Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

MASTER AGREEMENT #062526
CATEGORY: Trailers with Related Equipment and Services
SUPPLIER: Matheny Motor Truck Company dba Matheny Motors

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Matheny Motor Truck Company dba Matheny Motors, 315 Ann Street, Parkersburg, WV 26101 (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.

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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.

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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. §

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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.

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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.

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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.

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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;

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

- 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.

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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.

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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.

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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	Matheny Motor Truck Company dba Matheny Motors
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Bob Wilson E5CAAB10F3B9437...
By: _____	By: _____
Jeremy Schwartz	Bob Wilson
Title: Chief Procurement Officer	Title: Vice President, Sales
Date: 10/20/2026 | 10:02 AM CDT	Date: 10/20/2026 | 9:18 AM CDT

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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).

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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,

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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.

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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;

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

- 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;

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

(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

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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.

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

RFP 062526 - Trailers with Related Equipment and Services

Vendor Details

Company Name:	Matheny Motor Truck Co
Does your company conduct business under any other name? If yes, please state:	Matheny Motors
Address:	315 Ann St. Parkersburg, WV 34241
Contact:	Curtiss Homan
Email:	govsales@mathenymotors.com
Phone:	800-284-4418
Fax:	866-454-7573
HST#:	

Submission Details

Created On:	Tuesday May 26, 2026 12:27:50
Submitted On:	Wednesday June 24, 2026 15:57:32
Submitted By:	Bob Wilson
Email:	bwilson@mathenymotors.com
Transaction #:	8ca01c22-f717-4640-9208-c9b23d103fb2
Submitter's IP Address:	10.13.0.20

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

Specifications

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

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

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, DBA, and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement. Entities that have not been awarded will not be added to an existing master agreement through the affiliation of the Proposer’s corporate organization.

#	Question	Response *	
1	Provide the legal entity name of the Proposer authorized to submit this Proposal.	MATHENY MOTOR TRUCK COMPANY	*
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.	MATHENY MOTOR TRUCK COMPANY, DBA. Matheny Motors will be the primary contracting entity responsible for administration and performance of the resulting Sourcewell contract. Under this Proposal, Matheny Motors will serve as an authorized dealer/reseller for the following manufacturers: • Kaufman Trailers - All Models • Four Degree Trailers / MTM Trailers - All Models • Landoll Corporation - All Models • Behnke Enterprises, Inc. d/b/a Behnke Trailers - All Models To provide comprehensive national sales coverage, product delivery, and customer support, Matheny Motors will utilize the authorized dealer networks of the participating manufacturers. Authorized dealers of the above manufacturers may market, sell, deliver, install, and provide service support for products awarded under the resulting Sourcewell contract, subject to the authorization and approval of the applicable manufacturer and the terms of the Sourcewell contract. Manufacturer authorization letters, reseller authorization letters, and authorized dealer listings for each participating manufacturer are included with this Proposal. Updated dealer listings will be	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		maintained by the respective manufacturers and made available to Sourcewell upon request. Any additions or changes to authorized dealer networks will be communicated in accordance with Sourcewell contract requirements. Matheny Motors will remain responsible for overall contract administration, contract compliance, pricing administration, reporting obligations, and coordination with participating manufacturers to ensure adherence to all terms and conditions of the resulting Sourcewell contract. See attached manufacturer authorization letters, reseller authorization letters, and authorized dealer network documentation.	
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Matheny Motor Truck Co. CAGE Code is 019W6 and Unique Entity Identifier (SAM) is LKDYZPKRVPA5.	*
5	Provide your NAICS code applicable to Solutions proposed.	Matheny Motor Truck Co. NAICS codes applicable to the Solutions proposed include 336212 - Truck Trailer Manufacturing; 336214 - Travel Trailer and Camper Manufacturing, as applicable to utility and light-truck trailers; 441227 - Motorcycle, ATV, and All Other Motor Vehicle Dealers, as applicable to trailer dealer sales; 423860 - Transportation Equipment and Supplies Merchant Wholesalers; 423120 - Motor Vehicle Supplies and New Parts Merchant Wholesalers; 423830 - Industrial Machinery and Equipment Merchant Wholesalers; and 811111 / 811198 - Automotive Repair and Maintenance, as applicable to trailer-related service support.	
6	Proposer Physical Address:	Matheny Motor Truck Co. 315 Ann Street Parkersburg, WV 26101	*
7	Proposer website address (or addresses):	https://www.mathenymotors.com & https://www.mathenyauto.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.	Matheny Motors Authorized Representative: Name: Bob Wilson Title: Vice President, Sales Address: 315 Ann Street Parkersburg, WV 26101 United States E-mail address: bwilson@mathenymotors.com Phone: 440-371-9240	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Matheny Motors Authorized Representative: Name: Bob Wilson Title: Vice President, Sales Address: 315 Ann Street Parkersburg, WV 26101 United States E-mail address: bwilson@mathenymotors.com Phone: 440-371-9240	*
10	Identify the Proposer's other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Matheny Motors Authorized Representative: Name: Tim Matheny Title: President Address: 315 Ann Street Parkersburg, WV 26101 United States E-mail address: bwilson@mathenymotors.com Phone: 440-371-9240	*

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.	Matheny Motor Truck Co., operating under the Matheny Motors brand, is a family-owned commercial transportation equipment dealership with a history dating back to 1922. For more than 100 years, Matheny has served customers across the truck, trailer, bus, towing, fire and emergency, automotive, parts, service, and fleet equipment markets. The company has built its reputation on dependable equipment, responsive service, long-term customer relationships, and a commitment to supporting customers before, during, and after the sale. Matheny has grown from a regional transportation equipment provider into a multi-location dealership organization with operations across several states. Today, Matheny supports customers through sales, parts, service, financing, warranty coordination, delivery support, and manufacturer relationships, allowing the company to serve commercial, municipal, utility, transportation, public works, emergency response, educational, agricultural, construction, and industrial customers.	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Matheny's core values include integrity, customer commitment, accountability, professionalism, quality service, and long-term partnership. These values guide the company's approach to customer support, equipment recommendations, supplier relationships, contract administration, service coordination, and post-sale support. Matheny recognizes that customers rely on their equipment to perform critical daily operations and therefore places significant emphasis on product reliability, timely communication, service support, and responsible business practices. Matheny's business philosophy is centered on serving as a trusted equipment partner rather than simply a product reseller. The company works to understand each customer's operational needs, recommend appropriate equipment solutions, coordinate with manufacturers, support efficient delivery, and provide ongoing parts, service, warranty, and customer support throughout the equipment lifecycle. Under this Proposal, Matheny will serve as the authorized dealer/reseller and primary contracting entity for trailer solutions offered by Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers. These manufacturers collectively bring extensive trailer manufacturing expertise, product depth, engineering capability, and application-specific trailer solutions for public-sector, commercial, construction, utility, agricultural, transportation, and industrial customers. Matheny's longevity, family ownership, experienced personnel, broad dealership capabilities, manufacturer relationships, and commitment to customer service position the company to successfully support Sourcewell participating entities with high-quality trailer solutions, responsive contract administration, dependable delivery coordination, and long-term product support throughout the life of the resulting agreement.	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	Upon receiving a Sourcewell contract award, Matheny Motor Truck Co. anticipates establishing a long-term cooperative purchasing partnership that expands access to high-quality trailer solutions and related equipment for Sourcewell participating entities throughout the United States and Canada. Matheny's primary deliverables upon award will include contract implementation, customer-facing contract resources, Sourcewell-compliant quoting procedures, internal sales training, manufacturer coordination, dealer/reseller communication, and ongoing contract administration. Matheny will ensure that its sales, service, parts, warranty, and customer support personnel understand the contract scope, pricing structure, eligible customer types, ordering process, and reporting requirements. Matheny will actively promote the contract through its sales organization, website, digital communications, customer outreach, industry events, manufacturer partner networks, and direct engagement with government, education, utility, transportation, public works, and nonprofit customers. Contract information, product offerings, quote request instructions, and purchasing assistance will be made readily available to help participating entities efficiently identify and procure awarded solutions. A key outcome of a Sourcewell award will be the ability to provide	*

		participating entities with access to a broad portfolio of trailer products through Matheny's relationships with Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers. This structure will allow customers to evaluate multiple trailer technologies, capacities, configurations, and manufacturer support resources through one coordinated contract pathway. Matheny will also work with Aria CSS to support cooperative purchasing education, contract compliance, public-sector outreach, lead development, customer engagement, reporting assistance, and Sourcewell contract support. This partnership will help ensure the contract is properly promoted, administered, and supported throughout the contract term. Through the resulting Sourcewell agreement, Matheny expects to deliver simplified procurement, competitive contract pricing, responsive customer service, coordinated delivery, warranty and service support, and long-term product assistance. Matheny views the award as an opportunity to provide meaningful value to participating entities while supporting Sourcewell's mission of efficient, transparent, and effective public procurement.	
13	Provide non-confidential indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as: • Annual revenue range (select a range—do not provide confidential statements) • Years in business • Publicly available SEC filings (if applicable) • Third party credit scores or ratings (e.g., D&B, bond ratings) • Letters of credit or financial backing from a banking institution Upload supporting documents (as applicable in the document upload section of your	Matheny Motor Truck Co., operating under the Matheny Motors brand, has demonstrated long-term financial strength, operational stability, and sustainable business continuity through more than 100 years of continuous operation in the commercial transportation equipment industry. Founded in 1922, Matheny has grown into a multi-location transportation equipment dealership supporting trucks, trailers, buses, towing and recovery equipment, fire and emergency vehicles, parts, service, financing, and fleet support. The company's longevity, family ownership, experienced workforce, established customer base, and longstanding manufacturer relationships demonstrate the stability necessary to support Sourcewell participating entities throughout the term of a resulting Master Agreement. Matheny is a privately held, for-profit company. As a privately held organization, Matheny does not maintain publicly available SEC filings. However, the company maintains an active SAM registration, has no active exclusions, and has been registered in SAM since 2002. Matheny's SAM registration identifies an entity start date of January 1, 1922, confirming more than 100 years of business history. Non-confidential indicators of Matheny's financial strength and long-term stability include: • More than 100 years in business • Estimated annual revenue range of approximately $250Million - $500 Million • More than 300 employees • Multiple operating locations across several states • Active SAM registration • No active exclusions in SAM • Established manufacturer relationships across truck, trailer, bus, towing, fire and emergency, parts, service, and fleet equipment markets • Longstanding public-sector, commercial, utility, transportation, emergency response, construction, agricultural, and industrial customer relationships	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

	response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.	• Established parts, service, warranty, financing, and customer support infrastructure • Ongoing ability to support complex vehicle, trailer, equipment, and fleet purchases Matheny's financial strength is also supported by its position as an authorized dealer and reseller for leading transportation equipment manufacturers. These relationships require the operational capacity, inventory management, supplier credit, floor plan financing, customer service infrastructure, and financial discipline necessary to sell, deliver, service, and support high-value commercial vehicles and trailer equipment. Matheny maintains established relationships with banking institutions, floor plan providers, manufacturer partners, suppliers, and key vendors. These relationships support Matheny's ability to manage inventory, fulfill customer orders, coordinate equipment delivery, support public-sector purchases, and provide long-term parts and service support. Matheny's financial records are maintained in accordance with standard accounting practices. If requested, Matheny may provide non-confidential supporting documentation such as a bank reference letter, floor plan confirmation, vendor credit reference, third-party credit profile, or other documentation demonstrating financial capacity and stability. Matheny's longevity, active federal registration, no active exclusions, multi-state operating footprint, experienced workforce, manufacturer relationships, and broad commercial and public-sector customer base demonstrate the financial strength and long-term stability necessary to successfully support Sourcewell participating entities throughout the life of the resulting agreement. See attachment titled "Financial Strength and Stability" for additional supporting documentation.	
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.	Matheny Motor Truck Co. is best described as an authorized dealer/reseller of commercial trucks, trailers, specialty vehicles, parts, service, and related transportation equipment. For purposes of this Sourcewell proposal, Matheny is responding as the primary contracting entity offering trailer solutions from Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers. Rather than estimating unsupported national market share percentages across multiple trailer categories and manufacturers, Matheny is providing objective information regarding U.S. public-sector experience, participating manufacturer reach, and geographic sales coverage. Over the past three years, Matheny estimates that it has directly served more than 300 U.S. government, education, utility, emergency response, transportation, public works, and other public-sector entities through its truck, trailer, fire and emergency, bus, towing, parts, service, and fleet operations. When combined with the public-sector experience and customer reach of the participating trailer manufacturers included in this Proposal, the proposed supplier network has served an estimated 1,250+ U.S. government and	*

		educational entities during the same period. Estimated public-sector customer categories served include: • Municipal, county, and local government agencies • State agencies and transportation departments • Public works departments • Utility authorities and public utility organizations • Fire, EMS, emergency response, and rescue agencies • School districts, colleges, universities, and vocational education programs • Parks, recreation, facilities, and fleet maintenance departments • Other eligible public-sector and nonprofit organizations During the past three years, Matheny and its proposed supplier network have made sales in approximately 49 U.S. states. The combined network is capable of supporting participating entities throughout the United States, including the continental United States, Alaska, Hawaii, and U.S. Territories, subject to standard freight, delivery, and logistics considerations. Matheny's estimated sales and support structure for the resulting Sourcewell contract includes: • Approximately 45 direct Matheny sales employees • Approximately 12 inside sales personnel • Approximately 25 outside or territory sales personnel • Approximately 30 customer service, warranty, administrative, and contract support personnel • Approximately 190 parts, service, technician, and service-support personnel • Approximately 15 Matheny dealership, service, and operating locations • More than 500 combined manufacturer dealer, service, warranty, factory, and support locations available through participating manufacturers and related OEM networks • U.S. sales and support coverage across approximately 49 states, with nationwide contract availability The proposed Sourcewell offering will be supported by the following manufacturer network: Kaufman Trailers: Utility, landscape, equipment, car hauler, flatbed, gooseneck, dump, enclosed, air brake pintle, drop-deck, detachable, and specialty trailer solutions, supported by factory-direct delivery and nationwide customer support resources. Four Degree Trailers / MTM Trailers: End-dump trailers, dump bodies, hydraulic platform trailers, Lo Riser trailers, Lift-a-Load trailers, and related specialty trailer solutions for hauling, loading, construction, utility, and industrial applications. Landoll Corporation: Traveling axle trailers, detachable trailers, traveling tail trailers, rollback carriers, TravAlong trailers, OEM/government trailer products, parts support, service resources, and dealer network support. Behnke Trailers: Agricultural, construction, heavy-haul, commercial,	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		utility/telecom, OEM, specialty, and custom trailer solutions supported by an authorized dealer and service network throughout the United States and Canada. In addition to Matheny's internal resources and manufacturer relationships, Matheny is partnered with Aria CSS for government contracting and cooperative purchasing support. Aria CSS will assist with Sourcewell contract administration, government outreach, cooperative purchasing education, lead development, marketing support, customer engagement, contract compliance, and sales support. Matheny's direct public-sector experience, combined with the product depth, dealer networks, service resources, and national reach of Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers, demonstrates Matheny's ability to successfully support Sourcewell participating entities throughout the United States.	
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.	Matheny Motor Truck Co. is best described as an authorized dealer/reseller of commercial trucks, trailers, specialty vehicles, parts, service, and related transportation equipment. For purposes of this Sourcewell proposal, Matheny is responding as the primary contracting entity offering trailer solutions from Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers. Rather than estimating unsupported Canadian market share percentages, Matheny is providing estimated information regarding Canadian public-sector experience, supplier network coverage, and the total number of Canadian provinces where Matheny and its proposed supplier network have made sales. Over the past three years, Matheny and its proposed supplier network estimate that they have served approximately 90 Canadian government and educational entities, including municipalities, provincial agencies, public works departments, transportation agencies, utility providers, school boards, colleges, universities, and other eligible Canadian public-sector organizations. During the past three years, Matheny and its proposed supplier network estimate that sales have been made in at least six Canadian provinces. Canadian provinces where sales and/or established supplier network activity have occurred include: • Alberta • British Columbia • Manitoba • Ontario • Quebec • Saskatchewan Matheny's direct Canadian sales activity is supported and strengthened by the Canadian market presence of its participating manufacturers, dealer networks, service partners, transportation providers, and cooperative	*

		purchasing support resources. The trailer manufacturers included in this Proposal have established sales, delivery, service, and support capabilities that can support Canadian participating entities through factory-direct sales, authorized dealers, distributors, service partners, truck/trailer service providers, or other approved distribution channels depending on customer location and product requirements. The proposed Canadian supplier network includes: Kaufman Trailers: Factory-direct support, transportation coordination, parts resources, and trailer products that may be delivered to Canadian customers through approved transportation and distribution channels. Four Degree Trailers / MTM Trailers: Factory support and specialized trailer products including hydraulic platform trailers, Lo Riser trailers, Lift-a-Load trailers, end-dump trailers, dump bodies, and related specialty trailer solutions that can support Canadian utility, municipal, construction, transportation, and industrial applications. Landoll Corporation: Canadian support through dealer, distributor, parts, service, warranty, and heavy-haul trailer resources, including traveling axle, traveling tail, detachable, rollback carrier, and specialty transport trailer products. Behnke Trailers: Established Canadian dealer, distributor, sales representative, and service partner coverage in six provinces, including Alberta, British Columbia, Manitoba, Ontario, Quebec, and Saskatchewan. Behnke's Canadian network includes approximately 6 authorized Canadian dealers, 16 Canadian distributor/service locations, and 50 Canadian sales representatives. Matheny's Canadian sales and support structure for the resulting Sourcewell contract is estimated as follows: • Approximately 90 Canadian government and educational entities served over the past three years by Matheny and its proposed supplier network • At least 6 Canadian provinces where sales and/or supplier network activity have occurred • Approximately 25+ Canadian trailer dealer, distributor, service, or warranty support locations across participating trailer manufacturers • Approximately 75+ Canadian trailer sales, dealer, distributor, or manufacturer support personnel, estimated • More than 150 Canadian heavy-truck, trailer, parts, service, and warranty support locations available through participating trailer manufacturers, truck OEM dealer/service networks, and heavy-vehicle service partners • Factory support from Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers • Cooperative purchasing and contract administration support from Aria CSS In addition to the trailer manufacturer network, Matheny's relationships with major truck and transportation OEMs provide additional service pathways that may support Canadian participating entities. Many heavy-truck dealer and service locations routinely support trailer-related service needs such as	

		inspections, brakes, lights, tires, wheels, suspensions, hydraulics, electrical repairs, DOT-style maintenance, and general trailer repair. These resources may supplement manufacturer-authorized warranty channels when approved by the applicable manufacturer. As part of its Canadian growth strategy, Matheny intends to actively promote the resulting Sourcewell contract to eligible Canadian participating entities and support participation through Canoe Procurement Group where applicable. Matheny, its supplier partners, and Aria CSS will work collaboratively to increase awareness, simplify procurement, and expand access to trailer solutions for Canadian municipalities, utilities, transportation agencies, school boards, colleges, universities, public works departments, and other public-sector entities. Matheny's experience, combined with the manufacturing capabilities, dealer networks, service resources, transportation partners, truck OEM support pathways, and cooperative purchasing expertise of its proposed supplier partners, demonstrates the ability to successfully support Sourcewell participating entities throughout Canada.	
16	Does your organization have any ongoing or completed bankruptcy proceedings, or have you been included as a possible Responsible Party within the past seven years? If yes, please explain. The proposer must provide notice in writing to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP.	No, Matheny Motor Truck Co. has not been involved in any ongoing or completed bankruptcy proceedings and has not been identified as a possible Responsible Party within the past seven (7) years. Matheny Motor Truck Co. understands and agrees that it will provide written notice to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP or during the term of any resulting contract.	*
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	No, Matheny Motor Truck Co. and any included possible Responsible Parties have not been subject to any debarments or suspensions during the past seven (7) years. Matheny Motor Truck Co. understands and agrees that it will provide written notice to Sourcewell if it becomes subject to a debarment or suspension at any time during the pendency of this RFP evaluation or during the term of any resulting contract.	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

	in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.		
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	Matheny Motor Truck Co., operating under the Matheny Motors brand, has continued to demonstrate industry leadership, public-sector support, international growth, and dealership excellence during the past three years. Relevant awards and achievements include the following: 2026 - West Virginia Governor's Export Award Matheny Motor Truck Co. was recognized as a recipient of the West Virginia Governor's Export Award for its international business activity involving heavy-duty commercial truck and fire truck parts and components. This recognition demonstrates Matheny's continued ability to support transportation customers beyond its traditional regional footprint. 2025 - West Virginia Governor's Export Award Matheny Motors was recognized as a recipient of the West Virginia Governor's Export Award for heavy-duty truck and fire truck parts. This achievement reflects Matheny's continued growth in international markets and its ability to support customers requiring specialized transportation equipment, parts, and service support. 2024 - West Virginia Governor's Export Award Matheny Motors received the West Virginia Governor's Export Award for exporting truck parts to new international markets, including the Netherlands and the United Kingdom. This award further demonstrates Matheny's parts capabilities, supplier relationships, and ability to support customers outside its primary geographic market. 2025 - General Motors Mark of Excellence Award Matheny GMC was honored with the General Motors Mark of Excellence Award. This recognition reflects dealership performance, customer commitment, and excellence within Matheny's vehicle sales and customer support operations. 2023 - General Motors Mark of Excellence Award The Matheny team was also recognized for winning the 2023 General Motors Mark of Excellence Award. This continued recognition demonstrates Matheny's commitment to customer service, operational excellence, and strong manufacturer relationships. 2023 - EPA Clean School Bus Program Participation Matheny Motors supported Wirt County Schools as the rebate recipient associated with the delivery of Wirt County's first electric school bus through the U.S. Environmental Protection Agency's Clean School Bus Rebate Program. This achievement demonstrates Matheny's ability to support public-sector customers, federally funded equipment programs, and emerging transportation technologies.	*

		2025/2026 - Defense Logistics Agency HEPP Contract Awardee Matheny Motor Truck Co. is listed as an awardee under Defense Logistics Agency Heavy Equipment Procurement Program Contract No. SPE8EC-26-D-0005 for Trucks and Trailers. This federal contract participation demonstrates Matheny's ability to support complex government fleet and transportation equipment requirements. The proposed manufacturer partners included in this Sourcewell proposal also strengthen Matheny's offering. Kaufman Trailers, Landoll Corporation, Four Degree Trailers/MTM Trailers, and Behnke Trailers each bring relevant trailer product expertise, government-market experience, dealer/service resources, and specialized transportation solutions that support the breadth of the proposed Sourcewell offering. Matheny's recent awards and achievements, combined with its more than 100-year operating history, experienced personnel, multi-state dealership network, public-sector customer experience, and strong manufacturer partnerships, demonstrate its ability to provide Sourcewell participating entities with dependable trailer solutions, related equipment, responsive service, and long-term contract support. See attached Related_Certificates_&_Industry_Recognitions	
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%.	Approximately 27% of Matheny Motor Truck Co.'s sales during the past three (3) years have been made to government-sector customers. This includes sales to municipalities, counties, state agencies, public works departments, transportation agencies, utility authorities, emergency response agencies, and other public-sector organizations through the sale and support of trucks, trailers, parts, service, and related transportation equipment. Matheny's estimated sales percentages are as follows: • 27% State, Local, Municipal, Public Works, Utility, Emergency Response, Transportation, and Other Government-Sector Entities • 5% Educational Institutions, including K-12 school districts, colleges, universities, and vocational/technical education customers • 68% Commercial and Private Sector Customers Total: 100% The government-sector sales percentage reflects Matheny's longstanding experience supporting public-sector fleet and equipment needs. This experience has enabled Matheny to develop expertise in public procurement, specification review, manufacturer coordination, equipment delivery, parts support, service coordination, warranty assistance, and long-term customer support. For this Sourcewell proposal, Matheny will further support participating entities through its relationships with Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers; however, the percentages above reflect Matheny's estimated historical sales activity.	*
20	What percentage of your sales were to	Approximately 5% of Matheny Motor Truck Co.'s sales during the past three (3) years have been made to educational institutions, including K-12 school	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

	the education sector in the past three (3) years? This and the previous line should not exceed 100%.	districts, colleges, universities, vocational schools, technical education facilities, and other educational organizations. This percentage is reported separately from the government-sector percentage identified in the previous question. Matheny estimates that approximately 27% of sales were to government-sector entities and approximately 5% were to education-sector entities, for a combined estimated public-sector and education total of 32%. Matheny has extensive experience supporting educational customers through the sale and service of buses, trucks, trailers, fleet vehicles, parts, and related transportation equipment. These customers rely on Matheny for equipment that supports student transportation, facilities maintenance, vocational and technical education programs, agricultural education programs, fleet operations, and other institutional needs. A Sourcewell contract would further expand opportunities to serve educational entities by providing a streamlined, competitively solicited procurement solution. Through its experienced sales and support personnel, manufacturer relationships, and partnerships with Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers, Matheny is well positioned to support educational institutions throughout the United States and Canada.	
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.	Matheny Motor Truck Co. currently holds or participates in the following state, cooperative, and public-sector purchasing agreements. Sales volume shown below represents total sales attributable to Matheny during the past three (3) years, where applicable. Direct State and Cooperative Purchasing Agreements Held by Matheny HGACBuy / Houston-Galveston Area Council Contract No.: FS12-23 Contract Title: Fire Apparatus and Related Vehicles Matheny Role: Awarded supplier / contract participant Total Past Three Years: $823,000 Florida Sheriffs Association Cooperative Purchasing Program Contract No.: FSA25-VEF19.0 Contract Title: Fire & Rescue Vehicles, Boats & Equipment Matheny Role: Awarded supplier / contract participant through Matheny Fire & Emergency Total Past Three Years: $2,200,000 State of West Virginia Statewide Master Agreement Contract No.: CMA 0212 0212 MV26B Contract Title: 2026 or Latest Model Motor Vehicles Matheny Role: Awarded vendor Total Past Three Years: $3,100,000 Orange County, Florida Cooperative Contract Contract No.: Y20-1023 Contract Title: Fire Apparatus	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Matheny Role: Awarded supplier / cooperative contract participant Total Past Three Years: $620,000 Partner-Held or OEM-Held Cooperative Agreements Through Which Matheny Participates Matheny also participates as an authorized dealer, reseller, or sales/support representative under certain cooperative purchasing agreements held by manufacturer partners or contract support partners. These agreements are not direct Matheny-held contracts unless otherwise noted; however, they demonstrate Matheny's government and cooperative purchasing experience. TIPS / Region 8 Education Service Center Contract Nos.: 221001 and 230802 Contract Titles: Heavy Duty Equipment; Medium/Heavy Duty Trucks & Trailers Contract Holder: Aria CSS Matheny Role: Participating supplier/reseller support through Aria CSS Total Past Three Years: $3,600,000 Sourcewell - Class 4-8 Chassis with Related Equipment, Accessories, and Services Relevant Contract Nos.: 032824-DAI, 032824-NVS, 032824-TRK Contract Holders: Daimler Truck North America, International Truck/Navistar, and TruckCorp Matheny Role: Authorized dealer/reseller or participating sales/support dealer, as applicable Total Past Three Years: $5,240,000 Sourcewell - Ambulances, Emergency Medical Service Vehicles, and Related Equipment Relevant Contract No.: 122123-RVG Contract Holder: REV Group Matheny Role: Authorized dealer/reseller or participating sales/support dealer, as applicable Total Past Three Years: $530,000 Other Government Contract Vehicles Included for Transparency Although not a state or cooperative purchasing agreement, Matheny also holds a federal Defense Logistics Agency Heavy Equipment Procurement Program contract, which demonstrates Matheny's ability to support government fleet and equipment requirements. Defense Logistics Agency Heavy Equipment Procurement Program Contract No.: SPE8EC-26-D-0005 Contract Title: Trucks and Trailers Matheny Role: Contract holder for Daimler Truck products Total Past Three Years: $0 The proposed trailer manufacturer partners also have relevant government contract experience. Kaufman Trailers, Landoll Corporation, and TruckCorp LLC, including Four Degree and Behnke trailer product lines, are listed under	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		DLA Heavy Equipment Procurement Program Trucks and Trailers contract vehicles. These supplier relationships further strengthen Matheny's ability to support public-sector trailer requirements under the resulting Sourcewell contract.	
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.	Matheny Motor Truck Co. does not currently hold any General Services Administration (GSA) contracts or Canadian Standing Offers and Supply Arrangements (SOSA). Accordingly, Matheny Motor Truck Co. has generated no sales volume through GSA contracts or SOSA agreements during the past three (3) years. While Matheny does not currently participate in the GSA or SOSA programs, the company has extensive experience serving federal, state, local, municipal, utility, transportation, emergency response, and educational customers through direct sales, competitive solicitations, cooperative purchasing programs, manufacturer contract relationships, and other government procurement channels. Matheny views cooperative purchasing organizations such as Sourcewell as an effective procurement vehicle that enables participating entities to acquire competitively solicited trailer solutions and related equipment while reducing administrative burden and procurement costs.	*

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 Indianapolis Dept of Public Works	Brenda Hobdy	317-945-4546	*
Athens County Engineer	Andrew Sayers	740-593-5514	*
Department of Labor & Industry	Octavia Brewer	406-444-5204	*

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

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable.

#	Question	Response *	
24	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company	Matheny Motor Truck Co., operating under the Matheny Motors brand, is best described as an A. authorized dealer, distributor, reseller, and service provider for commercial trucks, trailers, specialty vehicles, parts, service, and related transportation equipment. Matheny is not submitting as the manufacturer of all products proposed under this RFP. Matheny will serve as the primary contracting entity and authorized dealer/reseller for trailer solutions offered by the following manufacturers: • Kaufman Trailers - All Models • Four Degree Trailers / MTM Trailers - All Models • Landoll Corporation - All Models • Behnke Enterprises, Inc. d/b/a Behnke Trailers - All Models	

	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?	Written manufacturer authorization letters, reseller authorization letters, and applicable authorized dealer listings are included with this Proposal. These documents authorize Matheny to market, sell, deliver, coordinate service, and support the proposed products under the resulting Sourcewell contract. Matheny maintains a substantial direct sales, parts, service, warranty, delivery, and customer support organization. The company has been in business for more than 100 years and supports customers through approximately 15 company-operated locations across West Virginia, Virginia, Maryland, Delaware, Florida, Kentucky, and Kansas. Matheny's operations include truck, trailer, bus, towing and recovery, fire and emergency, automotive, parts, service, financing, fleet support, and customer support functions. Matheny's company-operated locations include: Corporate Headquarters • Parkersburg, WV - 315 Ann Street, Parkersburg, WV 26101 Matheny Truck Group Locations • Beckley, WV - 322 Dry Hill Road • Clarksburg / Jane Lew, WV - 396 Industrial Park Road • Huntington / Kenova, WV - 1375 Route 52 • Charleston / Nitro, WV - 4125 1st Avenue • Parkersburg / Mineral Wells, WV - 244 Frontage Road Matheny Towing & Equipment Locations • Beckley, WV - 322 Dry Hill Road • Charleston / Nitro, WV - 4125 1st Avenue • Huntington / Kenova, WV - 1375 Route 52 • Louisville, KY - 1383 Belmar Drive • Kansas City / Olathe, KS - 19930 W. 159th Street • Parkersburg / Mineral Wells, WV - 244 Frontage Road • Northern Virginia / Woodbridge, VA - 14716 Industry Court Matheny Fire & Emergency Locations • Chesapeake, VA - 4144 S. Military Highway • New Castle, DE - 260 Edwards Avenue • Hagerstown, MD - 19932 Beaver Creek Road • Huntington / Kenova, WV - 1375 Route 52 • Parkersburg / Mineral Wells, WV - 244 Frontage Road • Fort Lauderdale / Oakland Park, FL - 4120 NW 10th Avenue • Ocala, FL - 725 SW 46th Avenue • Tallahassee, FL - 4900 Blountstown Highway • Northern Virginia / Woodbridge, VA - 14716 Industry Court Matheny's sales and support organization includes executive leadership, sales management, commercial truck and trailer sales personnel, outside sales personnel, fleet and government sales support, parts management, service management, warranty administration, service advisors, shop supervision, delivery coordination, and customer support personnel. For purposes of this Proposal, Matheny estimates that approximately 45 sales personnel and approximately 190 parts, service, technician, warranty, and support personnel	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		are available across its organization to support customer needs. Matheny's direct dealership and service locations are company-operated. The additional manufacturer dealer networks and service channels proposed under this RFP are generally independently owned and operated authorized dealers, unless otherwise identified by the applicable manufacturer. These dealers operate under their respective manufacturer authorizations and will be expected to follow applicable Sourcewell pricing, reporting, customer service, warranty, and compliance requirements when supporting transactions under the resulting contract. The proposed manufacturer support structure includes: Kaufman Trailers Kaufman provides factory-direct trailer sales, customer support, parts resources, service resources, and delivery capabilities for a broad trailer portfolio, including utility, equipment, flatbed, gooseneck, tilt, dump, enclosed, detachable, and specialty trailer products. Four Degree Trailers / MTM Trailers MTM/Four Degree provides factory support, parts, service, warranty, and specialized trailer resources for end-dump trailers, dump bodies, hydraulic platform trailers, Lo Riser trailers, Lift-a-Load trailers, and related specialty products. Landoll Corporation Landoll provides authorized dealer, parts, service, warranty, service center, OEM/government, and technical support resources for traveling axle, traveling tail, detachable, rollback carrier, TravAlong, and specialty trailer products. Behnke Trailers Behnke provides factory support and authorized dealer/service resources for agricultural, construction, heavy-haul, commercial, utility/telecom, OEM, specialty, and custom trailer solutions. Matheny also represents and services major truck and transportation equipment brands, including Freightliner, Western Star, GMC, Hino Trucks, Isuzu Trucks, Landoll, MAC Trailers, Ford, and Thomas Built Buses. Where applicable, Matheny may coordinate service and support through its own facilities, participating manufacturers, authorized truck and trailer service channels, and applicable OEM dealer/service networks to support customer uptime and warranty needs. In addition to Matheny's internal sales and service organization and the participating manufacturer networks, Matheny is partnered with Aria CSS for government contracting, cooperative purchasing, Sourcewell contract support, public-sector outreach, lead development, customer engagement, contract compliance, reporting support, and sales support. Through Matheny's company-operated locations, experienced sales and support personnel, full-service truck and trailer capabilities, manufacturer authorization letters, OEM dealer and service resources, participating manufacturer networks, and Aria CSS government-contracting support,	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Matheny is positioned to provide comprehensive sales, delivery coordination, service coordination, warranty support, contract administration, and customer assistance to Sourcewell participating entities throughout the United States and Canada.	
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.	Matheny Motor Truck Co. is best described as an authorized dealer, distributor, reseller, and service provider of commercial trucks, trailers, specialty vehicles, parts, service, and related transportation equipment. For this proposal, Matheny will serve as the primary contracting entity and authorized dealer/reseller for trailer solutions offered by: • Kaufman Trailers • Four Degree Trailers / MTM Trailers • Landoll Corporation • Behnke Enterprises, Inc. d/b/a Behnke Trailers Written manufacturer authorizations, dealer agreements, reseller authorizations, and supporting documentation are included with this proposal and authorize Matheny to market, sell, deliver, coordinate service, and support the products proposed under the resulting Sourcewell contract. Founded in 1922, Matheny has more than 100 years of experience serving commercial, governmental, utility, transportation, emergency response, construction, educational, and industrial customers. Matheny currently employs more than 300 personnel and operates a substantial sales, service, warranty, parts, and customer-support organization throughout the eastern United States. Matheny's operations include truck, trailer, bus, towing, fire and emergency apparatus, parts, service, financing, warranty administration, fleet support, and customer service functions. Company-Owned Locations Corporate Headquarters • Parkersburg, WV Matheny Truck Group Locations • Beckley, WV • Charleston/Nitro, WV • Clarksburg/Jane Lew, WV • Huntington/Kenova, WV • Parkersburg/Mineral Wells, WV Matheny Towing & Equipment Locations • Beckley, WV • Charleston/Nitro, WV • Huntington/Kenova, WV • Louisville, KY • Kansas City/Olathe, KS	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Parkersburg/Mineral Wells, WV • Woodbridge, VA Matheny Fire & Emergency Locations • Chesapeake, VA • New Castle, DE • Hagerstown, MD • Huntington/Kenova, WV • Parkersburg/Mineral Wells, WV • Fort Lauderdale, FL • Ocala, FL • Tallahassee, FL • Woodbridge, VA Collectively, Matheny maintains approximately fifteen (15) operating locations across seven (7) states providing sales, service, parts, warranty, and customer support capabilities. Sales and Customer Support Organization Matheny's sales and support organization includes executive leadership, sales management, trailer specialists, truck specialists, fleet sales personnel, outside sales representatives, customer service representatives, parts specialists, warranty administrators, service advisors, and technical support personnel. Resources Available to Support the Sourcewell Contract Include: • 40+ sales professionals • 15+ customer service and administrative personnel • 25+ parts specialists • 60+ service technicians and service personnel • Dedicated warranty administration staff • Dedicated management and contract support personnel Matheny's public leadership team includes experienced professionals responsible for sales, service, parts, supply chain, warranty administration, and customer support operations. Service and Warranty Support Matheny operates full-service truck and trailer repair facilities and supports customers through certified technicians, service advisors, warranty personnel, and parts specialists. Capabilities include: • Trailer repair and maintenance • Electrical diagnostics and repair • Hydraulic system repair • Brake systems and suspension service • Welding and fabrication • DOT inspections	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Alignment services • Warranty repairs • Fleet maintenance support • Mobile and field service coordination where available In addition to Matheny's facilities, customers will have access to the service, warranty, and dealer networks of Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers. Matheny also represents and services major transportation equipment brands including Freightliner, Western Star, Hino, Isuzu, GMC, Ford, Thomas Built Buses, Landoll, and MAC Trailer products. These relationships provide additional service resources and support channels throughout North America. Because many commercial truck dealers also perform trailer service and repair work, Matheny can often leverage existing truck dealer and fleet-service relationships to support customer uptime and warranty needs. Manufacturer Support Structure Kaufman Trailers Kaufman operates a factory-direct sales model with nationwide delivery capabilities throughout the continental United States. Kaufman provides factory sales support, parts support, service resources, warranty administration, and direct customer assistance. Four Degree Trailers / MTM Trailers MTM Trailer Manufacturing operates from its 240,000-square-foot manufacturing facility in Kewanee, Illinois. The company supports customers through factory sales personnel, parts support, warranty administration, technical assistance, and authorized service resources. Landoll Corporation Landoll maintains an extensive dealer network throughout North America and provides sales support, parts distribution, warranty administration, technical assistance, aftermarket support, service-center resources, and government-sales support. Behnke Trailers Behnke operates a nationwide dealer and distributor network consisting of approximately 135 dealer locations throughout the United States and Canada. Behnke provides factory engineering support, warranty administration, customer service, technical assistance, and dealer support resources. Government Contract Support Matheny is partnered with Aria CSS, a government-contracting and cooperative-purchasing specialist focused exclusively on public-sector sales and contract administration.	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Aria CSS provides: • Sourcewell contract administration • Government lead development • Cooperative purchasing education • Contract compliance support • Agency outreach and engagement • Marketing support • Customer assistance • Sales-development support Aria CSS currently supports multiple cooperative purchasing contracts and maintains dedicated personnel focused on state, local, educational, utility, transportation, public works, and federal-government opportunities throughout the United States and Canada. Total Sales and Support Resources Matheny's internal personnel, combined with manufacturer resources, dealer networks, service organizations, truck OEM support channels, and Aria CSS contract support, provide access to: • 300+ Matheny employees • Approximately 15 company-operated locations • 40+ direct sales personnel • Extensive manufacturer sales and service resources • 135+ Behnke dealer locations • Nationwide Landoll dealer coverage • Nationwide Kaufman delivery coverage • MTM/Four Degree factory support resources • Truck OEM service and warranty networks • Dedicated government-contracting support through Aria CSS Through this combined sales, service, delivery, warranty, and contract-support structure, Matheny is positioned to provide comprehensive support to Sourcewell participating entities throughout the United States and Canada. See attached Additional_Documents, Matheny_Motors_Sourcewell_Sales_Support_Overview_Final	
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	Matheny Motor Truck Co. utilizes a combination of company-operated locations, authorized manufacturer relationships, independently owned authorized dealers, factory-direct resources, service partners, transportation providers, and government-contracting support resources to deliver the Solutions proposed under this RFP throughout the United States and Canada. As the primary contracting entity, Matheny will serve as the lead dealer/reseller for the trailer products offered under this Proposal. Sales, delivery coordination, warranty support, parts support, customer service, and contract administration will be supported through Matheny's locations, personnel, manufacturer partners, authorized dealer networks, and strategic support partners.	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

	requested Solutions.	Matheny currently operates approximately fifteen (15) company-owned locations supporting truck, trailer, towing, fire apparatus, emergency vehicle, bus, parts, service, and fleet customers throughout the eastern and central United States. These facilities provide direct sales support, equipment delivery coordination, parts distribution, warranty administration, technical support, and service capabilities. Proposed Manufacturer Networks Kaufman Trailers Kaufman Trailers primarily operates through a factory-direct sales and delivery model supported by factory personnel, transportation partners, service resources, and direct customer support capabilities. Kaufman provides nationwide delivery throughout the continental United States and maintains factory-based parts, warranty, and customer support operations. Four Degree Trailers / MTM Trailers MTM Trailer Manufacturing and Four Degree Trailers support customers through factory personnel, authorized sales representatives, transportation partners, service resources, and distribution channels serving customers throughout North America. Manufacturing, engineering, parts, warranty, and technical support functions are coordinated through MTM's production and support facilities in Kewanee, Illinois. Landoll Corporation Landoll supports customers through an extensive authorized dealer network located throughout the United States and Canada. Landoll dealers provide localized sales support, delivery coordination, warranty administration, parts support, technical assistance, and customer service. These dealers are supported by Landoll's factory personnel, engineering teams, warranty resources, and parts distribution infrastructure. Behnke Trailers Behnke maintains an authorized dealer network throughout the United States and Canada consisting of approximately 135 independently owned dealer locations, including approximately 129 U.S. dealers and 6 Canadian dealers. These dealers provide sales support, equipment demonstrations, delivery coordination, warranty administration, parts support, and ongoing customer service within their assigned territories. Combined Sales and Distribution Resources Collectively, Matheny and its proposed manufacturers maintain approximately: • 250+ authorized U.S. dealer, distributor, and sales locations • 10+ authorized Canadian dealer and distributor locations • 350+ service and warranty support locations	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• 200+ factory sales, service, warranty, engineering, and technical-support personnel • Coverage in all 50 U.S. states • Coverage in at least 6 Canadian provinces, with delivery capability throughout Canada In addition to the dealer and manufacturer resources described above, Matheny maintains relationships with major commercial vehicle OEMs including Freightliner, Western Star, International Truck, Hino Trucks, Isuzu Trucks, Thomas Built Buses, Ford, GMC, and other transportation equipment manufacturers. These relationships provide additional service, warranty, parts, and customer-support resources that may be utilized to support customers purchasing under the resulting Sourcewell contract. Because many commercial truck dealerships also provide trailer service and repair capabilities, Matheny can often leverage existing truck dealer relationships, fleet-service providers, and OEM support networks to assist customers with service, warranty, inspection, and maintenance requirements. Delivery Methods Products may be delivered through multiple channels depending on customer requirements, geographic location, product configuration, and manufacturer capabilities. Delivery methods may include: • Delivery by Matheny personnel • Factory-direct shipment from participating manufacturers • Authorized dealer delivery • Qualified third-party transportation providers • Coordinated delivery through manufacturer logistics partners • Customer-arranged transportation, when requested This flexible distribution model allows participating entities to receive equipment efficiently while maintaining consistent communication and support throughout the procurement and delivery process. Government Contract Support Matheny is partnered with Aria CSS, a government-contracting and cooperative-purchasing consulting firm specializing in public-sector procurement. Aria CSS serves as an extension of Matheny's government sales and contract-administration team and provides support related to:	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Sourcewell contract implementation • Cooperative purchasing education • Contract compliance • Lead development • Customer engagement • Marketing and outreach • Reporting and contract administration • Public-sector sales support Aria CSS maintains six (6) full-time professionals located throughout the United States and dedicated to supporting government, municipal, utility, transportation, public works, emergency response, and educational customers. Through Matheny's company-operated locations, participating manufacturer networks, authorized dealers, factory support resources, service infrastructure, transportation partners, OEM relationships, and Aria CSS government-contracting support team, Matheny is positioned to provide comprehensive sales, delivery, warranty, service, and customer-support capabilities to Sourcewell participating entities throughout the United States and Canada.	
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.	Matheny Motor Truck Co. supports the requested Solutions through a combination of company-operated service departments, parts personnel, warranty administrators, service advisors, trained technicians, manufacturer support teams, authorized dealer/service networks, truck OEM service channels, and approved third-party service providers throughout the United States and Canada. Matheny has more than 300 employees across its truck, trailer, bus, towing, fire and emergency, automotive, parts, service, financing, fleet support, and customer support operations. As it relates to the trailer solutions proposed under this RFP, Matheny’s primary service support will be coordinated through Matheny Truck Group, Matheny Towing & Equipment, Matheny Fire & Emergency, and related parts, warranty, and customer support personnel. Matheny’s primary service regions include: • Parkersburg / Mineral Wells, West Virginia • Charleston / Nitro, West Virginia • Huntington / Kenova, West Virginia • Beckley, West Virginia • Clarksburg / Jane Lew, West Virginia • Chesapeake, Virginia • Woodbridge, Virginia • Hagerstown, Maryland • New Castle, Delaware • Fort Lauderdale, Florida	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Ocala, Florida • Tallahassee, Florida • Louisville, Kentucky • Kansas City / Olathe, Kansas Matheny's service force includes service directors, service managers, service advisors, parts managers, parts specialists, warranty personnel, body and fabrication personnel, technicians, delivery support personnel, and customer service representatives. Matheny estimates that approximately 190 parts, service, technician, warranty, and support personnel are available across its organization to support customer needs. Full-Time Equivalents (FTEs) supporting government and educational customers are as follows: • Matheny direct service, parts, warranty, and customer support personnel supporting government customers: approximately 50 FTEs • Matheny direct service, parts, warranty, and customer support personnel supporting educational customers: approximately 10 FTEs • Aria CSS government contracting and customer support personnel: 6 FTEs • Participating manufacturer and authorized dealer/service personnel supporting public-sector customers: approximately 150+ FTEs • Total government/education-focused service, warranty, parts, and contract support resources: approximately 215+ FTEs Matheny's service coverage is further strengthened by the service resources of the participating trailer manufacturers. Kaufman Trailers provides factory-direct support, parts resources, warranty assistance, service coordination, and repair support for utility trailers, equipment trailers, dump trailers, gooseneck trailers, enclosed trailers, car haulers, and related trailer products. Four Degree Trailers / MTM Trailers supports customers through factory personnel, parts resources, warranty support, technical assistance, and service coordination for end-dump trailers, dump bodies, hydraulic platform trailers, Lo Riser trailers, Lift-a-Load trailers, and related specialty trailer products. Landoll Corporation supports customers through authorized dealers, service centers, parts distribution, warranty administration, technical support, aftermarket resources, and factory personnel for traveling axle, traveling tail, detachable, rollback carrier, TravAlong, and specialty trailer products. Behnke Trailers supports customers through factory personnel and an authorized dealer/service network consisting of approximately 135 dealer locations throughout North America, including approximately 129 locations in the United States and 6 locations in Canada. These dealers provide localized service coordination, warranty support, repair assistance, parts support, product inspections, and customer service. In addition to the participating trailer manufacturers, Matheny maintains relationships with major truck and transportation OEMs, including Freightliner, Western Star, Hino Trucks, Isuzu Trucks, GMC, Ford, Thomas Built Buses,	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Landoll, and MAC Trailer products. Many commercial truck dealer and fleet-service locations routinely provide trailer-related service such as inspections, brakes, lighting, tires, wheels, suspension work, hydraulics, electrical repairs, welding, and general trailer maintenance. These OEM and fleet-service relationships may be leveraged, when appropriate, to support customer uptime and service needs. Matheny is also supported by Aria CSS, a government-contracting and cooperative-purchasing specialist. Aria CSS assists with Sourcewell contract administration, customer support, issue escalation, warranty coordination, service-resource identification, reporting support, and communication with government, municipal, utility, transportation, public works, emergency response, and educational customers. There is significant overlap between Matheny's sales and service organizations. Sales personnel, service managers, parts personnel, warranty administrators, manufacturer representatives, and Aria CSS work collaboratively throughout the customer lifecycle, from equipment specification and quotation through delivery, warranty administration, parts procurement, service coordination, repair support, and long-term ownership assistance. This integrated service structure provides Sourcewell participating entities with access to Matheny's direct service resources, participating manufacturer support, authorized dealer/service networks, truck OEM service channels, approved third-party repair providers, and Aria CSS contract-support resources throughout the United States and Canada.	
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.	Matheny Motor Truck Co. utilizes a structured ordering and fulfillment process designed to provide Sourcewell participating entities with accurate specifications, responsive customer service, competitive pricing, and efficient order fulfillment. Consultation and Product Selection Customers may work directly with Matheny, an authorized manufacturer dealer, or an approved reseller participating under the resulting Sourcewell contract. Matheny and its partners work with the customer to evaluate operational requirements, trailer specifications, capacity needs, options, accessories, delivery requirements, and project timelines. When necessary, Matheny coordinates directly with Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers to provide engineering, technical, and application support. Quotation and Order Placement Matheny or an authorized reseller prepares a Sourcewell-compliant quotation utilizing the awarded pricing structure. Once the customer approves the quotation, a purchase order or other approved procurement document referencing the Sourcewell contract is submitted for processing. Order Review and Manufacturer Fulfillment Matheny reviews the order for pricing compliance, specifications, options,	*

		delivery requirements, and contract accuracy. The order is then placed with the appropriate manufacturer for production or fulfillment. Throughout the process, Matheny coordinates with the customer, manufacturer, dealer, and reseller as necessary to provide status updates and ensure successful completion of the order. Authorized Dealer and Reseller Participation Authorized manufacturer dealers and approved resellers may assist with product selection, local sales support, demonstrations, delivery coordination, warranty registration, parts support, and ongoing customer service. All participating dealers and resellers must comply with Matheny's Sourcewell contract administration requirements. For every Sourcewell sale processed by an authorized dealer or reseller, the dealer/reseller is required to submit: • Completed Matheny Sourcewell Reseller Form • Copy of the Sourcewell quotation • Copy of the customer purchase order These documents are uploaded to Matheny's contract administration portal and submitted to sourcewell-orders@mathenymotors.com for order tracking, compliance verification, reporting, and administrative fee reconciliation. This process ensures all contract sales are properly documented, audited, and reported. Delivery and Post-Sale Support Products may be delivered by Matheny, the manufacturer, an authorized dealer, or a qualified transportation provider depending on customer location and project requirements. Following delivery, customers have access to warranty support, parts support, technical assistance, service coordination, and ongoing customer support through Matheny, the manufacturer, authorized dealers, and approved service providers. Contract Administration Matheny maintains all Sourcewell sales records, customer documentation, reseller forms, quotations, purchase orders, invoices, and reporting information in accordance with Sourcewell requirements. Aria CSS assists with contract administration, compliance, cooperative purchasing support, customer outreach, reporting, and contract utilization activities. This process provides Sourcewell participating entities with a single point of accountability through Matheny while leveraging the manufacturing expertise, dealer networks, reseller resources, delivery capabilities, and service infrastructure of Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, Behnke Trailers, and Aria CSS.	
29	Describe, in detail, the process and procedure of your	Matheny Motor Truck Co. is committed to providing responsive, professional, and solution-oriented customer service throughout the entire ownership lifecycle of the products offered under this contract. Customer support begins	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

	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.	with the initial inquiry and continues through quotation, ordering, delivery, warranty support, service coordination, parts support, and long-term customer care. Customers may contact Matheny through sales personnel, service departments, parts departments, warranty personnel, authorized dealers, approved resellers, participating manufacturers, phone, email, online service requests, or through Aria CSS. All inquiries are routed to the appropriate resource for prompt response and resolution. Response Times Matheny's customer service objectives are: • Acknowledge customer inquiries within one (1) business day • Respond to routine service, parts, warranty, and support requests within one (1) to two (2) business days • Prioritize urgent issues involving safety concerns, disabled equipment, emergency response operations, utility restoration activities, or other mission-critical public-sector needs for same-business-day review whenever practical Issue Resolution and Escalation Process Routine inquiries are addressed by the appropriate sales, parts, service, warranty, or customer support personnel. Issues requiring additional review are escalated through the following levels as necessary: • Sales, Parts, Service, or Warranty Representative • Department Manager or Service Manager • Manufacturer Technical Support or Warranty Administration • Matheny Executive Management • Aria CSS Contract Support Team (for contract-related matters) For sales involving authorized dealers or approved resellers, the dealer or reseller remains involved throughout the resolution process and coordinates with Matheny and the manufacturer as necessary to ensure customer concerns are addressed promptly. Matheny's goal is to provide customers with an initial action plan within two (2) business days whenever practical. Final resolution timeframes vary depending on the nature of the issue, warranty coverage, parts availability, repair complexity, and manufacturer involvement; however, Matheny remains actively engaged until the matter is resolved. Service and Support Resources Matheny's customer service capabilities are supported by: • Company-owned service, parts, and warranty operations • Factory-trained technicians and service personnel • Kaufman Trailers factory support resources • Four Degree Trailers / MTM Trailers factory support resources • Landoll Corporation dealer, service, and warranty resources	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Behnke Trailers dealer, service, and warranty resources • Authorized dealers and approved resellers • OEM truck and transportation equipment dealer networks • Approved third-party service providers when appropriate • Aria CSS cooperative purchasing and contract support personnel Because many trailer repairs and warranty services can be performed by commercial truck and trailer service providers, customers benefit from a broad support network extending beyond Matheny's physical locations. Continuous Improvement and Customer Satisfaction Matheny reviews customer feedback, warranty trends, service performance, delivery issues, supplier responsiveness, and recurring support requests to identify opportunities for improvement. Manufacturer partners, authorized dealers, resellers, and service providers are expected to maintain professional communication, timely follow-up, accurate documentation, and responsive customer support. Aria CSS assists with Sourcewell customer communications, contract administration, issue escalation, cooperative purchasing guidance, and contract compliance support to help ensure participating entities receive timely assistance and a positive customer experience. Through Matheny's internal resources, manufacturer support teams, authorized dealer networks, reseller partners, OEM service channels, and Aria CSS contract support personnel, Sourcewell participating entities will have access to comprehensive customer service, technical support, warranty assistance, parts support, and issue resolution resources throughout the United States and Canada.	
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Matheny Motor Truck Co. possesses the sales, service, delivery, contract administration, and customer support capabilities necessary to provide the requested Solutions to Sourcewell participating entities throughout the United States. Matheny is an authorized dealer/reseller of commercial trucks, trailers, specialty vehicles, parts, service, and related transportation equipment with more than 100 years of operating history, more than 300 employees, and approximately fifteen company-operated locations across multiple states. Matheny’s direct resources include sales personnel, service departments, parts operations, warranty support, delivery coordination, financing resources, and customer service personnel. For this Sourcewell proposal, Matheny will serve as the primary contracting entity and authorized dealer/reseller for trailer solutions from Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers. The proposed offering includes utility trailers, equipment trailers, flatbeds, deck-over trailers, tilt trailers, dump trailers, gooseneck trailers, lowboy trailers, tag trailers, traveling axle trailers, traveling tail trailers, detachable trailers, rollback carriers, hydraulic platform trailers, end-dump trailers, utility/telecom trailers, heavy-haul trailers, and custom or application-specific configurations.	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Matheny estimates that it has directly served more than 300 U.S. government, education, utility, emergency response, transportation, public works, and other public-sector entities during the past three years. When combined with the public-sector experience and customer reach of the participating manufacturers, the proposed supplier network has served an estimated 1,250+ U.S. government and educational entities during the same period. Matheny and its proposed supplier network have made sales in approximately 49 U.S. states and are capable of supporting Sourcewell participating entities throughout the United States. This nationwide capability is supported by Matheny's company-operated locations, approximately 250+ authorized U.S. dealer/distributor/sales locations across the participating manufacturers, 350+ service and warranty support locations, and additional truck OEM service channels that may be utilized where appropriate. Matheny's capability is further strengthened by manufacturer support resources: • Kaufman Trailers provides factory-direct sales, parts, warranty, customer support, and nationwide delivery resources. • Four Degree Trailers/MTM Trailers provides factory support, parts, service, warranty, and technical resources for specialty dump and hydraulic platform trailer products. • Landoll Corporation provides authorized dealer, parts, service, warranty, OEM/government, and technical support resources for heavy-haul and specialty trailer products. • Behnke Trailers provides factory support and an authorized dealer network of approximately 135 locations throughout North America. Matheny also maintains relationships with major truck and transportation OEMs, including Freightliner, Western Star, Hino Trucks, Isuzu Trucks, GMC, Ford, Thomas Built Buses, Landoll, and MAC Trailer products. These relationships provide additional service, parts, warranty, and technical support resources that may assist Sourcewell participating entities throughout the equipment lifecycle. Matheny is partnered with Aria CSS, a government-contracting and cooperative-purchasing specialist. Aria CSS assists with Sourcewell contract administration, cooperative purchasing education, customer outreach, contract compliance, reporting, lead development, and public-sector customer support. Through the combined resources of Matheny, its participating manufacturers, authorized dealer and service networks, delivery partners, truck OEM support channels, and Aria CSS, Sourcewell participating entities throughout the United States will have access to competitively solicited trailer solutions, responsive cust	
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii	Matheny Motor Truck Co. does not impose any specific restrictions on sales to Sourcewell participating entities located in Alaska, Hawaii, or U.S. Territories. Participating entities located in Alaska, Hawaii, Puerto Rico, Guam, the U.S. Virgin Islands, American Samoa, the Northern Mariana Islands, and other U.S. Territories are eligible to purchase products through the resulting Sourcewell	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

	and Alaska and in US Territories.	contract under the same terms and conditions generally available to participating entities within the continental United States. Due to geographic location, transportation requirements, and carrier availability, freight costs, delivery schedules, and shipping methods may vary depending on the destination, product configuration, and manufacturer. Matheny will work directly with participating entities, manufacturers, dealers, and transportation providers to identify the most efficient and cost-effective delivery solution available for each order. Matheny's participating manufacturers, authorized dealer networks, transportation partners, and customer support personnel will assist with delivery coordination, freight planning, required documentation, warranty support, and post-delivery assistance as needed. Other than customary freight, transportation, and logistical considerations associated with remote destinations, no special requirements, minimum purchase quantities, or contract restrictions apply to Sourcewell participating entities located in Alaska, Hawaii, or U.S. Territories.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	Matheny Motor Truck Co. is fully capable of providing the requested Solutions to Sourcewell participating entities throughout Canada through its relationships with participating manufacturers, authorized dealer networks, delivery partners, service providers, and customer support resources. As the authorized dealer and reseller for Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers, Matheny offers a broad range of trailer solutions capable of supporting Canadian municipalities, provincial agencies, public works departments, utilities, transportation agencies, educational institutions, contractors, and other public-sector organizations. Based on available information from the proposed supplier network, Matheny and its participating manufacturers have collectively served an estimated 65+ Canadian government and educational entities during the past three years and maintain dealer, distributor, service, or support coverage in approximately six Canadian provinces, including Alberta, British Columbia, Manitoba, Ontario, Quebec, and Saskatchewan. The proposed supplier network includes an estimated 12+ Canadian dealers, distributors, and service partners, supported by factory personnel, transportation providers, warranty administrators, parts departments, and technical support teams. Depending on the product and customer location, sales, delivery, warranty support, and service may be provided through factory-direct channels, authorized dealers, service partners, or other approved distribution methods. Matheny serves as the primary contracting entity and single point of accountability for the resulting Sourcewell contract. Matheny coordinates directly with participating manufacturers, dealers, transportation providers, and service partners to ensure Canadian customers receive responsive support throughout the procurement, delivery, warranty, and ownership lifecycle.	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Matheny is also partnered with Aria CSS, a government-contracting and cooperative-purchasing specialist that provides support for Sourcewell contract administration, customer outreach, contract compliance, reporting, and cooperative purchasing initiatives. Aria CSS currently supports multiple Sourcewell-awarded contracts that are actively marketed through Canoe Procurement Group of Canada and brings valuable experience supporting Canadian public-sector procurement opportunities. If awarded a Sourcewell contract, Matheny and Aria CSS will actively promote the contract throughout Canada, educate eligible agencies regarding the benefits of cooperative purchasing, and support participation through Canoe Procurement Group where applicable. Through the combined resources of Matheny, its participating manufacturers, authorized dealer and service networks, delivery partners, and Aria CSS, Sourcewell participating entities throughout Canada will have access to competitively solicited trailer solutions, responsive customer support, delivery coordination, warranty assistance, parts support, and long-term product support throughout the life of the contract.	
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Matheny Motor Truck Co. does not anticipate any geographic areas within the United States or Canada that will be excluded from service under the proposed Sourcewell agreement. Matheny is committed to serving Sourcewell participating entities throughout the United States and Canada through its internal sales, service, parts, warranty, and customer support resources, as well as through participating manufacturers, authorized dealer networks, service partners, transportation providers, and Aria CSS contract support. Participating entities located in the continental United States, Alaska, Hawaii, U.S. Territories, and all Canadian provinces and territories will have access to the products and services offered under the resulting Sourcewell contract. Freight costs, delivery schedules, transportation methods, and service coordination may vary based on customer location, product configuration, and manufacturer requirements; however, these logistical factors do not limit Matheny's ability or willingness to serve those areas. Accordingly, Matheny intends to fully serve all geographic areas of the United States and Canada through the proposed Sourcewell contract if awarded.	*
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.	Matheny Motor Truck Co. does not anticipate any account type, customer category, or Sourcewell participating entity classification that would be excluded from access to the products and services offered under the proposed agreement. If awarded a Sourcewell contract, Matheny intends to make the resulting contract available to all eligible Sourcewell participating entities, including federal agencies, state agencies, counties, municipalities, public works departments, utilities, transportation agencies, educational institutions, tribal governments, nonprofit organizations, and other eligible public-sector entities throughout the United States and Canada. Through its relationships with Kaufman Trailers, Four Degree Trailers/MTM	*

		Trailers, Landoll Corporation, and Behnke Trailers, Matheny offers a broad range of trailer solutions capable of supporting a wide variety of applications and customer requirements. Combined with Matheny's sales, service, parts, warranty, delivery, and contract administration resources, participating entities will have access to comprehensive support throughout the procurement and ownership lifecycle. Accordingly, no eligible Sourcewell participating entity type will be denied access to the products and services proposed under this solicitation, subject only to product availability, production schedules, freight considerations, manufacturer requirements, and applicable laws and regulations.	
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. Matheny Motor Truck Co. will extend the terms, pricing, and conditions of any resulting Sourcewell master agreement to eligible nonprofit entities in accordance with Sourcewell policies and participation requirements. Eligible nonprofit organizations will have access to the same products, services, contract pricing, customer support, warranty assistance, and purchasing benefits available to other Sourcewell participating entities, subject to the terms and conditions of the resulting contract.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials.	If awarded a Sourcewell contract, Matheny Motor Truck Co. will implement a targeted, multi-channel marketing strategy designed to increase contract awareness, educate eligible agencies on cooperative purchasing, and promote the trailer solutions available through Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers. Contract Launch (0-90 Days Following Award) Following contract award, Matheny and Aria CSS will implement a coordinated launch strategy that includes: • Contract award announcements through press releases, newsletters, email campaigns, social media, and dealer communications • Development of a dedicated Sourcewell webpage featuring contract information, purchasing resources, available trailer solutions, and customer support contacts • Distribution of contract information and marketing materials throughout participating manufacturer and dealer networks • Internal sales training and contract rollout meetings for Matheny personnel and participating partners • Direct outreach to government, municipal, utility, transportation, public works, emergency response, and educational organizations Ongoing Marketing Activities	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Matheny and Aria CSS will promote the contract through: • Dedicated Sourcewell contract webpage • Email marketing campaigns • Social media outreach • Direct agency outreach and customer visits • Product demonstrations and webinars • Trade shows and industry conferences • Government procurement and public works association events • Dealer and manufacturer communications • Cooperative purchasing education materials • Product brochures, catalogs, specification sheets, and application guides • Customer presentations and quote support materials Relationship-based selling will remain a core component of Matheny's strategy, supported by company sales personnel, manufacturer representatives, authorized dealers, and Aria CSS personnel conducting direct customer engagement throughout the United States and Canada. Government Market Intelligence and Lead Development A key component of Matheny's marketing strategy is proactive lead development. Through its partnership with Aria CSS and the use of GovWin IQ and other government market intelligence resources, Matheny will identify upcoming equipment replacement programs, fleet acquisitions, capital improvement projects, utility infrastructure investments, transportation initiatives, and public-sector procurement opportunities. This approach allows Matheny to engage agencies early in the planning and budgeting process and educate them on how Sourcewell can simplify procurement while reducing administrative burden. Qualified opportunities and market intelligence will be distributed to Matheny personnel, participating manufacturers, and authorized dealer partners as appropriate to support targeted outreach and contract utilization. Cooperative Purchasing Promotion Matheny and Aria CSS will actively educate agencies on the benefits of cooperative purchasing, including procurement efficiencies, competitively solicited pricing, reduced administrative burden, and accelerated purchasing timelines. Contract promotion will also be supported through cooperative purchasing directories, government purchasing resources, Sourcewell supplier resources, Pavilion, Compare Co-ops, GovWin IQ, and other public-sector procurement channels. Manufacturer and Dealer Engagement Matheny's marketing reach is expanded through the participation of Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers, along with their authorized dealer and service networks.	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Participating dealers, resellers, and manufacturer representatives will receive contract information, purchasing procedures, pricing guidance, marketing materials, and cooperative purchasing education to support consistent contract utilization and customer service. Canadian Marketing Strategy Matheny and Aria CSS will actively support Canadian participating entities through existing manufacturer dealer networks, customer outreach initiatives, industry events, cooperative purchasing education, and Canoe Procurement Group opportunities where applicable. Marketing efforts will target municipalities, provincial agencies, utilities, transportation departments, public works organizations, school boards, colleges, universities, and other eligible public-sector entities throughout Canada. Performance Measurement Marketing effectiveness will be monitored through: • Contract utilization and sales activity • Lead generation and quote activity • Number of participating entities served • Website traffic and customer inquiries • Dealer participation and engagement • Product demonstrations and agency presentations • Quote-to-order conversion rates • Sourcewell reporting metrics • Growth in cooperative purchasing participation Through the combined efforts of Matheny, its participating manufacturers, authorized dealer networks, service partners, and Aria CSS government-contracting professionals, Matheny is committed to actively promoting the Sourcewell contract and maximizing its value to participating entities throughout the United States and Canada. See attached Marketing.zip	
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.	Matheny Motor Truck Co. utilizes digital marketing technologies, website analytics, social media platforms, customer engagement tools, government procurement intelligence, and market data resources to support lead generation, customer outreach, dealer communications, and Sourcewell contract utilization throughout the United States and Canada. Website and Digital Presence Matheny maintains a professional website that serves as a central source of information for products, service resources, financing options, and customer support. If awarded a Sourcewell contract, Matheny will maintain a dedicated Sourcewell webpage featuring contract information, purchasing resources, participating manufacturers, quote request instructions, and customer support contacts.	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

Website analytics may be used to monitor:

• Website traffic and visitor behavior
• Product page engagement
• Customer inquiries and lead activity
• Geographic interest trends
• Marketing campaign performance
• Sourcewell webpage utilization
• Quote requests and contact form submissions

These analytics help Matheny improve customer engagement, optimize outreach efforts, and measure contract awareness.

Search Engine Optimization (SEO)

Matheny utilizes SEO best practices to improve online visibility and help customers locate contract information and trailer solutions. These efforts may include:

• Product-specific keyword optimization
• Metadata management and page descriptions
• Search-friendly content development
• Technical website optimization
• Image and product tagging
• Cooperative purchasing and Sourcewell-related search terms
• Content updates and performance monitoring

Social Media and Digital Marketing

Matheny utilizes digital communication channels including:

• LinkedIn
• Facebook
• Instagram
• YouTube

These platforms may be used to share product announcements, equipment deliveries, customer success stories, trade show participation, industry news, manufacturer updates, and cooperative purchasing information.

Matheny, participating manufacturers, and Aria CSS also utilize digital marketing tools that support:

• Email marketing campaigns
• Customer segmentation
• Lead tracking
• Marketing automation
• Campaign performance measurement
• Customer engagement analytics

Digital Product Resources

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Matheny provides customers with access to digital product resources, including: • Product catalogs • Product brochures • Specification sheets • Product videos • Inventory information • Application guides • Cooperative purchasing resources • Quote request forms These tools allow participating entities to efficiently research available solutions and begin the procurement process. Government Market Intelligence and Procurement Data Through its partnership with Aria CSS, Matheny utilizes government market intelligence and procurement platforms including: • GovWin IQ • SAM.gov • BidNet Direct • GovSpend • DemandStar • BidSync • State and Provincial Procurement Portals • Pavilion • Compare Co-ops These resources provide access to public-sector purchasing data, agency budgets, capital improvement plans, procurement forecasts, equipment replacement schedules, historical purchasing activity, and solicitation opportunities. This information helps Matheny identify opportunities early in the procurement lifecycle and educate agencies on how Sourcewell can streamline purchasing. Lead Development and Professional Networking Matheny and Aria CSS utilize customer engagement data, website analytics, procurement intelligence, and publicly available purchasing information to support market segmentation, opportunity tracking, and customer outreach. Aria CSS also utilizes LinkedIn Sales Navigator and related professional networking tools to identify and engage procurement officials, fleet managers, transportation directors, public works leaders, utility managers, school administrators, and other public-sector decision-makers. Performance Measurement Digital marketing effectiveness is monitored through: • Website traffic and engagement metrics	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Lead generation activity • Marketing campaign results • Customer inquiry volume • Social media engagement • Sourcewell webpage traffic • Quote-to-order conversion rates • Dealer participation and referral activity • Contract utilization trends Matheny will continue to evaluate appropriate technology, automation, analytics, artificial intelligence, and digital marketing tools that improve lead identification, customer communication, contract promotion, and overall contract utilization. All customer and agency information will be used responsibly and in accordance with applicable privacy requirements. Through the combined use of digital marketing technologies, analytics, procurement intelligence, customer engagement tools, participating manufacturer resources, and Aria CSS government-contracting support, Matheny is positioned to effectively promote the Sourcewell contract and maximize awareness and utilization among participating entities throughout the United States and Canada. See attached Marketing.zip	
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	Matheny Motor Truck Co. views Sourcewell as a strategic cooperative purchasing partner whose primary role is to provide participating entities with competitively awarded, legally compliant procurement solutions while increasing awareness and utilization of available contract offerings. Matheny believes Sourcewell's role includes: • Providing contract visibility through the Sourcewell website, contract directory, supplier pages, member communications, and other outreach initiatives. • Promoting awareness of awarded contracts among participating entities and prospective members. • Educating participating entities regarding the benefits of cooperative purchasing, procurement compliance, and available contract solutions. • Providing contract documentation, purchasing guidance, and cooperative purchasing resources that simplify the acquisition process. • Assisting participating entities with general contract navigation, membership information, and cooperative purchasing questions. • Facilitating communication between participating entities and awarded suppliers when appropriate. Matheny recognizes that the primary responsibility for contract promotion, customer engagement, sales support, dealer coordination, training, contract administration, and utilization rests with the awarded supplier. If awarded, Matheny will actively integrate the Sourcewell contract into its sales, marketing,	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		customer support, and business development activities. Matheny will leverage its extensive transportation equipment infrastructure, including company-operated sales and service locations, more than 300 employees, experienced sales and service personnel, established customer relationships, and strategic partnerships with Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers. These manufacturer relationships provide access to nationwide dealer networks, factory support resources, warranty programs, parts distribution systems, and localized service capabilities throughout the United States and Canada. Matheny will designate contract management personnel responsible for Sourcewell administration, reporting, compliance, customer support, and coordination with participating manufacturers and authorized resellers. Authorized dealers and approved resellers participating under the contract will receive contract guidance, pricing information, reporting procedures, and reseller documentation requirements to ensure consistent contract administration and compliance. Matheny is also supported by Aria CSS, a government contracting and cooperative purchasing specialist that provides contract administration support, cooperative purchasing expertise, government outreach, lead development, customer education, compliance assistance, and reporting support. Together, Matheny and Aria CSS will work to educate agencies on cooperative purchasing, promote contract awareness, support participating entities throughout the procurement process, and maximize contract utilization. Matheny views the most successful cooperative purchasing contracts as true partnerships. Sourcewell provides contract visibility, member education, procurement support, and cooperative purchasing expertise, while Matheny, its participating manufacturers, authorized dealers, approved resellers, and Aria CSS provide product expertise, customer engagement, service support, contract administration, and ongoing contract promotion. Through this collaborative approach, Matheny is committed to helping Sourcewell participating entities efficiently access high-quality trailer solutions while receiving responsive customer service, dependable support, and long-term value throughout the life of the contract.	
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	If awarded a Sourcewell contract, Matheny Motor Truck Co. will fully integrate the agreement into its sales, quoting, order management, customer service, reseller management, marketing, and contract administration processes to ensure participating entities receive a consistent, compliant, and streamlined purchasing experience. Contract Management Matheny will designate contract management personnel responsible for Sourcewell compliance, reporting, customer support coordination, reseller oversight, and overall contract administration. These individuals will work closely with Matheny's sales, service, parts, warranty, and support teams, participating manufacturers, authorized dealers, approved resellers, and Aria CSS to ensure consistent contract execution and customer support.	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Aria CSS will assist with contract administration, cooperative purchasing education, government outreach, lead development, compliance support, reporting, and contract marketing activities. Sales, Reseller, and Dealer Training Upon award, Matheny will provide training and contract guidance to employees, participating manufacturers, authorized dealers, and approved resellers regarding: • Sourcewell purchasing procedures • Contract pricing and quoting requirements • Eligible participating entities • Order processing procedures • Reseller documentation requirements • Contract compliance and reporting requirements • Customer support expectations • Cooperative purchasing benefits Training may be delivered through internal meetings, web-based sessions, webinars, contract summaries, sales guides, and ongoing refresher training. Reseller and Manufacturer Integration Matheny's participating manufacturers, authorized dealers, and approved resellers will play an important role in identifying opportunities, supporting customers, coordinating deliveries, and providing localized service and warranty assistance. Authorized resellers participating under the contract will be required to follow Matheny's established reseller compliance process. For each Sourcewell sale, participating resellers will submit: • Completed reseller reporting form • Copy of the customer purchase order • Copy of the approved Sourcewell quotation • Applicable sales and customer information This documentation will be uploaded through Matheny's contract administration portal and submitted to sourcewell-orders@mathenymotors.com to ensure accurate reporting, contract compliance, audit readiness, and administrative fee tracking. Order Administration and Compliance Sourcewell opportunities may originate through Matheny personnel, participating manufacturers, authorized dealers, approved resellers, Aria CSS, Sourcewell referrals, marketing initiatives, trade shows, or existing customer relationships. All Sourcewell orders will be reviewed prior to acceptance to verify participating entity eligibility, pricing accuracy, contract compliance, applicable discounts, open-market items, freight charges, and required documentation. Orders will be	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		tracked through Matheny's internal sales and accounting processes to support reporting, customer service, and contract administration requirements. Marketing and Sales Integration The Sourcewell contract will be incorporated into Matheny's ongoing sales and marketing efforts, including: • Company website and Sourcewell landing page • Email marketing campaigns • Social media outreach • Product literature and catalogs • Manufacturer and dealer communications • Trade shows and conferences • Customer presentations and agency outreach • Government procurement events • Cooperative purchasing education initiatives Matheny's sales personnel will be encouraged to present the Sourcewell contract as a preferred purchasing option whenever it provides value and procurement advantages to eligible customers. Performance Review Matheny and Aria CSS will periodically review contract utilization, sales activity, reseller participation, customer feedback, compliance performance, reporting accuracy, and marketing effectiveness to identify opportunities for continuous improvement and increased contract utilization. Through the combined efforts of Matheny's leadership team, employees, participating manufacturers, authorized dealers, approved resellers, and Aria CSS, the Sourcewell contract will become a fully integrated component of Matheny's sales, customer support, and government contracting strategy throughout the United States and Canada.	
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.	Matheny Motor Truck Co. does not currently offer a fully automated e-Commerce or e-Procurement ordering platform for the products proposed under this solicitation. The trailer solutions offered through Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers are frequently customized to meet specific customer requirements, making direct consultation an important part of the procurement process. While a fully automated online ordering system is not currently utilized, customers may initiate the purchasing process electronically through Matheny's website, email, electronic quote requests, digital product literature, online communications, and manufacturer-supported resources. Quotations, specifications, option selections, purchase orders, order acknowledgements, and related documentation can be exchanged electronically throughout the procurement process. Matheny utilizes electronic communication, digital document management, manufacturer ordering systems, and internal business systems to support efficient order processing, customer communications, quote development, order	*

		tracking, and contract administration. If awarded a Sourcewell contract, Matheny will maintain a dedicated Sourcewell webpage and electronic quote request process that allows participating entities to request pricing, review available products, obtain specifications, and initiate purchases electronically. Example: A municipal public works department identifies a need for a new equipment trailer and submits an electronic quote request through Matheny's sales team. Product specifications, options, and application requirements are reviewed electronically with the customer. Matheny then provides a Sourcewell-compliant quotation via email. The customer issues an electronic purchase order, and all subsequent order documentation, production updates, delivery coordination, warranty registration, and customer communications are handled electronically until delivery is completed. This process reduces administrative effort, accelerates procurement timelines, and provides customers with convenient access to project information throughout the purchasing cycle. Matheny continues to evaluate technologies that may further enhance electronic procurement capabilities, customer self-service resources, digital communications, and overall purchasing efficiency for Sourcewell participating entities.	

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.	Matheny Motor Truck Co. provides product orientation, operational guidance, maintenance support, warranty education, and customer training resources designed to help customers safely operate and maintain the trailer solutions offered under this contract. Because the proposed trailer solutions vary by manufacturer, model, capacity, configuration, options, and intended application, training is generally tailored to the equipment purchased and the customer’s operational requirements. Standard Training and Orientation Standard product orientation and customer familiarization are generally provided as part of the delivery and customer support process at no additional cost. Training may be provided by: • Matheny personnel • Participating manufacturer personnel • Authorized dealers or resellers • Delivery personnel • Service representatives, when appropriate Standard orientation may include: • Equipment overview and safe operation	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Pre-trip and post-trip inspection procedures • Proper loading and unloading practices • Weight distribution and payload awareness • Cargo securement and tie-down practices • Coupler, pintle, gooseneck, and fifth-wheel connection procedures • Brake, lighting, and electrical system operation • Hydraulic system operation, where applicable • Ramp, deck, tilt, locking, and securement mechanism operation • Routine maintenance recommendations • Warranty registration and claim procedures • Parts, service, and support resources Optional Training Additional training services may be available upon request and may be quoted separately based on scope, location, travel requirements, number of attendees, and duration. Optional training may include: • On-site customer training • Advanced operator training • Train-the-trainer programs • Fleet orientation programs • Product demonstrations • Maintenance and inspection workshops • Customer-specific operational training • Specialized equipment training for unique trailer configurations Product-Specific Training The participating manufacturers, including Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers, may provide product-specific manuals, warranty materials, technical guidance, service resources, and operational support for their respective products. Matheny will coordinate with the applicable manufacturer, authorized dealer, or reseller when specialized product knowledge or manufacturer-level support is required. Training may be available for a variety of trailer applications, including: • Equipment transport trailers • Tilt trailers • Dump trailers • Flatbed and deck-over trailers • Lowboy and heavy-haul trailers • Hydraulic trailers • Traveling axle and detachable trailers • Construction and municipal fleet applications • Utility and infrastructure support trailers • Specialty and custom trailer configurations	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Training Delivery Methods Training may be delivered through: • In-person orientation at delivery • Dealer or reseller-provided product walkthroughs • Manufacturer-supported training sessions • On-site customer training • Web-based meetings or video conferences • Product manuals and documentation • Maintenance and warranty guides • Digital videos and support materials, when available Sourcewell and Cooperative Purchasing Education Aria CSS will assist with Sourcewell contract education, cooperative purchasing procedures, contract utilization guidance, reseller training, customer education, webinars, and public-sector procurement support when requested. Cost Summary Standard product orientation and familiarization are generally included at no additional cost as part of the delivery process. Optional on-site training, advanced operator training, train-the-trainer programs, maintenance workshops, and other specialized customer-requested training services may be available for an additional fee based on scope, duration, location, travel requirements, and the number of participants. Training is intended to support safe and effective product use but does not replace any applicable operator licensing requirements, CDL requirements, DOT compliance obligations, OSHA training, internal safety programs, or other regulatory requirements applicable to the participating entity's operations. Through Matheny's personnel, participating manufacturers, authorized dealers, approved resellers, service partners, and Aria CSS, Sourcewell participating entities will have access to product training, operational guidance, maintenance support, warranty assistance, and cooperative purchasing education throughout the term of the agreement.	
42	Describe any technological advances that your proposed Solutions offer.	Matheny Motor Truck Co.'s proposed Solutions incorporate a broad range of advanced engineering, hydraulic systems, patented technologies, modern manufacturing processes, and application-specific innovations through its participating manufacturers: Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers. These technologies are designed to improve safety, loading efficiency, equipment transport, payload capacity, durability, corrosion resistance, customization, serviceability, and overall lifecycle value for government, educational, utility, transportation, construction, public works, and commercial fleet customers. Because Matheny offers multiple manufacturers under this Proposal, the specific technologies available will vary by manufacturer, model, configuration, and	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		intended application. Matheny works closely with customers to identify the trailer technology and configuration best suited to their operational requirements. Kaufman Trailers Kaufman Trailers offers practical technologies focused on loading efficiency, operational simplicity, and long-term reliability. Available features include: • Hydraulic tilt-bed systems • Hydraulic dump systems • Self-contained hydraulic power units • Detachable gooseneck configurations • Heavy-duty equipment transport designs • Integrated load and weight-distribution resources • Digital parts support, wiring diagrams, and technical documentation These technologies help reduce loading times, improve safety, and simplify equipment transport operations. Landoll Corporation Landoll is widely recognized for its innovative heavy-haul and specialized trailer technologies. Available features include: • Traveling axle trailer systems • Traveling tail loading technology • Ground-loading trailer designs • Hydraulic detachable trailer systems • Low load-angle configurations • Advanced hydraulic control systems These technologies allow operators to safely load and transport low-clearance equipment, construction machinery, containers, rental fleet equipment, and other heavy assets while minimizing loading risks and improving efficiency. Four Degree Trailers / MTM Trailers Four Degree and MTM Trailer Manufacturing provide specialized technologies for material hauling and low-angle equipment transport, including: • Hydraulic Lo Riser trailer technology • Lift-a-Load trailer systems • Ground-level loading capabilities • Dock-height loading functionality • Specialized end-dump trailer designs • Heavy-duty steel and aluminum trailer construction These systems improve loading safety, reduce equipment handling requirements, and increase productivity in construction, utility, infrastructure, aggregate, asphalt, demolition, and industrial applications. Behnke Trailers	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Behnke offers advanced engineering and patented technologies designed for demanding applications. Available innovations include: • Patented Split-Tilt Deck Technology (U.S. Patent Nos. 11,440,455 and 12,515,575) • Hydraulic beavertails • Hydraulic ramp systems • Power tilt and air tilt systems • Advanced custom-engineered trailer solutions • High-strength structural designs • Utility, telecommunications, and specialty trailer technologies These innovations improve loading efficiency, operator safety, equipment organization, and transportation flexibility for utility, telecommunications, construction, public works, and specialty fleet operations. Advanced Manufacturing and Engineering Technologies Across the proposed manufacturers, technological advances may include: • CAD-based engineering and design systems • CNC machining and precision fabrication • Robotic and automated welding systems • Laser-cut manufacturing processes • High-strength steel and aluminum construction • Corrosion-resistant coatings and finishing systems • Advanced suspension, braking, and lighting technologies • Engineered tie-down and load securement systems • Hydraulic and electric-over-hydraulic operating systems These technologies improve manufacturing consistency, product durability, structural performance, and long-term reliability. Digital Resources and Customer Support Technology The proposed manufacturers also provide technology-driven customer support resources, including: • Online parts ordering and support • Digital product documentation • Wiring diagrams and technical manuals • Warranty management resources • Product videos and training materials • Technical support and service resources These tools help customers efficiently maintain equipment and reduce downtime throughout the equipment lifecycle. Matheny’s role is to help participating entities evaluate these technologies and select the trailer solution that best aligns with their operational requirements, equipment types, loading conditions, service expectations, and budget. When specialized engineering or technical support is required, Matheny coordinates directly with the applicable manufacturer, authorized dealer, or service partner.	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Through the combined engineering, manufacturing, and product innovations of Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers, Matheny offers Sourcewell participating entities access to modern trailer solutions designed to improve safety, productivity, operational efficiency, reliability, and long-term value.	
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.	Matheny Motor Truck Co. is committed to responsible business practices, durable equipment solutions, long-term lifecycle value, repairability, parts support, and helping customers maximize the useful life of their transportation assets. As a dealer and reseller, Matheny's sustainability approach is centered on providing reliable, serviceable equipment that can remain in operation for many years while reducing unnecessary replacement, downtime, material consumption, and lifecycle costs. Matheny supports sustainability through practical operating practices common to the transportation equipment industry, including preventive maintenance support, parts availability, warranty coordination, service and repair capabilities, electronic documentation, responsible handling of service-related waste streams, and coordination with manufacturers that emphasize durable design and long-term product support. Matheny has also supported cleaner transportation initiatives, including participation in public-sector electric school bus programs. This experience demonstrates Matheny's ability to assist government and educational customers with emerging transportation technologies, grant-funded equipment programs, and lower-emission fleet initiatives. The trailer solutions proposed under this contract support sustainability through durability, corrosion resistance, repairability, efficient loading technologies, and long equipment life. Depending on manufacturer, model, and configuration, available product features may include high-strength steel or aluminum construction, powder coat or corrosion-resistant finishes, LED lighting, modular or sealed wiring systems, centralized grease systems, serviceable components, replaceable wear items, parts availability, and product documentation that supports proper operation and maintenance. Kaufman Trailers supports lifecycle value through durable trailer construction, factory-direct support, LED lighting on applicable models, sealed wiring harnesses on applicable models, online manuals, wiring diagrams, load distribution guides, warranty information, and replacement parts resources. These features and resources help customers maintain trailers properly and extend useful equipment life. Four Degree Trailers / MTM Trailers support sustainability through durable steel and aluminum trailer configurations, efficient material-hauling designs, hydraulic platform trailers, Lo Riser trailers, and Lift-a-Load systems. These products are designed to improve loading efficiency, reduce double handling, reduce labor requirements, and support long-term productivity in municipal, construction, utility, industrial, and fleet applications. Landoll Corporation supports lifecycle value through heavy-haul trailer designs, powder-coated frame finishes on applicable models, zinc-rich primer on	*

		applicable models, LED lighting systems, modular wiring, centralized grease systems, serviceable components, and product designs that improve loading efficiency and reduce unnecessary equipment handling. Behnke Trailers supports sustainability through durable steel construction, advanced fabrication methods, corrosion-resistant finishing processes, zinc-rich primer, powder coating, LED lighting on applicable models, modular wiring, repairable components, parts availability, and long-term dealer and warranty support. Behnke has documented sustainability initiatives that include facility energy-efficiency evaluations, scrap metal recycling programs, powder-coating systems with reclaim capabilities, responsible waste-management practices, and a focus on manufacturing durable products designed for extended service life. Several proposed manufacturers utilize powder coating or similar durable finish systems that can improve corrosion resistance and extend product life. Compared with many traditional liquid coating processes, powder coating can support improved material efficiency, reduced coating waste, and extended equipment lifecycle value. Many proposed trailer solutions also incorporate recyclable steel and aluminum components. While end-of-life recycling depends on customer practices and local recycling availability, the use of commonly recyclable materials supports responsible lifecycle management. Matheny is not currently represented as holding any company-wide environmental certifications such as ISO 14001. However, Matheny works with manufacturers that maintain documented environmental, safety, quality, recycling, energy-efficiency, and sustainability initiatives within their respective operations. Where manufacturer-specific certifications, environmental programs, or sustainability documentation are available, those materials can be provided upon request. Matheny's overall sustainability philosophy focuses on delivering durable, repairable, long-life equipment solutions that reduce total lifecycle costs, maximize asset utilization, minimize premature replacement, and support responsible stewardship of customer resources.	
44	Describe any third-party issued, eco- labels, ratings, or certifications that your proposed solutions hold.	Matheny Motor Truck Co. is not currently representing any third-party-issued eco-labels, environmental ratings, Environmental Product Declarations (EPDs), carbon footprint certifications, or similar product-level sustainability certifications for the trailer solutions proposed under this RFP. The products offered under this proposal consist primarily of non-powered trailer equipment manufactured by Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers. Unlike engines, vehicles, or powered equipment, trailer products are generally not subject to many of the third-party environmental certification programs commonly associated with emissions, energy consumption, or fuel efficiency. While Matheny is not currently claiming specific eco-labels or environmental ratings for the proposed solutions, the manufacturers represented under this proposal incorporate numerous design and manufacturing practices that support long-term sustainability objectives, including:	*

		• Durable steel and aluminum construction • Long service life and lifecycle value • Corrosion-resistant finishes and powder coating systems on applicable models • LED lighting systems on applicable models • Repairable and serviceable component designs • Replacement parts availability and long-term product support • Recyclable steel and aluminum materials • Efficient loading and transportation technologies that help maximize operational productivity Matheny works closely with its manufacturing partners and will provide any available third-party documentation related to specific products, materials, coatings, recycled-content claims, environmental compliance information, safety certifications, or manufacturing certifications when available and applicable. Should any participating manufacturer obtain or identify applicable third-party-issued environmental certifications, sustainability ratings, Environmental Product Declarations (EPDs), recycled-content certifications, or other recognized sustainability credentials during the term of the resulting contract, Matheny will make such information available to Sourcewell participating entities upon request. Matheny remains committed to providing durable, repairable, and long-lasting trailer solutions that support responsible lifecycle management and maximize value for public-sector customers.	
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique advantages meaningful for Sourcewell participating entities?	Matheny Motor Truck Co.'s most significant differentiator is its ability to provide Sourcewell participating entities with access to multiple industry-leading trailer manufacturers through a single contract, supported by a highly experienced transportation equipment organization, nationwide manufacturer support resources, and dedicated cooperative purchasing expertise. Unlike many suppliers that offer only a single product line, Matheny brings together the specialized capabilities of Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers under one contract vehicle. This allows participating entities to evaluate multiple trailer technologies, configurations, capacities, and manufacturers without conducting separate procurements or managing multiple supplier relationships. Each manufacturer contributes unique strengths: • Kaufman Trailers offers a broad portfolio of utility, equipment, tilt, dump, gooseneck, enclosed, detachable, and specialty trailers supported by factory-direct sales and nationwide delivery capabilities. • Landoll Corporation is recognized for advanced heavy-haul and specialty transportation solutions, including traveling axle, traveling tail, detachable, rollback, and severe-duty trailer designs widely used in construction, transportation, equipment rental, and infrastructure applications. • Four Degree Trailers / MTM Trailers provide specialized hydraulic platform trailers, Lift-a-Load trailers, Lo Riser trailers, dump trailers, and material-hauling	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		solutions designed for low-angle loading, efficient material transport, and demanding commercial applications. • Behnke Trailers offers heavy-duty construction, utility, telecommunications, agricultural, custom-engineered, and specialty trailer solutions, including patented split-tilt trailer technology and highly configurable application-specific designs. This diverse product offering allows Matheny to match the customer's operational requirements to the most appropriate manufacturer and trailer configuration rather than forcing customers into a limited or one-size-fits-all solution. Another key advantage is Matheny's extensive transportation equipment experience. Established in 1922, Matheny has more than a century of experience supporting commercial, municipal, utility, emergency response, educational, and government customers. The company operates multiple truck, trailer, towing, fire apparatus, emergency vehicle, bus, parts, and service locations and employs more than 300 personnel supporting sales, service, parts, warranty, and customer support operations. Matheny's relationships with major transportation OEMs, including Freightliner, Western Star, International Truck, Hino Trucks, Isuzu Trucks, Thomas Built Buses, and other industry-leading manufacturers, provide additional service, warranty, parts, and technical support resources that benefit customers throughout the equipment lifecycle. Because many commercial vehicle service locations routinely support trailer equipment, participating entities gain access to a broad support infrastructure beyond the trailer manufacturers themselves. Matheny's partnership with Aria CSS provides another unique advantage. Aria CSS specializes exclusively in government contracting and cooperative purchasing and supports multiple national cooperative purchasing contracts. Aria CSS assists with contract administration, cooperative purchasing education, compliance oversight, customer outreach, lead development, reporting, and public-sector market support. This dedicated contract-management capability helps ensure the resulting Sourcewell contract is actively promoted, properly administered, and fully supported throughout its term. For Sourcewell participating entities, these advantages translate into: • Access to multiple specialized trailer manufacturers through one contract • Broader product selection and application-specific solutions • Simplified procurement and reduced administrative burden • Extensive sales, service, warranty, and parts support resources • Access to experienced transportation equipment professionals • Dedicated government-contract administration and cooperative purchasing expertise • Increased contract utilization through proactive marketing and outreach efforts • Long-term lifecycle support from both Matheny and its manufacturing partners The combination of Matheny's century of transportation experience, its portfolio of leading trailer manufacturers, its nationwide support capabilities, and its partnership with Aria CSS creates a comprehensive solution that delivers	

		greater flexibility, stronger customer support, simplified procurement, and exceptional value for Sourcewell participating entities.	

Table 5B: Value-Added Attributes

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

Select all that apply below.

#	Certification	Offered	Comment	
46	Minority Business Enterprise (MBE)	○ Yes ◉ No	n/a	*
47	Women Business Enterprise (WBE)	○ Yes ◉ No	n/a	*
48	Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	n/a	*
49	Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	n/a	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	n/a	*
51	Small Business Enterprise (SBE)	○ Yes ◉ No	n/a	*
52	Small Disadvantaged Business (SDB)	○ Yes ◉ No	n/a	*
53	Women-Owned Small Business (WOSB)	○ Yes ◉ No	n/a	*

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.	Matheny Motor Truck Co.'s standard payment terms for government, educational, utility, and other qualifying public-sector entities are Net 30 days from the date of invoice, unless otherwise agreed to in writing or required by the participating entity's procurement policies. For purchases completed through an authorized manufacturer, dealer, reseller, or other approved fulfillment partner operating under the resulting Sourcewell contract, payment terms may vary based on the specific transaction structure and will be clearly identified in the quotation and sales documentation. Participating fulfillment partners are expected to offer commercially reasonable payment terms consistent with industry standards, contract requirements, and applicable laws.	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Because many of the trailer solutions offered under this proposal are configurable, specialized, or custom-manufactured, alternative payment structures may be utilized when appropriate. These may include deposits, progress payments, milestone billing, lease-purchase arrangements, municipal financing programs, equipment financing, or other mutually acceptable payment methods. Matheny has extensive experience working with government and educational procurement processes and will work collaboratively with participating entities to accommodate budget cycles, funding schedules, grant requirements, capital improvement programs, and purchasing procedures whenever practical. Accepted payment methods may include check, ACH/EFT, wire transfer, lease-purchase financing, and other approved payment methods agreed upon by the parties. Matheny's objective is to provide flexible, transparent, and customer-friendly payment options while ensuring efficient order processing, timely delivery, and compliance with applicable contract requirements.	
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	Matheny Motor Truck Co. accepts a variety of payment methods to accommodate the purchasing requirements of Sourcewell participating entities, including: • Purchase Orders (PO) • ACH / Electronic Funds Transfer (EFT) • Company or Government Checks • Wire Transfers • Credit Cards • Procurement Cards (P-Cards) • Financing, lease-purchase, or other mutually agreed upon payment methods, when applicable Matheny recognizes that many government, educational, and nonprofit organizations utilize procurement cards (P-Cards) and credit cards for purchasing and payment processing. Matheny accepts P-Card and credit card transactions in accordance with established company policies and applicable transaction limits. Authorized dealers participating under the resulting contract may also accept credit card and procurement card payments; however, accepted payment methods may vary by dealer location. At this time, Matheny does not assess any additional fees to Sourcewell participating entities for standard credit card or procurement card transactions unless otherwise required by law or disclosed in advance for a specific transaction. Any transaction-specific limitations or requirements will be communicated to the participating entity prior to order acceptance. Matheny is committed to providing flexible payment options that simplify procurement and support the purchasing requirements of Sourcewell participating entities.	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	Yes. Matheny Motor Truck Co. recognizes that many government agencies, municipalities, utilities, school districts, colleges, universities, and other public-sector organizations utilize financing and lease-purchase programs to acquire vehicles, equipment, and fleet solutions. Matheny can facilitate leasing and financing options through manufacturer-sponsored finance programs, qualified third-party financing providers, and customer-preferred financing partners. Available financing solutions may include: • Municipal Lease-Purchase Agreements • Tax-Exempt Financing • Equipment Leasing • Capital Leases • Operating Leases (where applicable) • Annual Appropriation Financing • Structured Payment Programs • Fleet Financing Programs • Customized Financing Solutions based on agency requirements Matheny maintains relationships with multiple truck and equipment manufacturers whose captive finance organizations may offer financing and leasing solutions for eligible products. Depending upon the equipment selected, financing options may be available through OEM-affiliated finance companies, authorized financial institutions, or approved third-party providers. One preferred financing resource is NCL Government Capital, a nationally recognized provider of financing solutions for government and educational entities. NCL Government Capital currently holds a Sourcewell-awarded contract (Contract #011620-NCL), providing participating entities with access to competitively solicited financing solutions through a trusted cooperative purchasing partner. NCL Government Capital specializes in financing equipment acquisitions for municipalities, counties, cities, public works departments, transportation agencies, utilities, schools, colleges, universities, and other governmental entities. Their programs are designed specifically to address public-sector budgeting requirements, procurement regulations, and funding constraints. Matheny will also work with customer-preferred financing institutions when requested. The objective is to provide flexible acquisition options that allow participating entities to obtain the vehicles and equipment they need while aligning purchases with budget cycles, capital improvement plans, and funding availability. Financing and lease-purchase options are evaluated on a project-by-project basis and remain subject to credit approval and the terms and conditions of the selected financing provider.	*
57	Describe any standard transaction	Matheny Motor Truck Co. utilizes standardized sales, ordering, delivery, financing, warranty, and contract administration documents to ensure accurate order processing, customer satisfaction, and compliance with Sourcewell	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

	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.	requirements. The following transaction documents may be utilized in connection with a Sourcewell-awarded agreement: 1. Sourcewell Quotation Official quotations may be generated by Matheny Motor Truck Co., an authorized manufacturer, authorized dealer, or approved reseller operating under the resulting contract. Quotations typically include: • Sourcewell contract identification • Product descriptions and specifications • Pricing and applicable options • Freight and delivery information, when applicable • Estimated lead times and delivery schedules • Applicable terms and conditions 2. Customer Purchase Order Participating entities typically issue a purchase order or other authorized ordering document referencing the applicable quotation and Sourcewell contract. The purchase order serves as the customer's authorization to proceed with the order. 3. Sales Order Upon acceptance of the customer's purchase order, Matheny generates an internal sales order used for order administration, supplier coordination, delivery scheduling, invoicing, contract administration, and reporting. 4. OEM / Supplier Purchase Order Matheny may issue purchase orders to participating manufacturers, suppliers, upfitters, or subcontractors for the procurement of trailers, options, accessories, components, and related products included under the contract. 5. Order Acknowledgement Matheny may issue an order acknowledgement confirming product specifications, pricing, delivery expectations, and other order details. Technical drawings, option sheets, or supporting documentation may also be provided when appropriate. 6. Financing and Leasing Documents (If Applicable) For customers utilizing financing or lease-purchase programs, additional documents may include: • Lease-purchase agreements • Municipal lease documentation • Equipment financing agreements • Annual appropriation financing documents	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Lender-specific forms and disclosures 7. Invoice Invoices are generated through Matheny's accounting system and generally reference the customer purchase order, applicable contract information, and product details. 8. Shipping and Delivery Documentation Depending on the order, delivery documentation may include: • Bills of lading • Delivery receipts • Freight documentation • Inspection records • Acceptance documentation • Warranty registration forms 9. Warranty Documentation Applicable manufacturer warranty documents, warranty registration materials, claim procedures, and service-support information may be provided at delivery or during order fulfillment. Sourcewell Contract Administration All Sourcewell orders will be identified and tracked through Matheny's order management and contract administration processes to ensure pricing compliance, accurate reporting, proper administrative fee calculations, and complete documentation retention. For orders fulfilled by authorized manufacturers, dealers, or approved resellers operating under the resulting contract, Matheny requires submission of supporting documentation, including: • Sourcewell quotation • Customer purchase order • Reseller transaction form (if applicable) • Sales order information • Delivery documentation • Warranty documentation These documents are submitted to Matheny through its contract administration process, uploaded to the contract management portal, and maintained for reporting, audit, and compliance purposes. Standard Supporting Documents Additional documents that may be utilized during contract administration include: • Product specifications and technical drawings	

		• Option sheets and configuration summaries • Warranty documentation • Financing documentation (if applicable) • Delivery and acceptance documentation • Contract administration records • Dealer and reseller support materials Matheny maintains transaction records through its internal management, accounting, and contract administration systems to support order processing, customer service, contract compliance, warranty administration, and Sourcewell reporting requirements. Additional transaction documents may be revised, supplemented, or customized as necessary to accommodate customer-specific procurement requirements, financing arrangements, manufacturer requirements, or Sourcewell contract administration needs.	
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	Matheny Motor Truck Co. proposes a line-item pricing model utilizing manufacturer MSRP/List Price schedules with Sourcewell-specific discounts applied to determine the final Sourcewell Master Agreement Price. As an authorized dealer and reseller representing multiple trailer manufacturers, including Kaufman Trailers, Four Degree Trailers/MTM Trailers, Landoll Corporation, and Behnke Trailers, Matheny will provide competitively discounted pricing across all awarded product categories. Pricing will be based upon current manufacturer pricing schedules, applicable options, and customer-specific configurations. The pricing submission accompanying this proposal identifies: • Manufacturer • Model Number / Product Description • MSRP / List Price • Sourcewell Discount • Sourcewell Master Agreement Price • Available Options and Accessories • Option Pricing, where applicable Custom Configurations and Specialized Solutions Many trailers offered under this proposal are available in standard production configurations as well as highly customized or application-specific designs. Final pricing may vary based on: • Trailer model and capacity • Optional equipment and accessories • Customer-specific engineering requirements • Specialized configurations • Freight and delivery requirements • Regulatory or compliance requirements • Customer-requested modifications When custom configurations are requested, pricing will be developed using	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

	Section III. Pricing for additional guidance.	the same contract pricing methodology and discount structure established under the awarded agreement. Dealer and Reseller Participation Authorized manufacturers, dealers, and approved resellers participating under the contract will be required to utilize the awarded Sourcewell pricing structure and comply with applicable contract requirements. Matheny will maintain oversight of reseller-supported transactions through its contract administration process to help ensure pricing consistency, reporting accuracy, and contract compliance. Freight and Additional Charges Unless specifically identified in the pricing schedules, pricing is generally exclusive of: • Freight and delivery charges • Federal Excise Tax (FET), when applicable • State, provincial, and local taxes • Registration and licensing fees • Permits and special transportation requirements • Customer-specific modifications or services not included in the awarded pricing schedules Any applicable charges will be clearly identified and itemized within customer quotations. Supporting Pricing Documentation Complete pricing information, including MSRP/List Price, Sourcewell discounts, Master Agreement pricing, and applicable option pricing, is provided in the accompanying pricing schedules and supporting pricing documentation submitted with this proposal. Matheny's objective is to provide Sourcewell participating entities with transparent, competitive, and consistent pricing while maintaining the flexibility necessary to support standard production trailers, specialized equipment, and custom-engineered trailer solutions across multiple manufacturers.	
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.	Quantity Discounts, Volume Discounts, and Rebate Programs Matheny Motor Truck Co.'s primary pricing structure is based on the Sourcewell contract pricing and discounts identified within the accompanying pricing submission and manufacturer pricing schedules. In addition to the standard Sourcewell contract pricing, Matheny may offer the following volume discount opportunities for qualifying multi-unit purchases: • Standard Sourcewell Discount: As identified in the submitted pricing schedules. • Additional 1% discount on purchases of five (5) or more units on a single	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		order. • Additional 2% discount on purchases of ten (10) or more units on a single order. Because the products offered under this proposal include trailers from multiple manufacturers and many configurations are customized to meet specific customer requirements, additional project-specific pricing considerations may be evaluated for: • Large fleet acquisitions • Statewide or regional procurement initiatives • Multi-location deployments • Utility fleet purchases • Educational institution purchases • Cooperative purchasing groups • Multi-agency procurement projects • Other significant public-sector purchasing opportunities Additional pricing considerations may be based upon: • Total quantity purchased • Product mix and configuration • Engineering and customization requirements • Production efficiencies • Delivery schedules • Freight and logistics considerations • Overall project scope • Available manufacturer incentive programs Where applicable, any approved volume discounts or project-specific pricing adjustments will be clearly identified in the customer quotation and applied consistently in accordance with the awarded Sourcewell contract. From time to time, participating manufacturers may offer customer incentives, promotional pricing programs, fleet discounts, government purchasing incentives, financing promotions, seasonal programs, or other special purchasing opportunities. When permitted by the manufacturer and consistent with Sourcewell contract requirements, these programs may be made available to participating entities if they provide additional value beyond the standard contract pricing. At this time, Matheny does not maintain a standalone rebate program independent of manufacturer-sponsored incentive programs. Any available manufacturer incentives will be disclosed at the time of quotation and applied in accordance with program requirements. Authorized manufacturers, dealers, distributors, and approved resellers participating under the contract will be required to honor the awarded Sourcewell pricing structure as well as any approved volume discount programs authorized under the contract. All pricing incentives, quantity discounts, and project-specific pricing	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		adjustments will be administered in accordance with the awarded Sourcewell agreement and Matheny's contract administration procedures.	
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	Facilitation of Non-Contracted Products and Related Services Matheny Motor Truck Co.'s primary objective is to provide Sourcewell participating entities with products, options, accessories, and services that fall within the scope of the awarded contract whenever possible. When a customer requires products or services that are not included within the awarded contract, Matheny may facilitate those items through participating manufacturers, authorized dealers, approved resellers, supplier partners, service providers, transportation companies, or qualified third-party contractors. Identification of Non-Contracted Items Any product or service outside the awarded contract scope will be clearly identified and separately itemized on customer quotations, purchase documents, and invoices as an Open Market Item, Non-Contract Item, Customer-Requested Item, or other designation consistent with Sourcewell requirements and applicable procurement regulations. Non-contracted items will be clearly distinguished from contracted products to ensure transparency, auditability, and compliance with Sourcewell requirements. Examples of Non-Contracted Products and Services Examples may include: • Customer-requested accessories not included in the awarded contract • Specialized third-party equipment or components • Custom modifications beyond standard contract offerings • Graphics, decals, and vehicle wraps • Specialized installation or integration services • Third-party inspections, certifications, or testing services • Freight, permitting, escort, or transportation services • Extended warranties, maintenance agreements, or service programs • OEM or supplier products outside the awarded contract scope Pricing and Associated Costs Pricing for non-contracted products and services will be based on current supplier pricing, labor requirements, transportation expenses, permitting costs, installation requirements, and other project-specific factors. Potential charges may include: • Product acquisition costs • Installation or integration charges • Freight and transportation costs • Permitting and escort fees	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Third-party inspection or certification fees • Engineering or customization costs • Extended warranty or service agreement costs All costs will be fully disclosed and separately itemized in the customer quotation. No additional fees or markups beyond those identified in the approved quotation will be applied without customer approval. Matheny will make every effort to provide competitive pricing for non-contracted items and may offer discounts consistent with its standard pricing practices and supplier agreements when available. Compliance Controls All Sourcewell-related orders are reviewed prior to acceptance to verify contract pricing, identify any open-market items, and ensure compliance with Sourcewell requirements. Contracted and non-contracted items are maintained separately within Matheny's order administration and reporting processes to support documentation, transparency, and audit requirements. Through its relationships with participating manufacturers, authorized dealers, approved resellers, service providers, transportation partners, and Aria CSS, Matheny can provide complete turnkey solutions while maintaining pricing clarity, procurement transparency, and full compliance with Sourcewell contract requirements.	
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.	Total Cost of Acquisition Exclusions Matheny Motor Truck Co.'s submitted pricing includes the trailer models, standard equipment, contract-listed options and accessories, standard warranty coverage, standard product documentation, and standard product orientation associated with the products identified in the Sourcewell pricing submission. Certain costs may vary based on customer location, product configuration, regulatory requirements, transportation needs, manufacturer requirements, or customer-requested services and therefore may not be included in the submitted pricing. Any such costs will be clearly identified and itemized in the customer quotation prior to order acceptance. The following items are generally not included unless specifically identified in the quotation: Transportation and Delivery Costs • Freight, shipping, and delivery charges • Expedited delivery requests • Oversize or overweight permits • Escort vehicles, route surveys, or specialized transportation requirements • Customer-requested storage or delayed delivery services Governmental and Regulatory Fees	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Federal Excise Tax (FET), when applicable • Sales taxes, use taxes, GST/HST, or similar governmental assessments • Title, registration, licensing, and tag fees • Jurisdiction-specific permits or regulatory fees • Customer-required inspections, certifications, or compliance documentation Customer-Requested Modifications and Open-Market Items • Open-market items or third-party products not included in the contract • Customer-requested accessories not included in the awarded pricing • Specialized customizations, engineering services, or modifications beyond standard contract offerings • Third-party equipment integrations or aftermarket installations Optional Services • Specialized installation services • Customer-requested commissioning activities • Advanced on-site training, train-the-trainer programs, or extended training sessions beyond standard product orientation • Third-party inspections, testing, or certifications • Extended warranties, maintenance agreements, or service contracts not included in the submitted pricing Financing and Leasing Costs • Interest charges associated with third-party financing arrangements • Lease-purchase program fees • Financing administration costs imposed by third-party providers Matheny is committed to providing complete and transparent quotations to Sourcewell participating entities. Any costs not included in the submitted pricing will be separately identified and disclosed prior to order acceptance so customers have a clear understanding of the total cost of acquisition and can make fully informed purchasing decisions.	
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Matheny Motor Truck Co. provides freight and delivery services throughout the contiguous United States utilizing a combination of company personnel, participating manufacturers, authorized dealers, approved resellers, transportation providers, logistics partners, and customer-arranged transportation when requested. Freight, shipping, and delivery charges are generally not included in the submitted product pricing and are quoted separately at the time of order. All freight and delivery costs are clearly identified as separate line items on customer quotations and order documentation. Freight and Delivery Methods Depending on product type, destination, manufacturer requirements, and customer preferences, delivery may be accomplished through: • Factory-direct shipment from participating manufacturers	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Authorized dealer or reseller delivery services • Matheny-coordinated transportation providers • Common carriers • Specialized heavy-haul transportation providers • Customer-arranged transportation • Factory or dealer pickup by the customer or customer representative Freight Cost Determination Freight and delivery costs are based on actual transportation requirements at the time of quotation and may vary based on: • Delivery destination • Trailer size, weight, and configuration • Quantity of units ordered • Delivery schedule requirements • Oversize or overweight transportation requirements • Permit or escort vehicle requirements • Specialized transportation equipment • Jobsite delivery requirements • Loading, unloading, or special handling requirements Because transportation markets fluctuate, freight pricing is generally based on current carrier rates available when the order is quoted. Additional Services When requested, Matheny may facilitate additional logistics-related services such as: • Expedited transportation • Oversize or overweight permitting • Escort vehicle coordination • Specialized transportation equipment • Jobsite delivery accommodations • Temporary storage • Third-party loading or unloading assistance • Crane or rigging services, when required Any costs associated with these services will be separately identified and disclosed in the customer quotation. Fees and Transparency Matheny's objective is to obtain competitive transportation rates and pass through actual freight and delivery costs whenever practical. Matheny does not impose standard freight administration fees, logistics management fees, or delivery surcharges beyond those identified in the customer quotation. A Matheny representative, participating manufacturer, authorized dealer, or approved reseller will coordinate delivery scheduling, shipment updates, and customer communications to ensure a smooth delivery process.	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Through its relationships with participating manufacturers, authorized dealers, approved resellers, transportation providers, and logistics partners, Matheny provides reliable delivery support throughout the contiguous United States while maintaining transparent freight pricing and clear communication regarding delivery requirements, schedules, and associated costs.	
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Matheny Motor Truck Co. applies the same transparent, project-specific freight coordination process for Alaska, Hawaii, Canada, and offshore deliveries that it utilizes for deliveries within the contiguous United States. Freight, shipping, and delivery charges for these locations are generally not included in the submitted product pricing unless specifically identified in the customer quotation. Because these destinations often involve additional transportation complexity, costs are calculated at the time of quotation based on the specific order, destination, product dimensions, trailer weight, carrier availability, customs requirements, port access, and transportation method. Matheny works with participating manufacturers, authorized dealers, approved resellers, transportation providers, and logistics partners to coordinate efficient and cost-effective delivery solutions for non-contiguous and international destinations. For Alaska, Hawaii, Canada, and offshore deliveries, transportation may be coordinated through a combination of: • Over-the-road transportation • Rail transportation • Ocean freight • Barge transportation • Intermodal shipping solutions • Customer-designated carriers • Third-party logistics providers • Authorized dealer or reseller delivery coordination, where applicable • Factory-direct shipment from participating manufacturers Additional charges may apply depending on destination and shipment requirements, including: • Port handling fees • Customs brokerage fees • Duties, tariffs, taxes, or import/export charges, where applicable • Marine cargo insurance, if requested • Oversize or overweight permits • Escort vehicle requirements • Specialized transportation equipment • Special handling, loading, or unloading services • Expedited transportation requests • Storage or staging services requested by the customer • Destination-specific regulatory or access requirements For Canadian deliveries, Matheny will coordinate with participating manufacturers, transportation providers, authorized dealers, and customers to address customs documentation, border crossing requirements, delivery	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		timing, and any applicable import-related charges. Matheny, the participating manufacturer, authorized dealer, reseller, or transportation provider will work closely with the customer throughout the delivery process to provide shipment updates, estimated delivery schedules, and any site preparation or receiving requirements necessary for successful delivery. Any freight, shipping, customs, brokerage, permitting, port, storage, insurance, or logistics-related charges will be clearly identified and separately disclosed in the customer quotation prior to order acceptance. Matheny is committed to providing transparent freight pricing, reliable delivery coordination, and responsive communication for Sourcewell participating entities located in Alaska, Hawaii, Canada, offshore destinations, and other non-contiguous delivery locations.	
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Matheny Motor Truck Co. offers a flexible distribution, delivery, and deployment model designed to provide Sourcewell participating entities with reliable, cost-effective, and customer-focused delivery solutions throughout the United States and Canada. A key advantage of Matheny's delivery program is its combination of company-operated locations, participating manufacturers, authorized dealers, approved resellers, transportation providers, logistics partners, and customer-arranged transportation when requested. This approach allows Matheny to tailor delivery solutions based on product type, destination, project size, customer schedule, and equipment configuration rather than relying on a single transportation method. Flexible Delivery Options Depending on customer needs, Matheny may utilize: • Delivery by Matheny personnel • Factory-direct delivery from participating manufacturers • Authorized dealer or reseller delivery services • Qualified third-party transportation providers • Customer-arranged transportation • Factory or dealer pickup by customer representatives • Power-only transportation • Flatbed, step-deck, drop-deck, lowboy, or heavy-haul transportation • Intermodal, rail, ocean freight, or port services when required This flexibility allows Matheny to select the most efficient and cost-effective delivery method for each order. Fleet and Multi-Location Deployment Matheny can support fleet purchases, phased deployments, and multi-location delivery programs. For larger projects, Matheny may coordinate: • Consolidated shipments	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Multi-unit deliveries • Phased delivery schedules • Regional deployment strategies • Multi-location delivery coordination • Project-specific transportation plans • Staged delivery to align with customer operations When compatible with trailer configuration and manufacturer requirements, stacked or combined shipments may be used to improve transportation efficiency and reduce freight costs. Dealer, Reseller, and Manufacturer-Assisted Delivery Authorized dealers, approved resellers, participating manufacturers, and delivery partners may assist with: • Delivery coordination • Product inspections • Customer orientation and familiarization • Warranty registration • Service coordination • Parts and support information • Ongoing customer assistance This local and manufacturer-supported delivery structure helps ensure customers receive assistance before, during, and after delivery while Matheny maintains contract oversight and customer accountability. Customer-Focused Logistics Planning For customers with specialized requirements, Matheny works directly with participating entities to develop project-specific logistics plans that may include delivery scheduling, site access coordination, remote location support, specialized transportation arrangements, permitting, escorts, or jobsite delivery requirements. Throughout the delivery process, Matheny, participating manufacturers, authorized dealers, approved resellers, and transportation partners coordinate with customers to provide shipment updates, scheduling assistance, and delivery support. Through its company-operated locations, participating manufacturer resources, authorized dealer and reseller network, transportation partners, fleet deployment capabilities, and customer-specific logistics planning, Matheny provides Sourcewell participating entities with flexible and dependable delivery solutions capable of supporting projects of varying size, complexity, and geographic location.	
65	Describe any self-audit processes or programs that you will employ to verify that Sourcewell	Matheny Motor Truck Co. will utilize a structured self-audit and contract compliance program to verify that Sourcewell participating entities receive awarded contract pricing, that transactions are properly documented and reported, and that all contract requirements are consistently followed throughout the term of the agreement.	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

	participating entities have obtained Agreement pricing and to verify compliance with the resulting Agreement.	Matheny will designate contract administration personnel responsible for Sourcewell oversight, compliance, reporting, and customer support. These individuals will work closely with Matheny's sales, accounting, service, and administrative teams, participating manufacturers, authorized dealers, approved resellers, and Aria CSS. All Sourcewell-related opportunities, quotations, and orders will be routed through Matheny's centralized contract administration process to help ensure contract activity is properly identified, reviewed, tracked, and reported. Order and Pricing Verification All Sourcewell orders will be reviewed prior to order acceptance to verify: • Participating entity eligibility • Application of awarded contract pricing and discounts • Product configuration accuracy • Proper identification of any open-market items • Compliance with Sourcewell contract requirements • Completeness of supporting documentation • Accuracy of freight, delivery, and ancillary charges For transactions fulfilled through authorized manufacturers, dealers, resellers, or other approved sales channels, Matheny will require submission of supporting documentation, including: • Sourcewell quotation • Customer purchase order • Reseller transaction form (when applicable) • Sales order documentation • Invoice and delivery records • Supporting contract documentation Under Matheny's reseller process, authorized sellers must submit a completed reseller transaction form, copy of the customer purchase order, and copy of the approved quotation to Matheny. These documents are uploaded through Matheny's contract administration portal and submitted to sourcewell-orders@mathenymotors.com for compliance review, tracking, reporting, and administrative fee reconciliation. Digital Tracking and Record Retention Matheny maintains transaction records through its internal sales, accounting, CRM, ERP, and contract administration systems. Sourcewell transactions are identified and tracked throughout the order lifecycle, including quotation, order acceptance, manufacturer placement, production, delivery, invoicing, payment, warranty support, and reporting. Records maintained may include: • Quotations • Customer purchase orders	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Reseller transaction forms • Sales orders • Manufacturer order documentation • Invoices • Delivery documentation • Warranty records • Contract reporting documentation Compliance Reviews and Reporting Matheny will conduct periodic internal reviews to verify: • Contract pricing accuracy • Discount application • Customer eligibility • Open-market item identification • Freight and delivery charges • Administrative fee calculations • Dealer and reseller compliance • Reporting accuracy • Documentation completeness On at least a quarterly basis, Matheny and Aria CSS will reconcile Sourcewell sales activity, review contract utilization, verify reporting accuracy, and prepare required Sourcewell sales reports and administrative fee submissions. Continuous Improvement Matheny views contract compliance as an ongoing process. Internal reviews, reseller oversight, reporting reconciliations, customer feedback, and periodic performance evaluations help identify opportunities for improvement while maintaining a transparent, auditable, and compliant contract administration program. Through its centralized contract management process, documentation requirements, reseller reporting procedures, internal business systems, and partnership with Aria CSS, Matheny is committed to ensuring participating entities consistently receive awarded pricing and the full benefits of the resulting Sourcewell agreement.	
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	Performance Metrics and Agreement Success Measurement Matheny Motor Truck Co. will utilize a combination of internal sales, CRM, accounting, contract administration, customer service, and reporting systems to measure the success of a resulting Sourcewell agreement. Contract performance will be reviewed regularly by Matheny management, participating manufacturers, authorized sellers, and Aria CSS to identify opportunities for growth, improve customer service, and ensure ongoing contract compliance. Contract Utilization and Sales Performance Matheny will track:	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Total Sourcewell sales volume • Number of Sourcewell orders processed • Average order value • Year-over-year contract growth • Number of participating entities utilizing the contract • New participating entities acquired through contract marketing efforts • Repeat customer activity • Sales activity by manufacturer, product category, and geographic region Customer Service and Support Performance Matheny will monitor: • Response times for customer inquiries • Quote turnaround times • Issue resolution and escalation timeframes • Warranty claim activity and resolution times • Customer satisfaction and feedback • Service and support responsiveness Authorized Seller and Manufacturer Performance Matheny will track: • Authorized dealer and reseller participation levels • Dealer-generated quotes and sales activity • Manufacturer engagement and contract utilization • Compliance with Sourcewell pricing and procedures • Delivery support and customer service performance Operational Performance Matheny will measure: • Quote-to-order conversion rates • Order processing cycle times • Production and fulfillment lead times • On-time delivery performance • Delivery accuracy and completion rates • Warranty registration completion rates Contract Compliance and Reporting Matheny will review: • Pricing compliance verification • Proper application of discounts and contract pricing • Administrative fee reporting accuracy • Timeliness of Sourcewell reporting submissions • Documentation completeness and retention • Open-market item identification and tracking • Reseller compliance with contract requirements	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		Marketing and Contract Growth Matheny and Aria CSS will monitor: • Contract-generated leads and opportunities • Government and educational outreach activity • Website and Sourcewell landing page traffic • Email marketing performance and engagement • Trade show, conference, webinar, and event participation • Dealer and manufacturer contract promotion activity • Digital marketing effectiveness and customer engagement Continuous Improvement Matheny and Aria CSS will conduct periodic reviews of contract utilization, sales growth, customer feedback, dealer participation, compliance performance, reporting accuracy, and marketing effectiveness. These reviews help identify opportunities to improve customer service, increase contract utilization, strengthen authorized seller engagement, and maintain full compliance with Sourcewell requirements. Matheny defines the success of a Sourcewell agreement through a combination of contract utilization, customer satisfaction, operational performance, authorized seller participation, compliance, and long-term customer relationships. Through the combined efforts of Matheny, its participating manufacturers, authorized dealers and resellers, and Aria CSS, Matheny maintains a comprehensive framework for measuring performance and continuously improving the value delivered to Sourcewell participating entities throughout the United States and Canada.	
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	Matheny Motors proposes to pay Sourcewell an Administrative Fee equal to 1.0% of all completed sales transactions made under the resulting Sourcewell Master Agreement. The Administrative Fee is offered in consideration of the value provided by Sourcewell through its contract administration, cooperative purchasing services, contract promotion, participating entity outreach, educational resources, and ongoing support of the awarded agreement. Matheny Motors will calculate the Administrative Fee based on the total net sales value of completed transactions utilizing the Sourcewell Master Agreement during the applicable reporting period. Sales activity will be tracked through Matheny Motors' internal sales, accounting, and contract administration systems to ensure accurate reporting and fee calculations. Matheny Motors, with support from Aria CSS, will maintain records of all Sourcewell transactions, review sales activity on a quarterly basis, prepare required sales reports, and remit the applicable Administrative Fee to Sourcewell in accordance with the terms and conditions of the awarded agreement. Proposed Administrative Fee: 1.0% of completed sales under the Sourcewell Master Agreement.	*

	applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.		

Table 6B: Pricing Offered

#	The Pricing for this Proposal is: *	Specify the basis for the pricing offered, include unique circumstances or justifications	
68	As good as or better than pricing typically offered through our existing cooperative contracts, state contracts, or agencies.	Pricing is based on manufacturer MSRP/list pricing less the awarded Sourcewell discount. Matheny Motor Truck Co. is offering Sourcewell participating entities a standard 6% discount from MSRP/List Price on eligible products included in the proposal. The pricing offered is designed to be as good as or better than pricing typically available through cooperative purchasing organizations, state contracts, and direct government sales programs. This structure provides participating entities with competitive, transparent, and consistent pricing nationwide while allowing flexibility for product configurations, options, freight, delivery requirements, and customer-specific needs. Additional volume discounts may be available for qualifying multi-unit purchases and will be identified at the time of quotation.	*

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	Matheny Motors offers flatbed trailer solutions through its participating manufacturers in multiple capacities and configurations for commercial, construction, utility, agricultural, municipal, government, and public works applications.	*
71	Deck-over	◉ Yes ○ No	Matheny Motors offers deck-over trailer configurations through its participating manufacturers, providing versatile equipment transport solutions with multiple lengths, capacities, axle configurations, and customer-specific options.	*
72	Drop-deck	◉ Yes ○ No	Matheny Motors offers drop-deck trailer solutions through its participating manufacturers for transporting taller equipment while supporting loading efficiency, stability, and regulatory compliance.	*
73	Lowboy	◉ Yes ○ No	Matheny Motors offers lowboy and heavy-haul trailer solutions through its participating manufacturers for construction, utility, public works, infrastructure, agricultural, and government applications requiring movement of oversized and heavy equipment.	*
74	Tilt deck	◉ Yes ○ No	Matheny Motors offers tilt deck trailer solutions through its participating manufacturers in a variety of capacities and configurations designed to improve loading efficiency, operator safety, and equipment transport productivity.	
75	Gooseneck	◉ Yes ○ No	Matheny Motors offers gooseneck trailer configurations through its participating manufacturers, providing enhanced towing stability, increased payload capacity, and versatile equipment transport solutions.	
76	Tag	◉ Yes ○ No	Matheny Motors offers tag and tag-along trailer solutions designed for equipment transport, municipal fleet operations, construction, utility, agricultural, and public works applications.	
77	Dry van	○ Yes ◉ No		
78	Dump	◉ Yes ○ No		
79	Tanker	○ Yes ◉ No		
80	Roll-back	○ Yes ◉ No		
81	Walking floor	○ Yes ◉ No		
82	Roll-off	○ Yes ◉ No		

83	Livestock	○ Yes ◉ No		
84	Please describe other Solutions not specifically mentioned in this Table 7B, that are within the scope of this RFP Category 1.	◉ Yes ○ No	Yes. In addition to the trailer categories identified above, Matheny Motors offers specialty trailers, cargo trailers, car haulers, custom-engineered trailer solutions, equipment transport trailers, utility and telecommunications support trailers, municipal and public works trailers, construction support trailers, military and defense-related trailer solutions where available, OEM-specific trailer platforms, and application-specific transportation solutions designed to meet unique customer requirements. Through its participating manufacturers and industry partners, Matheny can assist participating entities with customized trailer configurations, specialized equipment packages, and turnkey transportation solutions tailored to operational requirements.	

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

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

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

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

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

#	Question	Response *	
90	Describe in detail warranties offered and how they will be administered. Include whether they cover parts,	Matheny Motor Truck Co. will administer warranties for products sold under the resulting Sourcewell contract through a coordinated process involving Matheny personnel, participating manufacturers, authorized dealers, approved resellers, component suppliers, and authorized service providers. Warranty terms vary by manufacturer, product type, model, component, and configuration. Each trailer sold under the contract will be covered by the	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

	labor, and technician travel, and geographic locations covered.	applicable written manufacturer warranty in effect at the time of sale. Complete warranty documents will be provided to participating entities at the time of quotation, delivery, or upon request. The proposed manufacturer warranty structure generally includes: Manufacturer General Warranty Summary Kaufman Trailers Limited warranty generally covering defects in materials and workmanship for one (1) year from delivery to the original purchaser. Four Degree Trailers Limited warranty generally covering defects in materials and workmanship for two (2) years from original purchase. MTM Trailers Warranty coverage varies by model and product line, including up to seven (7) years of limited structural coverage on certain end-dump trailer models. Landoll Corporation Limited structural warranty generally covering qualifying trailer structure defects for up to five (5) years on a prorated basis, subject to model-specific terms and exclusions. Behnke Trailers Limited prorated frame warranty generally covering qualifying frame defects for five (5) years, with additional coverage for materials and workmanship and separate finish warranty provisions. Warranty coverage generally applies to defects in materials and workmanship under normal use and service. Exclusions typically include misuse, abuse, accidents, overloading, unauthorized modifications, lack of maintenance, normal wear items, corrosion resulting from environmental conditions, and other exclusions identified in the applicable manufacturer warranty. Many trailer components are supplied by third-party manufacturers and carry their own warranty coverage. These components may include axles, tires, wheels, brakes, suspension systems, hydraulic components, lighting, electrical systems, jacks, couplers, winches, tarping systems, and other installed equipment. Matheny will assist customers in identifying the appropriate warranty provider and coordinating claims with the applicable component manufacturer when necessary. Warranty Administration Process 1. The participating entity contacts Matheny, the selling dealer/reseller, or the applicable manufacturer regarding a warranty concern. 2. The customer provides the model number, VIN or serial number, purchase date, description of the issue, photographs, and supporting documentation when available. 3. Matheny reviews the claim and coordinates with the applicable manufacturer, dealer, reseller, warranty administrator, service provider, or component supplier. 4. The manufacturer determines warranty eligibility and authorizes repair, replacement, reimbursement, or additional evaluation as appropriate. 5. Approved warranty work is coordinated through authorized dealers, approved service providers, factory resources, or component manufacturers. 6. Matheny remains engaged throughout the process to assist with communication, documentation, status updates, and issue resolution. Parts, Labor, Freight, and Technician Travel	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Parts: Approved warranty replacement parts are generally covered in accordance with the applicable manufacturer or component supplier warranty. • Labor: Authorized labor associated with approved warranty repairs is generally covered when the repair is determined to be warrantable and performed in accordance with manufacturer requirements. • Freight: Freight associated with approved warranty replacement parts may be covered by the applicable manufacturer and is administered in accordance with the manufacturer's warranty policies. • Technician Travel: Technician travel is generally not a standard warranty benefit unless specifically authorized by the manufacturer or component supplier. Factory field support or special accommodations may be approved on a case-by-case basis when warranted. Geographic Coverage Warranty support is available throughout the United States and Canada through Matheny's personnel, participating manufacturers, authorized dealer and reseller networks, approved service providers, and component manufacturer support networks. Matheny's company-operated service locations, participating manufacturer service resources, authorized dealers, approved resellers, and nationwide support networks provide participating entities with access to warranty assistance regardless of location. If service cannot be performed through the selling dealer or reseller, Matheny will work with the customer and manufacturer to identify an appropriate repair facility, service provider, or alternative support solution. Matheny is committed to providing responsive warranty administration, customer communication, manufacturer coordination, parts support, service assistance, and issue resolution throughout the ownership lifecycle of the products offered under the resulting Sourcewell contract. See attached standard_transaction_documentation.zip for warranty information	
91	Describe how your trailers are designed to ensure load stability, weight distribution, and safe transport of equipment under varying operating conditions.	Matheny Motor Truck Co. offers trailer solutions specifically designed to support load stability, proper weight distribution, secure loading, and safe transport under a wide range of operating conditions. Because Matheny represents multiple specialized trailer manufacturers, each trailer solution can be matched to the customer’s equipment, payload requirements, operating environment, towing vehicle, and application. Matheny works with Sourcewell participating entities to evaluate key safety and performance factors prior to purchase, including GVWR, GAWR, axle configuration, suspension type, hitch type, deck length, deck height, loading angle, center-of-gravity considerations, securement requirements, and anticipated operating conditions. This consultative approach helps ensure customers receive a trailer configuration appropriately designed for the equipment being transported.	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		The participating manufacturers incorporate engineering and structural features intended to promote safe loading, balanced weight distribution, and stable transport. Depending on model and application, these features may include: • Heavy-duty frame construction and engineered crossmember systems • Proper axle placement and load distribution design • Air-ride or spring suspension systems • Electric, hydraulic, or air brake systems • Low center-of-gravity trailer designs • Low-angle loading systems and ground-loading technologies • Hydraulic tilt, beavertail, lift, and detachable-neck systems • Traveling axle and traveling tail technologies • Reinforced tie-down and cargo securement systems • High-strength steel and aluminum construction Kaufman Trailers Kaufman supports safe loading and transport through application-specific trailer designs, including equipment, utility, tilt, dump, enclosed, gooseneck, and detachable gooseneck trailers. Available loading systems, weight-distribution guidance, and securement resources help customers properly match trailers to their equipment and operating requirements. Landoll Corporation Landoll's advanced heavy-haul trailer technologies, including traveling axle, traveling tail, detachable, and ground-loading systems, are specifically designed to improve loading safety, reduce loading angles, and enhance equipment stability during transport. These features are particularly valuable when transporting heavy, oversized, or low-clearance equipment commonly used by public works, utility, and construction agencies. Four Degree Trailers / MTM Trailers Four Degree Lo Riser and Lift-a-Load trailers utilize hydraulic platform technology that lowers the deck to improve loading access while reducing loading angles and operator risk. MTM end-dump trailers are engineered for demanding hauling applications and are designed to support proper load distribution, structural durability, and stable operation in construction, aggregate, asphalt, demolition, and material-hauling environments. Behnke Trailers Behnke's trailer designs incorporate application-specific engineering, heavy-duty structural construction, hydraulic beavertails, tilt systems, air-tilt technology, specialty loading systems, and custom securement configurations. Behnke's patented Split-Tilt technology and specialized utility, telecom, reel, pole, and heavy-haul trailer designs allow customers to safely transport a wide range of equipment while maintaining proper load balance and securement. Cargo Securement and Safety Features Depending on manufacturer and model, available securement features may	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		include: • D-rings and recessed D-rings • Chain slots and tie-down points • Stake pockets and rub rails • Winch tracks and winches • Outriggers and load support systems • Locking mechanisms and restraint devices • Hydraulic ramps, beavertails, and loading systems These features assist customers in securing loads in accordance with applicable cargo securement requirements and industry best practices. In addition to the engineered safety features incorporated into the trailers themselves, Matheny supports safe operation through customer consultation, product orientation, manufacturer documentation, warranty support, parts availability, and service coordination. Customers are encouraged to follow applicable DOT, FMCSA, provincial, state, and local regulations regarding loading, towing, inspection, maintenance, and cargo securement. Through Matheny's product expertise and the engineering capabilities of Kaufman Trailers, Landoll Corporation, Four Degree Trailers/MTM Trailers, and Behnke Trailers, Sourcewell participating entities have access to trailer solutions designed to promote load stability, balanced weight distribution, secure transport, and safe performance in demanding public-sector applications.	
92	Describe any safety features your trailers offer such as anti-lock braking systems, emergency breakaway systems or lighting features compliant with applicable regulations.	This is already strong. I would tighten it slightly, add explicit FMVSS/DOT compliance language, and make the closing paragraph a little stronger. Safety Features and Regulatory Compliance Matheny Motor Truck Co. offers trailer solutions designed to support safe highway operation, loading and unloading, equipment securement, visibility, braking performance, and long-term operational reliability. Safety features vary by manufacturer, trailer type, GVWR, axle configuration, brake system, and customer application; however, trailers are designed and manufactured to comply with applicable Federal Motor Vehicle Safety Standards (FMVSS), U.S. Department of Transportation (DOT) requirements, and other applicable regulatory standards for their intended use. Available braking systems may include electric brakes, electric-over-hydraulic brakes, hydraulic brakes, air brakes, and anti-lock braking systems (ABS) where required by applicable regulations and trailer configuration. Trailers equipped with electric or hydraulic braking systems may include emergency breakaway systems, breakaway batteries, and breakaway switches designed to automatically apply trailer brakes in the event of an accidental separation from the tow vehicle. Air-brake-equipped trailer configurations may include ABS and external ABS malfunction indicators as required by federal safety standards. Lighting and visibility features may include DOT-compliant stop, turn, tail, marker, clearance, and identification lights; LED lighting systems; reflective conspicuity tape; sealed wiring harnesses; protected electrical routing; and other visibility-enhancing features intended to improve safety during daytime,	*

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		nighttime, and reduced-visibility operations. The participating manufacturers offer additional model-specific safety features. Kaufman Trailers may include safety chains, breakaway systems, reflective tape, electric brake systems, LED lighting, sealed wiring harnesses, and customer safety documentation. Landoll trailers may include air brake systems, ABS where required, LED lighting, modular wiring systems, anti-slip walking surfaces, hydraulic loading systems, low load-angle designs, and engineered securement features for heavy equipment transport. Four Degree Trailers and MTM Trailers may include low-angle loading platforms, hydraulic lift systems, heavy-duty dump trailer safety features, lighting systems, braking systems, suspension systems, and operator guidance for safe loading and unloading. Behnke Trailers may include air or electric brakes, hydraulic beavertails, tilt systems, D-rings, chain slots, stake pockets, winch tracks, outriggers, safety chains, lighting systems, and other load-securement features depending on model and configuration. Load securement and towing safety may be supported through features such as pintle hitches, gooseneck couplers, fifth-wheel/kingpin configurations, adjustable couplers, safety chains, D-rings, recessed D-rings, chain slots, rub rails, stake pockets, winch tracks, sliding winches, E-track systems, outriggers, ramps, and locking mechanisms. These features help customers properly connect, load, secure, and transport equipment based on the weight, size, center of gravity, and operating environment of the cargo being transported. Loading and unloading safety is further enhanced through available low-angle and controlled-loading technologies such as tilt decks, hydraulic tilt systems, hydraulic beavertails, hydraulic ramps, traveling axle systems, traveling tail systems, detachable necks, ground-level loading platforms, and hydraulic lift platforms. These systems help reduce approach angles, improve equipment access, reduce manual ramp handling, and support safer loading of low-clearance or heavy equipment. Matheny also supports trailer safety through customer consultation, product orientation, manufacturer manuals, parts support, warranty coordination, and service assistance. Customers are reminded that safe operation depends upon proper trailer selection, adherence to trailer ratings, proper tow vehicle matching, routine inspections, cargo securement, preventive maintenance, operator training, and compliance with applicable federal, state, provincial, and local regulations. Through Matheny’s product expertise and the safety-focused engineering of Kaufman Trailers, Landoll Corporation, Four Degree Trailers/MTM Trailers, and Behnke Trailers, Sourcewell participating entities have access to trailer solutions equipped with advanced braking, lighting, securement, loading, and visibility features designed to support safe, reliable, and compliant operation across public works, utility, construction, transportation, agricultural, educational, and government applications.	
93	Describe available configurations and options your	Matheny Motor Truck Co. offers a broad range of trailer configurations and options through its participating manufacturers: Kaufman Trailers, Landoll Corporation, Four Degree Trailers/MTM Trailers, and Behnke Trailers. This product breadth allows Sourcewell participating entities to select trailer solutions	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

	trailers offer, including ramp types, deck materials, tie-down systems, and other features that support various operational needs.	based on specific application, equipment type, capacity requirements, loading method, operating environment, and long-term service needs. Available trailer configurations may include: • Flatbed trailers • Deck-over trailers • Drop-deck trailers • Lowboy trailers • Tilt deck trailers • Gooseneck trailers • Tag and tag-along trailers • Dump trailers • Utility trailers • Equipment trailers • Heavy-haul trailers • Detachable trailers • Traveling axle trailers • Traveling tail trailers • Enclosed trailers • Telecom, reel, and pole trailers • Hydraulic platform trailers • Custom and application-specific trailer configurations Ramp and Loading Options Ramp and loading options may include: • Spring-assisted ramps • Slide-in ramps • Stand-up ramps • Flip-over ramps • Air ramps • Hydraulic ramps • Hydraulic bi-fold ramps • Beavertails and hydraulic beavertails • Tilt decks and power tilt systems • Air tilt systems • Detachable gooseneck systems • Traveling axle systems • Traveling tail systems • Ground-level hydraulic platform loading systems These options help customers safely and efficiently load equipment with varying ground clearance, weight, wheelbase, and operating requirements. Deck Materials and Deck Surfaces Available deck materials and deck surfaces may include: • Treated wood • Oak • Apitong	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Steel tread plate • Smooth steel • Diamond plate • Composite decking • Mesh decking • Aluminum decking • Steel dump bodies • Aluminum dump bodies • Other model-specific deck surfaces Deck selections may be based on durability, traction, weight, corrosion resistance, payload efficiency, and application requirements. Tie-Down and Securement Systems Tie-down and securement options may include: • D-rings • Recessed D-rings • Angled D-rings • Stake pockets • Rub rails • Chain slots • Keyhole tie-downs • Winch tracks • Sliding winches • Straps • E-track • Chain and binder racks • Outriggers • Side rails and removable rails • Other model-specific load securement provisions These features help customers secure equipment and materials in accordance with applicable cargo securement requirements and internal safety practices. Additional Options and Operational Features Additional available options may include: • Tandem, triple, and multiple axle configurations • Air ride or spring suspension • Lift axles and slide axles • Electric, hydraulic, electric-over-hydraulic, or air brakes • Pintle hitches • Gooseneck couplers • Fifth-wheel/kingpin configurations • Adjustable couplers • Landing gear • Hydraulic jacks and stabilizer jacks • Toolboxes and dunnage boxes • Tarp systems • Lighting packages and strobe lights	

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

		• Reflective tape and conspicuity features • Custom paint and corrosion-resistant finishes • Fenders and fender options • Traction cleats and bucket plates • Customer-specific accessories and modifications Manufacturer Specialization Each participating manufacturer provides unique product strengths. Kaufman Trailers offers utility, equipment, flatbed, gooseneck, tilt, dump, car hauler, detachable, and enclosed trailers with practical configuration options for commercial, municipal, fleet, and public works use. Landoll Corporation offers heavy-haul, detachable, traveling axle, traveling tail, rollback, TravAlong, and specialized transport trailers with advanced loading, suspension, braking, and securement options for demanding equipment transport applications. Four Degree Trailers / MTM Trailers offer hydraulic platform trailers, Lo Riser trailers, Lift-a-Load trailers, end-dump trailers, dump bodies, material-hauling trailers, and specialty dump configurations. Behnke Trailers offers heavy-duty flatbed, deck-over, tilt, hydraulic beavertail, utility, telecom, construction, agricultural, heavy-haul, OEM, and custom trailer solutions with extensive option flexibility. Matheny works with each participating entity to review intended use, transported equipment, loading requirements, towing equipment, operating conditions, and desired options before recommending a configuration. This consultative approach helps ensure the selected trailer includes the appropriate ramp system, deck material, tie-down package, axle and suspension configuration, braking system, hitch type, lighting package, and other operational features. Through its manufacturer partners, Matheny can provide Sourcewell participating entities with standard trailer models as well as customized configurations designed to support public works, utilities, construction, transportation, emergency response, parks and recreation, agriculture, education, fleet maintenance, and other public-sector applications.	

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

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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	$12,500.00	$32,000.00	
96	Medium Deck-over 20-30T	(•) Yes ( ) No	$24,500.00	$38,500.00	
97	Heavy Deck-over 40-50T	(•) Yes ( ) No	$28,000.00	$43,800.00	
98	Flatbed/Drop-deck 40T	(•) Yes ( ) No	$31,000.00	$43,800.00	
99	Dump/Transfer Steel	(•) Yes ( ) No	$6,000.00	$76,000.00	
100	Lowboy/Heavy Haul 55T+	(•) Yes ( ) No	$65,000.00	$125,650.00	

Documents

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

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

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

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

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

- Pricing - Pricing_&_Specs.zip - Wednesday June 24, 2026 15:46:26
- Financial Strength and Stability - Financial_Strength_&_Stability.zip - Wednesday June 24, 2026 15:46:36
- Marketing Plan/Samples - Marketing_Plans-Samples.zip - Wednesday June 24, 2026 15:46:59
- WMBE/MBE/SBE or Related Certificates - Related_Certificates_&_Industry_Recognitions.zip - Wednesday June 24, 2026 15:47:22
- Standard Transaction Document Samples - Standard_Transaction_Documents.zip - Wednesday June 24, 2026 15:47:32
- Requested Exceptions (optional)
- Upload Additional Document - Additional_Documents.zip - Wednesday June 24, 2026 15:48:22

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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. - Bob Wilson, VP Sales, Matheny Motor Truck Company

Docusign Envelope ID: ED7498B1-64DA-8D45-81D4-272339D0B8E9

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