the efficiency and ease of public procurement. See attached: District Sales Manager Map - Trail King	*
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.	Trail King Industries has a wide range of highly knowledgeable dealers. With an upwards of 300+ dealer locations, all of which are independently owned and operated across the United States, Canada, and Internationally. The vast majority of our dealer network also handles construction equipment such as, Caterpillar, John Deere, Case, Komatsu, etc. Our entire dealer network is fully committed to being a helping hand to the customer before, during, and most importantly after the sale. Many of our dealers offer road-side service and will travel to customer's location if help is needed. Trail King Industries is	*

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		proud to have a network of dealers that go the extra mile and are a valued resource for our customers. Our dealers are known for their commitment to service, as well as having a wide range of parts on hand, product knowledge, and inventory. Each one of our dealers are focused on working with our customers to find the perfect hauling solutions for their day-to-day work environments.	
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.	Trail King Industries employs 6 customer service/warranty support specialists, with the responsibility of customer support as well as warranty related issues. Paired with 12 service department employees that are dedicated to any and all service/refurb work. The service and refurbishment shop is used to improve the life cycle of our customers' trailers. A fully refurbished trailer will receive a complete paint job, air/electric and hydraulic components, along with any part that needs to be repaired or replaced. Pairing those two departments with a full-time Engineering Staff of 3 employees that are dedicated to assist with warranty and service. Our aftermarket part sales team is equipped with 8 full-time employees. Trail King Industries offers a 24/7 user-friendly parts search engine for convenient access to pricing, lead times on parts, bill of materials, and most importantly the ordering process. We also have a feature on our website for a live chat with our parts sales' employees. See attached: - Trail King Support Contact Sheet 2026	*
28	Describe the ordering process from sales/consultation, how the order is placed, through project/order fulfillment. If orders are handled by distributors, dealers, or others, explain their roles and responsibilities in the ordering process.	To identify the most appropriate solution for the Sourcewell member's needs, our District Sales Managers and our local dealer sales teams, will work directly with the members to discover the best hauling solutions for their needs. In rare cases, if a member is not located near a Trail King Industries dealer, the District Sales Manager will work with them directly. A detailed quote will be prepared and submitted to the Sourcewell member. Orders/PO's can be sent to our dealer network or to Trail King Industries directly for processing. All Sourcewell quotes are marked and flagged as Government to ensure there is a seamless creation of quarterly sales reports to Sourcewell.	*
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.	Trail King industries prioritizes top tier customer service. We pride ourselves on these three key guidelines, Best Product, Best Service, and Best Performance. We accept service requests via phone calls, emails, fax, text, and through our live chat feature on our website. We make every effort to be as responsive in a timely manner. If the customer runs into an issue or needs support, there are several steps in place to ensure a rapid resolution. Trail King Industries requires the serial/vin number (last 8 digits) and the purchase date at the start of every service/warranty call. Once that information is acquired, we ask for a description of the issue, which may result in multiple photos of the problem. Upon identifying the issue, we will release a	*

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		warranty authorization number to attach to the claim. When the issue is resolved, we require copy of the claim/work order, any receipts for parts, outside purchases, and anything else pertaining to the warranty claim to be sent into our customer service staff. Trail King Industries asks that any parts replaced under warranty be returned and clearly marked with the authorized claim number. Our representatives seek out information and communicate internally and with the customer, to consistently meet or exceed customer expectations. They make every effort to process claim requests the same day as received.	
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Trail King Industries is proud to serve our State, Local, and Education markets. Our 13 District Sales Managers, our entire inside sales staff, along with our vast dealer network in the upwards 300+ locations, allows us to provide a world class/ industry leading customer experience. As advocates of Trail King Industries, our mutual governmental customer, and the rapidly growing cooperative contract purchasing, our sales force embraces the Sourcewell sales process throughout their respective territories. Trail King Industries, main objective is to maintain a successful Sourcewell sales business model, continuing to develop relationships, continue to educate people about the Sourcewell program, as well as hands on training and mentorship. Our sales force and dealer networks are well versed in Sourcewell sales and stand ready to serve Sourcewell members through the use of this contract to further the efficiencies of public procurement.	*
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Trail King Industries sells, services, and supports all of our trailer offerings in Alaska and Hawaii. Our vast dealer network supports all other US Territory's. Additional freight charges will accrue when using a third-party logistics service. This will be added to the account for additional shipping either door-to-door and/or door-to-port, depending on Sourcewell member's needs.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	With a total of 9 dealer locations located throughout all of Canada, Trail King Industries is well positioned to assist all Canadian entities with our District Sales Manager and support from our inside sales group. We are currently supporting all of Canada via Canoe Procurement which is a division of Rural Municipalities of Alberta (RMA).	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Trail King Industries is one of the largest Specialized/Construction trailer manufacturers that provides products for all of the United States, Canada, and the US Territory's.	*
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.	Trail King Industries is prepared to service all categories of Sourcewell participating entities.	*

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35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, Trail King Industries may agree to extend the terms of the master agreement to any nonprofit entity that presents itself.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials.	Trail King Industries maintains a comprehensive marketing function with multiple channels available to promote an awarded Sourcewell contract. This would include but not be limited to digital advertising, social media posts, web site updates, press releases, mass emails, etc. Upon award, Trail King Industries would announce through press releases, industry publications, social media posts and direct digital communications to our dealer network. To support our District Sales Managers and dealer networks, Trail King Industries will supply updated Sourcewell marketing materials and incorporate the Sourcewell logo into applicable sales literature. Trail King Industries website would serve as one avenue of finding information of the awarded contract. The company will highlight the contract on our website and provide a clear link that takes you directly to Sourcewell's website. Trail King Industries focus is saving our customers valuable time, and resources by simplifying the purchasing process, and reducing the need to duplicate bidding or quoting activities. Trail King Industries is proud to serve the State, Local, and Education markets with trailer products and services. Trail King Industries will promote the Sourcewell contract at industry trade shows we attend in the United States, Canada, and internationally. Lastly, Trail King Industries will use this contract as a tool to pursue additional state/county contracts similar to our existing contracts with the states of Wyoming, Nebraska, and NYS Market Place. See attached: - Sourcewell dealer flyer - Trail King Literature sample - Trail King Service brochure	*
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.	Trail King Industries actively utilizes digital and social media to promote it’s products. The platforms used are Instagram, Facebook, Linkedin, Twitter and Youtube. We promote our products across these channels daily. We run promotions and targeted ads for lead generation. Search engine optimization (SEO) keywords are strategically used to help customers find our products. We run AdWords through Google analytics and evaluate the effectiveness of our campaigns. Our advertising is available in all digital formats and can be used across applicable government-oriented publications.	*

38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	Trail King Industries welcomes Sourcewell's active involvement in our sales training process and to be an effective resource for questions that may arise, as well as other unknown needs that come about during the contract term. This includes trade show presence, access to marketing tools through the Sourcewell website. Trail King Industries views this as providing meaningful assistance in promoting the awarded contract.	*
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	Trail King Industries will integrate a new Sourcewell contract, through various training opportunities, such as Bi-Quarterly meetings and participating in Sourcewell's academies as applicable. Maintaining current knowledge of the contract will enable Trail King Industries to better assist our customers with identifying their hauling solutions and allow us to confidently explain the benefits of becoming a Sourcewell member.	
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.	At Trail King Industries, we pride ourselves on building highly customized trailers across a multitude of vastly complex configurations. Because many products require application-specific consultation, configuration review and technical expertise, the ordering processes does not readily allow for the use of the e-Procurement system. Our District Sales Managers and inside sales staff, along with our dealer network assist the end user throughout the entire ordering process. Our knowledgeable team is up to date on the changing requirements and regulations around the trailer industry. Trail King Industries demands a high level of expertise to ensure compliance and the best solution for your trailer application. Trail King Industries has not identified an e-Procurement system that can provide this level of expertise to our customers. As we have done in the past, we will add our products to Sourcewell's proprietary e-Procurement system, however Sourcewell members will still need to work with a Trail King Industries representative to place an order.	*

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

#	Question	Response *	
41	Describe any training programs related to your proposed Solution(s) available to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, delivery methods, and any costs that apply.	Trail King Industries and its dealer networks, work collaboratively to offer a wide range of training on the products, equipment, maintenance procedures, and operating procedures on every trailer, free of charge. This is generally conducted via the customer's request when the trailer is delivered. Trail King Industries welcomes our customers to any of our manufacturing locations for additional hands-on training and product knowledge. Every trailer is delivered with operations and service manuals specific to its configuration. The Owner's Manual includes all of the operation, safety, service, and maintenance information.	*
42	Describe any technological advances that your proposed Solutions offer.	Trail King Industries is always researching new advances for the trailer industry. Recently we have increased our machining capabilities by installing a CNC Mill and a CNC Lathe, both of which have added functionality for manufacturing. These all will provide unparalleled manufacturing capabilities and increase our already high-quality	*

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		standards. Our Engineering Department is always finding ways to stay ahead of our competition via weight shaving but also maintaining our strong structural integrity that Trail King Industries is known for. Our Engineering Department is made up of 1 Vice President of Engineering, 1 Chief Engineer, 3 Engineering Managers, 1 Staff Engineer, 11 Senior Engineers, 11 Design Engineers, and 6 Engineering Techs. Each of them are solely focused on making Trail King Industries the most cutting-edge manufacturer in the industry. We utilize E-Drawing's (software), advanced computer analysis, and road simulators to design our trailers effectively. To ensure that our computer diagnostics are correct, our Engineering Department will use strain gauge testing on finished trailers, so we are confident in our designs' real-world performance. Trail King Industries experience in custom trailers and pioneering designs within the industry is unrivaled.	
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.	Trail King Industries does not currently hold any formal sustainability certifications. However, Trail King Industries evaluates sustainability risks, has examples of risk mitigation past actions, and annually tracks priority metrics. Risk monitoring: - For climate physical risk, Trail King Industries uses advanced climate risk analytics software to understand how extreme weather and long-term climate trends could impact our operations, assets, and communities. Analyses are conducted considering various warming scenarios at 1.8, 2.7, and 4.4 degrees C above pre-industrial levels (aligned with scenarios SSP1/RCP2.6, SSP2/RCP4.5, and SSP5/RCP8.5). The software outputs risk scores per facility, for use in operational and capex planning. - For broader sustainability risks, Trail King Industries monitors and analyzes regulatory updates, technological advancements, and market insights including via direct engagement with customers. Risk mitigation past actions include: - Conversion of all shop and office lighting to energy-efficient LED systems in 2020 - Replacement of wastewater washout bays with water recycling systems that capture, treat, and reuse water Internal metrics tracking (annual): - Annual evaluation of greenhouse gas emissions (scope 1 and 2) - Resource efficiency	*
44	Describe any third-party issued, eco- labels, ratings, or certifications that your proposed solutions hold.	Not applicable.	*
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique	Trail King Industries has built a long-standing reputation as being the number one custom trailer manufacturer in the world for many years. Our quality initiatives are displayed throughout every manufacturing facility and offices because every employee contributes to the following: - Provide The BEST Customer Experience by seeking information,	*

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	advantages meaningful for Sourcewell participating entities?	communicating with customers, and consistently striving to meet or exceed expectations. - Attain Excellence in Quality Management through continuous improvement. - Inspire individual ownership of quality by promoting personal accountability and pride in workmanship. Trail King Industries will continue to build on its reputation for quality, reliability, and performance. Our team has decades of experience and knowledge working closely with our customers to build a fully customized product that fits their hauling needs. Our reputation as the premier leader in specialized hauling, provides a level of trust to our customers to execute in custom projects that perform in demanding applications. Customers are provided with engineering support throughout the trailer's life cycle, including guidance and when appropriate, designing additional components to expand the use of the current trailer or future projects. Trail King Industries continues to "Build the best trailers in the world for our customers success."	

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Table 5B: Value-Added Attributes

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

Select all that apply below.

#	Certification	Offered	Comment	
46	Minority Business Enterprise (MBE)	○ Yes ◉ No	At this time, Trail King Industries is actively searching for a Minority Business Enterprise partner that will fit our needs and our customer needs.	*
47	Women Business Enterprise (WBE)	○ Yes ◉ No	Trail King Industries continues to look for a Women Business Enterprise supplier partner that fits our needs.	*
48	Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	Less than 1% of our supplier network is Disabled-Owned Business Enterprise. Trail King Industries is searching for a Disabled-Owned Business Enterprise supplier that best fits Trail King Industries and our customer's needs.	*
49	Veteran-Owned Business Enterprise (VBE)	◉ Yes ○ No	Currently, just over 1% of Trail King Industries suppliers consist of Veteran - Owned Business Enterprise's. We appreciate these valuable relationships and continually look for opportunities to bring more VBE's into our supplier network.	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	Trail King Industries approaches Service - Disabled Veteran - Owned Business suppliers with the intent to find the best solutions available for Trail King and our customers.	*
51	Small Business Enterprise (SBE)	◉ Yes ○ No	Currently 39% of Trail King Industries suppliers consist of Small Business Enterprise's. We appreciate these valuable relationships and continually look for opportunities to bring more Small Business Enterprise's into our supplier network.	*
52	Small Disadvantaged Business (SDB)	○ Yes ◉ No	Trail King Industries takes the appropriate steps to accommodate Small Disadvantaged Business suppliers, that fit the needs for Trail King Industries and our customers.	*
53	Women-Owned Small Business (WOSB)	◉ Yes ○ No	Today, just over 1% Trail King Industries suppliers consist of Women- Owned Small Business's. We appreciate these valuable relationships and continually look for opportunities to bring more WOSB's into our supplier network.	*

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.	Trail King Industries offers standard Net 30 terms with a 1% discount if paid within 10 days.	*
55	Describe your accepted payment methods. For credit card/procurement card	Trail King Industries happily accepts ACH and wire transfers. Also accepting pCard procurement and payment process but it would be subjected to an additional 3% fee.	

	(pCard), describe any fees associated with these methods.		
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	Trail King Industries is an OEM broker that will find financing for our customers. In 2025, we financed over $115 million in equipment with 38 different banks, with credit decisions usually being made within 24 hours. We take great pride in finding solutions to fit any needs.	*
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.	Trail King Industries starts the order process via formal quotation to the Sourcewell member. Once the quote has been verified and confirmed, Trail King Industries proceeds with order entry. Prior to production, Trail King Industries issues an acknowledgement to confirm that the pricing, specification, and related order details are accurate. See attached: -Trail King Quote Sample - Trail King Acknowledgement Sample - Trail King Invoice Sample	*
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.	Trail King Industries publishes its pricing through a number of model-specific price pages. Each price pages identifies the base model price encompassing all standard equipment, followed by applicable categories of available options and additions. Currently, there are no special line item or product category discounts. All pricing for this proposal is based on a single, standard discount rate off list price, as described below. If a customer requests changes to the order inside the 16- week build window, the customer could be subject to a $150-$300 change order fee dependent on the change and availability of parts. See attached: - Trail King Price Pages	*
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 discounts.	Trail King Industries offers an additional 2% discount on an order of five or more identical trailers, when those trailers are purchased as part of the order and produced in a simultaneous manufacturing run. Trail King Industries may offer additional discounting pertinent to manufacturing pressure, discount programs, and market share opportunities during the term of the contract.	*
60	Describe your method of facilitating non-contracted products	Trail King Industries facilitates requests for non-contracted products or related services through direct coordination among	*

	or related services and define the associated costs/fees.	the customer, the authorized Trail King Industries dealer, the assigned District Sales Manager, and appropriate internal support teams. All associated costs and fees are disclosed to the customer during the quotation process for review and approval prior to order placement. Trail King Industries will ensure that contracted and non-contracted items are clearly distinguished to support transparency, compliance, and accurate purchasing documentation.	
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.	Trailer inspection is normally handled by one of the Trail King Industries authorized dealer representatives. This is handled on an hourly rate set by our dealerships and would be paid directly to the dealer. Additional costs would consist of installation of aftermarket parts, accessories, inspections, environmental disposal charges, material surcharges, freight costs, and air freight costs. Freight charges are dependent on trailer type and delivery locations.	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Trail King Industries Logistic Department has a variety of options available. Our Material Handling Trailers (Side Dump, Bottom Dump, and Construction Live Bottom) are tall and would require us to hire a third-party tractor transport to pull it to the desired location. A cost is pushed through to the customer, for hiring a third-party specialized carrier to bring the equipment to the desired location. This same method is sometimes requested by the customer on different model types as well. In many instances if we have multiple trailers going to the same location or close by, we will stack trailers on top of one another. Our Logistics team will use freight zone maps and rate schedules applicable to the manufacturing location. The Sourcewell member is encouraged to call Trail King Industries and discuss the method that best aligns their needs. Currently, freight charges are very volatile and may change between order and time of completion.	*
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Trail King Industries contracts deliveries using competitive rates. Our Logistic Department has extensive experience shipping trailers all across the globe. Typically, we will ship to the local dealer who can then pass freight costs through to the Sourcewell member.	*
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Trail King Industries has a full-time Logistics Department that works with each customer to provide the best delivery option available. The Logistics Department has extensive knowledge and experience shipping trailers all around the globe and can help determine the best option for each customer. Between the high volume of trailers being shipped, and a vast number of resources all Sourcewell members can be assured to receive their trailers in the best way possible.	*
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.	Trail King Industries requires its dealer partners to provide the customer's name, entity, and any applicable affiliations they have before an order is accepted by Trail King Industries. Our District Sales Managers and dealer network that create quotes for our customers go through training on Sourcewell quotation process and requirement obligations applicable to an awarded	*

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		contract. This includes verifying customer eligibility and flagging each opportunity that qualifies on the quote provided to Sourcewell customer. All pricing is manually verified upon placing the order and again at the time of invoicing to identify any potential discrepancies. All orders received by Trail King Industries are coded as government and then verified again against the Sourcewell membership list. We run quarterly reports for orders invoiced and flagged as government and compare the customers on this list with members listed on Sourcewell's website. Internally we run monthly reports and identify any discrepancies before it is time to report our quarterly numbers and any administrative fees to Sourcewell. The reporting and auditing process is completed by Trail King Industries Corporate Office.	
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	If awarded a new Sourcewell contract, some of the metrics that Trail King Industries will track to measure contract adoption, sales activity, and market effectiveness are: - New members using our Sourcewell contract - Numbers and ratios of formal bids that are being requested by our Sourcewell eligible customers, along with the number of orders placed - Market Share and Industry specific data - Customer demographics such as City, County, Municipality, K-12, University, and State Agencies - Sales revenue growth, along with continued training for all of our District Sales Managers on benefits and use of contract	*
67	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Trail King Industries proposes an administrative fee structure of no more than 2%. This proposed discount will allow Trail King Industries flexibility to offer additional incentives to Sourcewell members to better meet the customers constrained budgets and the competitive situations in markets of opportunity.	*

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.	Pricing submitted in response to this Sourcewell RFP represents the most aggressive pricing in the country for Government Procurement Organizations, Co-Op Procurement Organizations, State Purchasing Departments, Municipalities, Universities, or School Districts. Due to the ceiling-based pricing, our discounting structure offered in the RFP, will allow for optimal value, flexibility, volume-based discounting considerations, hot list pricing, special market conditions, and manufacturing pressures. This structure positions Trail King industries to provide more competitive discounting while maintaining transparency and consistency throughout the contract term as needed to accommodate budgets and customer situations. See attached: -Trail King Price Pages	*

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	Trail King Industries manufactures a wide variety of Flatbed style trailers - Hydraulic Tails, Slide Axles, Hydraulic Sliding Tails, Aluminum/Steel Combo Step Decks, High Flats, and many more. With capacities ranging from 60,000lbs to 110,000 lbs. All of which are highly customizable to fit the	*

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			customers hauling needs. Trail King Industries offers a TKHST (Hydraulic Sliding Tail) in a 80,000lb capacity and 110,000 lb capacity. Trail Kings Industries Hydraulic Sliding Tail offers a 10 degree load angle and low ground clearance to allow equipment, such as scissor lifts and man lifts, to be loaded easily. Featuring wider track axles as standard, customers are legally hauling throughout North America. The HST has been engineered for easy maintenance, improved scalability, and Trail King Industries quality strength, which you've come to rely on. Trail King Industries offers a TKHT (Hydraulic Tail) in 80,000lb capacity and 110,000lb capacity. The Trail King Hydraulic Tail offers a reduced load angle (12.5 degrees), improved weight distribution and a redesigned tail make the Hydraulic Tail your go-to choice. Featuring wider track axles as standard, loading and hauling has never been safer or simpler. The HT offers the most scalability while maintaining dependable load-hauling strength and durability. The TKHT is as light as possible, without sacrificing the rugged strength Trail King is known for. Trail King Industries offers a TKSA (Sliding axle) with capacities ranging from 80,000lbs to 110,000lbs. Customers can expect maximum uptime with the Trail King Sliding Axle Trailer. It is engineered for speed, increased swing clearance, and a low load angle for fast, precise operation. Cycling from transport to loading and back in just 61 seconds. Its updated design also offers easier maintenance, an increased swing clearance, and a more usable deck length. The low load angle allows tons of corrosion protection and smoother, more precise operation. Time is money, and this sliding axle gooseneck trailer will save you both! Trail King industries offers Steel/Aluminum step decks. Ranging anywhere from 60,000lb capacity all the way up to 110,000lb capacities. Customers can expect Maximum payloads with Trail King's Aluminum-Steel Combo Step Deck trailer. Engineered with a reinforced steel frame for durability and an aluminum deck for corrosion-resistant weight savings. Achieving greater payload capacity and long-term performance to accommodate the customers toughest payload, regardless of size or shape.	
71	Deck-over	◉ Yes ○ No	Trail King industries currently offers a Tilt Deck Deckover. Capacities ranging from 16-18,000 lbs. Trail King Industries designed these trailers to haul medium duty, low profile equipment. Trail Kings tilt utility trailer is the highest quality and dependable tilt bed on the market. This trailer allows full use of the 102" wide deck. As compact construction equipment increases in size, this trailer is designed to grow with it while also offering hauling versatility.	*
72	Drop-deck	◉ Yes ○ No	Trail King Industries currently offers drop deck extendable deck as well as all aluminum and aluminum/steel combo drop decks. Trail King Industries Commercial Detachable Gooseneck Double Drop Extendable trailer comes with the most standard equipment of any trailer of its kind on the market. These trailers are engineered to accommodate four interchangeable gooseneck styles, making this the ultimate trailer for hauling	*

			versatility. Additionally, choose from a variety of optional features, including lightweight, corrosion-resistant, aluminum options.	
73	Lowboy	(•) Yes ( ) No	Trail King Industries manufactures a wide variety of Lowboy style trailers - Capacity's ranging from 70,000lbs all the way up to 200,000 lbs. With multiple different configurations to achieve a much higher capacity than 200k. We also have steerable trailers available in the lowboy product line. Our Hydraulic Detachable Gooseneck trailer has become the go-to choice for construction professionals with over two decades of being North America's bestselling detachable lowboy trailer. It's engineered to make unhooking, loading, unloading, and hooking up again a simple one-person operation. This trailer has dependable load-hauling strength, durability, and versatility that can stand up to any challenge—even "tough to scale" loads Our Commercial MG-HG Detachable Gooseneck Trailer is a precision-engineered solution for operators who know that standard equipment is usually not enough. It comes field-ready and loaded with more standard features than any other trailer of its kind in the market. Its frame is designed to withstand the torsion of heavy machinery without compromising the long-term structural integrity that Trail King is known for. Whether you're running a full or narrow width, mechanical or hydraulic setup, you can swap configurations to match your specific load, not the other way around. This rugged, low-maintenance lowboy is built for reliability and designed to accommodate four interchangeable gooseneck styles for maximum versatility.	*
74	Tilt deck	(•) Yes ( ) No	Trail King industries manufactures a wide variety of Tilt Deck style trailers - capacities ranging from 16,000 lbs to 60,000 lbs. Can be configured in tandem, tridem, and quad axle setups. Can be built for a pintle hitch connection, ball hitch connection or a custom full width 5th wheel connection. Trail King's Tilt trailer is equipped to haul medium-sized to heavy-duty equipment with easy loading and unloading. Our tilt trailers have powerful suspension systems, strong steel main frames, and platform-cushioning cylinders that make hauling long-distance or over rough terrain smoother and more secure.	
75	Gooseneck	(•) Yes ( ) No	Trail King Industries currently manufactures multiple gooseneck style trailers - full width, hydraulic detachable, mechanical detachable, also on our tags and tilts we offer a tube arched gooseneck. Our Hydraulic Detachable Gooseneck trailer has become the go-to choice for construction professionals with over two decades of being North America's bestselling detachable lowboy trailer. It's engineered to make unhooking, loading, unloading, and hooking up again a simple one-person operation. This trailer has dependable load-hauling strength, durability, and versatility that can stand up to any challenge—even "tough to scale" loads. Our Commercial MG-HG Detachable Gooseneck Trailer is a precision-engineered solution for operators who know that standard equipment is usually not enough. It comes field-ready and loaded with more standard features than any other trailer of its kind in the market. Its frame is designed to withstand the torsion of heavy machinery without compromising the long-term structural integrity that Trail King is known for. Whether you're running	

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			a full or narrow width, mechanical or hydraulic setup, you can swap configurations to match your specific load, not the other way around. This rugged, low-maintenance lowboy is built for reliability and designed to accommodate four interchangeable gooseneck styles for maximum versatility.	
76	Tag	(•) Yes ( ) No	Trail King Industries manufactures a wide variety of Tag style trailers - capacities ranging from 16,000 lbs to 60,000 lbs. Can be configured in tandem, tridem, and quad axle setups. Can be built for a pintle hitch connection, ball hitch connection or a custom full width 5th wheel connection. Our Tag trailer is outfitted with the highest quality materials we could find to increase its durability and capacity. All tag models feature standard equipment that creates a stress-free, safe, and efficient operation for peace of mind when you're on the go.	
77	Dry van	( ) Yes (•) No	Trail King industries does not currently offer Dry Van style trailers.	
78	Dump	(•) Yes ( ) No	Trail King Industries manufactures Bottom and Side dump trailers, in many different configurations. Also, Live bottom trailers and truck body live bottoms. With capacities ranging from 11 cu yds. to 22 cu. yds. Customers can expect maximum fleet ROI with Trail King bottom dump trailers. Our engineered, lightweight, cross-bracing and gusset design eliminates stress-point flexing while increasing payload capacity. This is built for superior weight savings and hauling performance. Engineered for rugged durability and global hauling efficiency. Our bottom dump trailers can haul more payloads than ever before. Trail King Industries SSD (steel side dump) trailers have designed payloads ranging from 30,000lbs to 70,000lbs. With a wide variety of axle configurations and trailer overall lengths. Trail Kings side dumps are rugged, durable and built for anything. Trail King Steel Side Dump ensures fast unloading with no carry-back. Its two-piece, rolled design of the tub delivers a fast, stable unloading process, ensuring materials are dumped further away properly. The main frame I-beams are constructed of one-piece web and flange material, resulting in a trailer with the rugged strength and durability to stand up to your toughest loads. There is no limit to what this trailer can haul. Trail King Industries standard Live Bottom has carrying capacities of 24 cu yds all the way up to 35 cu yds. As well as many different axle configurations and overall lengths. The live bottom is designed for strength and speed. Our innovative body distributes weight to maximize your payloads and maintain high levels of maneuverability with multiple axle configurations. The frictionless drive system provides efficient horizontal discharge while unloading in one revolution or less! The aerodynamic design features smooth side panels, providing corrosion prevention and a clean shiny finish. This trailer will provide a high level of return on your investment with consistent performance. Trail King industries is also proud to produce TKLBH (Heavy Live Bottom). With higher capacities ranging from 36 cu yds to 45 cu yds. This trailer is	

			designed for strength and speed – this heavy duty live bottom delivers! The frictionless drive system provides efficient horizontal discharge while unloading in one revolution or less! The aerodynamic design features smooth side panels, providing corrosion prevention and a clean shiny finish. Maximize your payloads and maintain high levels of maneuverability with multiple axle configurations. This trailer will provide a high level of return on your investment with consistent performance.	
79	Tanker	○ Yes ◉ No	Trail King Industries does not currently offer Tanker style trailers.	
80	Roll-back	◉ Yes ○ No	Trail King Industries manufactures a couple different sized in the Roll-Back models. Capacities ranging from 40,000 lbs. to 50,000 lbs. Trail King Industries Rollback trailers are outfitted with the highest quality materials for increased durability and capacity. The continuous I-beam mainframe and I-beam cross members provide load hauling strength. With a constant 7 degree load angle for the entire length of the trailer bed, the TKRB provides a stress-free, safe and convenient operation for loading equipment.	
81	Walking floor	○ Yes ◉ No	Trail King Industries does not currently offer Walking floor trailers, however we do offer live floor trailers, seen in the dump section (live bottom).	
82	Roll-off	○ Yes ◉ No	Trail King Industries does not currently offer Roll-off style trailers.	
83	Livestock	○ Yes ◉ No	Trail King Industries does not currently 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	Trail King Industries specializes in offering customized built products to fit the most complex hauling needs of our customers.	

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

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

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

#	Subcategory or Type	Offered *	Comments	
85	Mobile office	○ Yes ◉ No	Trail King industries does not currently manufacture mobile offices.	*
86	Refrigerated	○ Yes ◉ No	Trail King industries does not currently manufacture refrigerated trailers.	*
87	Mobile command station	○ Yes ◉ No	Trail King Industries does not currently manufacture command stations.	*
88	Incident response	○ Yes ◉ No	Trail King Industries does not currently manufacture incident response solutions.	*
89	Please describe other Solutions not specifically mentioned in this Table 7C, that are within the scope of this RFP Category 2.	○ Yes ◉ No	Trail King Industries does not currently manufacture anything other than a complete line of custom manufactured trailers and truck bodies.	

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

#	Question	Response *	
90	Describe in detail warranties offered and how they will be administered. Include whether they cover parts, labor, and technician travel, and geographic locations covered.	Trail King Industries warranty encompasses all trailer models as well as parts and labor for all warranted items. All other warranties, if any, extended by the makers and suppliers of component parts, accessories, or other goods included in the manufacturing of Trail King Industries trailers will be assigned if contractually permitted to the purchaser. The warranty excludes such parts or accessories which are not defective but may wear out and have to be replaced during the warrantable time period. This may include, but not limited to, lights, paint, brake lining, brake drums, air components, electrical harnesses, hydraulic components, and equipment that has been replaced, repaired, or altered by someone other than Trail King Industries or one of its authorized dealers. Our dealer network can handle the majority of warranty related repairs, if the customer is located near the closest dealer. If not, Trail King Industries will work with the customer to find a third-party service provider that is in a reasonable location to the customer. At this time Trail King Industries does not cover travel fees.	*
91	Describe how your trailers are designed to ensure load stability, weight distribution, and	Trail King Industries designs its trailers with a strong emphasis on structural integrity, balanced weight distribution, and load stability across demanding operating conditions. High-strength, low-alloy steel frames with optimized beam and crossmember placement ensure efficient load	*

	safe transport of equipment under varying operating conditions.	transfer, while low deck heights lower the center of gravity to enhance stability. Advanced suspension systems help equalize weight across axles, improving ride quality and reducing stress on individual components, while optional steerable axles enhance maneuverability without compromising load balance. To support safe transport, Trail King Industries trailers incorporates engineered tie-down points, anti-skid deck features, and optional outriggers for wider loads, all designed to maintain secure equipment placement in compliance with industry regulations. Hydraulic systems used in detachable or adjustable components allow smooth, controlled load handling, supported by redundant mechanical locks for safety during transit. All designs are validated through engineering analysis and real-world testing to ensure performance under diverse load conditions, providing reliable and compliant transport solutions for a wide range of equipment types and sizes.	
92	Describe any safety features your trailers offer such as anti-lock braking systems, emergency breakaway systems or lighting features compliant with applicable regulations.	Trail King Industries prioritizes safety through the integration of proven braking, emergency, and visibility systems designed to meet or exceed applicable FMCSA, DOT, and SAE standards. Our trailers are typically equipped with ABS ensuring controlled braking performance and reduced wheel lockup under varying road and load conditions. Some trailers also include compliant emergency breakaway systems that automatically apply the brakes in the event of an unintended separation from the towing vehicle, helping to prevent uncontrolled movement and enhance roadway safety. In addition, Trail King Industries trailers incorporate comprehensive, regulation-compliant LED lighting packages, including stop, turn, tail, and clearance. All designed for high visibility and long service life. Reflective conspicuity markings are applied per federal requirements to improve detection in low-light and adverse conditions. Additional safety features may also include load lamps, work lights, and backup alarms to support safe operation during loading, unloading, and transport. Collectively, these systems provide operators with reliable, compliant safety performance across a broad range of operating environments.	*
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.	Trail King Industries offers an extensive range of trailer configurations and options designed to address the diverse operational requirements across construction, heavy haul, and equipment transport applications. Our product lineup includes lowboy, detachable gooseneck, flatbed, hydraulic tail, extendable deck, tag, tilt, utilities, and specialized heavy haul trailers each available with multiple deck lengths, widths, and load capacities. Ramp configurations include fold-over ramps, stand-up ramps, hydraulic-assisted ramps, air-assisted and full-width rear loading ramps, allowing operators to safely and efficiently load equipment of varying sizes and weights. Deck materials are selectable based on application needs, including durable Apitong hardwood, rubberized (recycled material) or steel decking for heavy-duty, high-impact environments. To support secure transport, Trail King Industries trailers are equipped with versatile tie-down systems, including strategically spaced D-rings, chain slots, stake pockets, and optional sliding winch tracks. Additional configurable features include outriggers for wide loads, sliding or lift axles for optimized weight distribution, and insertable deck extensions. Optional enhancements such as toolboxes, load lights, and non-slip deck coatings further enable customization to specific operational demands. Collectively, these configurations and options allow Trail King Industries trailers to be tailored	

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		for safe, efficient performance across a broad spectrum of hauling applications. Trail King Industries is a fully customizable trailer manufacturer, we take great pride in manufacturing a custom trailer system that fits our customers hauling needs. "Building the best trailers in the world for our customers success."	

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

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	N/A	N/A	Please refer to the attached Price Pages document.
96	Medium Deck-over 20-30T	(•) Yes ( ) No	N/A	N/A	Please refer to the attached Price Pages document.
97	Heavy Deck-over 40-50T	(•) Yes ( ) No	N/A	N/A	Please refer to the attached Price Pages document.
98	Flatbed/Drop-deck 40T	(•) Yes ( ) No	N/A	N/A	Please refer to the attached Price Pages document.
99	Dump/Transfer Steel	(•) Yes ( ) No	N/A	N/A	Please refer to the attached Price Pages document.
100	Lowboy/Heavy Haul 55T+	(•) Yes ( ) No	N/A	N/A	Please refer to the attached Price Pages document.

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.

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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 - Price Pages.zip - Tuesday June 09, 2026 08:35:23
- Financial Strength and Stability - Financial Strength.zip - Tuesday June 09, 2026 08:27:52
- Marketing Plan/Samples - Marketing Docs.zip - Tuesday June 09, 2026 07:55:00
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples - Transaction Docs.zip - Tuesday June 09, 2026 07:52:46
- Requested Exceptions (optional)
- Upload Additional Document - Trail King LOR.pdf - Tuesday June 09, 2026 08:48:21

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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. - Drew Kayser, Product Specialist , Trail King Industries

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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