Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

MASTER AGREEMENT #062526
CATEGORY: Trailers with Related Equipment and Services
SUPPLIER: General Engines Co., Inc. dba Eager Beaver Trailers

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and General Engines Co., Inc., dba Eager Beaver Trailers, 14893 Hwy 27, Lake Wales, FL 33859 (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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

- 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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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	General Engines Co., Inc. dba Eager Beaver Trailers
Signed by: Jeremy Schwartz C0FD2A139D06489...	DocuSigned by: Christina Flowers B4BD48E46E8A441...
By: _____	By: _____
Jeremy Schwartz	Christina Flowers
Title: Chief Procurement Officer	Title: Corporate Secretary VP Sales
Date: 10/20/2026 | 10:14 AM CDT	Date: 10/20/2026 | 8:06 AM PDT

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

- 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: 5D4B541C-1DF2-8651-809A-AD161A936071

(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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

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: 5D4B541C-1DF2-8651-809A-AD161A936071

RFP 062526 - Trailers with Related Equipment and Services

Vendor Details

Company Name:	General Engines Co., Inc.
Does your company conduct business under any other name? If yes, please state:	Eager Beaver Trailers
Address:	14893 Hwy 27 Lake Wales, FL 33859
Contact:	Christina Flowers
Email:	cflowers@eagerbeavertrailers.com
Phone:	856-423-0200 2303
Fax:	800-257-8163
HST#:	21-0629953

Submission Details

Created On:	Tuesday May 12, 2026 11:40:32
Submitted On:	Wednesday June 24, 2026 14:47:17
Submitted By:	Christina Flowers
Email:	cflowers@eagerbeavertrailers.com
Transaction #:	a5d0145f-3882-4e5c-a26a-dc0dd41d467a
Submitter's IP Address:	10.13.1.5

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

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.	General Engines Co., Inc. dba Eager Beaver Trailers EIN 21-0629953	*
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.	Y	*
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.	Eager Beaver Trailers	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	3SQW7 Unique SAM ID: T1NRSEDF7ZJ1	*
5	Provide your NAICS code applicable to Solutions proposed.	336212	
6	Proposer Physical Address:	Manufacturing and Corporate Eager Beaver Trailers 14893 Hwy 27 Lake Wales, FL 33859 800-257-8163 Parts Warehouse and Distribution Eager Beaver Trailers 548 Swedesboro Ave Mickleton, NJ 08056 800-338-7088	*
7	Proposer website address (or addresses):	https://www.eagerbeavertrailers.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.	Christina Flowers Corporate Secretary, VP Sales 14893 Hwy 27 Lake Wales, FL 33859 800-257-8163 ext 2303	*

		cflowers@eagerbeavertrailers.com	
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Christina Flowers Corporate Secretary, VP Sales 14893 Hwy 27 Lake Wales, FL 33859 800-257-8163 ext 2303 cflowers@eagerbeavertrailers.com	*
10	Identify the Proposer's other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Ben Flowers Sales Manager 14893 Hwy 27 Lake Wales, FL 33859 benflowers@eagerbeavertrailers.com Anna Johnson Territory Manager 14893 Hwy 27 Lake Wales, FL 33859 ajohnson@eagerbeavertrailers.com 800-257-8163 ext 2305	*

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.	Founded in Thorofare New Jersey in 1946 by Frank Flowers Sr., General Engines Co., Inc. is a family-owned, privately held manufacturer specializing in heavy-duty construction equipment trailers. Operating under the widely known dba brand Eager Beaver Trailers, the business has steadily grown its production capabilities over the decades to spanning a wide capacity of flatbed, drop-deck, and hydraulic low-boy equipment trailers ranging from 6 to 100 tons. We employ 120 employees in our Lake Wales Florida headquarters and manufacturing facility, of which we have included a photo, and our Mickleton New Jersey parts distribution facility. Our factory teams support over 300 dealerships in all the US including Puerto Rico and Guam, Canada, Mexico, Central and South America, Africa, Egypt, Syria, and Bahrain. Our mission with our factory and dealer teams is to provide product excellence and exceptional customer service to ensure long-term relationships. Since 1946, over an 80-year period, we have manufactured in New Jersey and Florida and sold various types of equipment throughout the world. 1946 • Manufactured small concrete block machines for domestic and export markets. • Operated full concrete block making factory also producing rainbow rock a smooth, multicolored river gravel or cobble used in landscaping. 1950 • Manufactured snowplows and asphalt rollers. Trade names General	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		Rollers and General Snow Plows. 1960 • Distributor for J.I. Case Construction Equipment in Eastern Pennsylvania, South and Central New Jersey. This was sold in the mid 1960's. • Added manufacturing of the tag and lowbed trailers for municipal, state, public utilities, and large and small contractors. Sold through distributors in the US and internationally. 1975 and 1978 • Purchased an old Dexter axle factory in Texas and started Texas Trailers. These factories focused on building trailers. • Designed an electric drive unit for bicycles marketed in the US under the trade name Pedal Power. These were small motors that were fitted to a standard bicycle and would drive the bike wheel when powered on. You could choose to manually pedal the bike or activate the motor, and it would power the bike. 1979 • Purchased assets of the electric car maker Sebring Vanguard. Started manufacturing electric autos for the US market as CVI (Commuter Vehicles Inc.). We built 1700 electric autos and 300 electric vans for the US Postal Service. We sold the business in 1985. • Private branded approximately 3,000 trailers and rollers for Allis Chalmers, J.I. Case, Vibromax, and Davis Manufacturing. 1982 • We separated the 3 companies under General Engines, Eager Beaver Trailers, Interstate Trailers (Texas Trailers) and EMC (Electric Mobility Corp). Eager Beaver Trailers and EMC were located in New Jersey, Interstate Trailers in Texas. 1986 • Purchased a new trailer manufacturing facility that was equipped to build trailers in Lake Wales, FL. Divested all non-trailer operation in Sebring, FL. Most personnel moved to Lake Wales plant. 1985 • Started a product line of material recycling collection vehicles. Manufactured several models of truck and trailer mounted bodies that separated recyclable materials, aluminum cans, glass bottles, cardboard, etc. • Started a line of vibratory asphalt compactors (rollers) to enhance our existing line of static asphalt rollers. This line was sold to Champion Road Machinery of Canada in 1991. 2005 • Established a parts warehouse in Mickleton NJ to provide faster response times for all our customers and dealers. Our 10,000 sq ft warehouse, houses over 1,500 SKU's (stock keeping unit), allows us to ship parts worldwide the same day they are ordered. Today Eager Beaver Trailers offers a lineup our customers have helped develop with their needs and ideas, going along with our leading engineering and technology advancements. We have led in the development of heavy-duty tag trailers. First there was a heavy duty of 20 tons, then heavy duty of 10 and 12 to trailers were added. Later a 25-ton heavy duty triaxle. In time, the front axle of the 25-ton became a liftable air ride suspension. All the models progressed from 8'-0" wide	

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		to 8’-6” wide as the laws changed. The height of the deck was lowered due to the introduction of low-pro tires. Eventually, all tag trailer beavertails were extended, and longer ramps were added. This change provides a better loading angle. An optional extension ramp could reduce the ramp angle even further. All of the advancements, which we have led most, have led to one of the safest loading of trailers in the market. We are well known for our company’s approach to transportation safety, using only the highest quality components which translates to a more reliable and safer trailer, being a long-standing leader in product development, and not shying away from taking projects on to produce custom-designed trailers. Our equipment remains a highly sought-after staple in the heavy equipment industry. You can typically find hundreds of new and used Eager Beaver tag-a-long, flatbed, and lowboy trailers available for purchase at any given time across commercial equipment platforms. Our reliability and heavy load capacity were on display, photo included, in 2010 during the precarious rescue of 33 men trapped 2,300 ft underground for 69 days at the San Jose mine in Chile. The massive 31-ton drill that penetrated the dense, hard rock and made the escape opening was located in South America and transported overland to the mine on an Eager Beaver 50GSL/3 trailer. US and international military branches have trusted us to supply them over the years with standard and custom trailers. In 1991, Eager Beaver Trailers, in conjunction with Mack Trailers, received an order for (12) 70GLB trailers with Mack Trucks providing the prime movers. The order was for the Country of Bahrain’s military. These massive trailers were used to haul Armored Personnel Carriers (tanks). In 1994, the Egyptian Army ordered (100) B6DOW trailers to carry ammunition. These were a 6-ton capacity trailer painted Desert Sand. Ten Egyptian Generals came to the factory for the inspection and training. In May of 2017 we received an order for (43) M871A3, 22.5-ton Bulk Break trailers shipping to various locations across the US. These trailers were a purchase for the Air Force. These trailers were a variation of our model 25GLB. They are used to carry containers, materials and equipment. In April of 2020, we received an order for a custom designed model 100GLB trailer for the Philadelphia Naval Yard. This trailer had steerable axles to help maneuver around the existing buildings at the Naval Yard. You may wonder how the name Eager Beaver Trailers came about. The founder of our company was an Army Air Corp aircraft mechanic stationed in the South Pacific during World War II, home of the 42nd Bombardment Squadron nicknamed the “Eager Beavers”. We have included a photo of the name and illustration proudly displayed on a	

		bomber. Attachment: Line 11 FL Factory Photo, Line 11 Eager Beaver Name, Line 11 Chile Drill Transport Trailer Photo.	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	If awarded, we expect to shorten the time required to purchase our equipment. Because Sourcewell has already completed the bid process, one of the most time-consuming steps, the agency can move directly to quoting and funding. Over the years, we have fulfilled numerous special orders for various military branches. With Sourcewell's new IGSAs, we expect to increase our visibility and expand future opportunities. We expect our authorized dealers to actively promote the contract's features and benefits, use it as our primary contract, and include it in their marketing when representing our equipment. We anticipate increased government sales revenue, as many agencies have encouraged us to pursue a Sourcewell contract in order to conduct business with us.	*
13	Provide non-confidential indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as: • Annual revenue range (select a range—do not provide confidential statements) • Years in business • Publicly available SEC filings (if applicable) • Third party credit scores or ratings (e.g., D&B, bond ratings) • Letters of credit or financial backing from a banking institution Upload supporting documents (as applicable in the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI.	We have been a family-owned business for 80 years with 3 generations of succession planning to ensure the company remains fiscally responsible and financially strong. Our annual revenue range is $25mil - $35mil per year. FEIN: 21-0629953 NJ Sales Tax: 210-629-953 FL Sales Tax: 63-22-059035-63 D&B: 00-232-5231 FET (Federal Excise Tax): 59-94-0015-Q Trade references: Nucor Steel Berkely, 843-336-6108 SSAB Swedish Steel, Inc., 800-409-0138 USA Harness, Inc., 903-342-3767 Maintenance Plus, Inc., 205-252-5871 Sealco Air Controls, 602-253-1007 Attachment: Line 13 D&B Report Rating – 1R3 Supplier Evaluation Risk – Low Risk Slow Pay Risk – Low Risk Repayment Risk – Low-Moderate Risk Insolvency Risk – Low-Moderate Risk Attachment: Line 13 Bank of America Letter of Good Standings Account Opened in 1986 Attachment: Line 13 Experian Report The document provides a comprehensive credit and financial profile of General Engines Co. Inc., including business history, credit scores, payment trends, and operational details.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

	Subsection E. Disposition of Proposals.	Our company has a high credit score of 85, indicating a low risk of delinquent payments. Our financial stability risk rating is 1, which signifies a very low potential for severe financial distress within a year. The low-risk ratings are supported by the absence of bankruptcies, liens, or judgments filed against the company. We demonstrate a consistent pattern of on-time payments, with over 97% current payment status. Payment trends show a slight decline from 100% to around 94-98% over recent quarters but remain stable overall. Our company maintains low delinquency levels, with minimal accounts overdue beyond 30 days. Our payment behavior indicates reliability, with Our company has a history of maintaining low balances and timely payments on trade lines. We have had no recent bankruptcies, liens, or judgments, reflecting strong financial health. Multiple inquiries from industries related to truck trailers, manufacturing, and distribution are recorded. These inquiries show high on-time payment percentages, indicating good credit management. Our company's credit activity remains stable, with consistently low delinquency and prompt payments. The industry sector, truck trailer manufacturing, is associated with a moderate to high-risk score of 84%. Despite industry risks, the company's low delinquency and high credit score suggest effective risk management. The company's long-standing operation and stable payment history contribute to its low overall risk profile. Attachment: Line 13 Line of Credit Letter Bank of America since 1986, the line of credit is $3,000,000 and as of June 17, 2026 there is no outstanding balance owed. The account has been conducted in a satisfactory manner and remains in good standing with the bank. Attachment: Line 13 Working Capital of $22,729,000 Letter Based on an average of figures reported in our audited financial statements for fiscal years 2021 - 2024 and our reviewed financial statements for fiscal year 2025, our working capital over this period averaged approximately $22,729,000. These financial statements were audited by Bunting, Tripp & Ingley, LLP and reviewed by Farnsworth & Mullins, both independent certified public accounting firms. The working-capital average presented here is a calculation performed by management using amounts reported in those financial statements. Attachment: Line 13 W-9	
14	Describe your US market share for your proposed Solutions.	We have sold and serviced in all US states including Alaska, Hawaii, and Puerto Rico. We have had 203 factory-direct and authorized dealer sales to agencies during the last 3 years.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

	OR Provide the number of US Education and Government entities you have served over the past three (3) years, along with the total number of states where you have made sales.	In addition to these sales, we have had numerous international sales and have full service available in Central America, South America, Africa, Egypt, Syria, Bahrain, and Mexico.	
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	We are rebuilding our presence in Canada as we have had dealers close or were purchased. In the last 3 years we have had 2 sales into Ontario and Quebec for $279,871. McDowell Equipment In Sudbury Ontario, our dealer for over 30 years, has $170,152 on order with us. In 2007, 2008, 2010, and 2011 we had a total of $3,248,957 in sales. In the 1990's we averaged $5mil per year. We have sold into Manitoba, New Brunswick, Ontario, and Quebec with the most going into Ontario and Quebec.	*
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	*
17	Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension	No	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

	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.	Frank Flowers, CEO and President of Eager Beaver Trailers contributed on the Board of Directors for TTMA (Truck Trailer Manufacturers Association) for 15 years. The company has been a member of TTMA since 1970, being the longest standing manufacturer member. Christina Flowers, Corporate Secretary & VP of Sales, recently worked with TTMA and was instrumental on lobbying for the Build America 250 Act which was introduced on May 19, 2026, and approved by the committee on May 22, 2026. The bill is designed to reauthorize and modernize federal highway, transit, rail, freight, and safety programs for FY2027 – FY2031.	*
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%.	We have averaged 25% of our sales going to the government sector over the last 3 years.	*
20	What percentage of your sales were to the education sector in the past three (3) years? This and the previous line should not exceed 100%.	We have averaged 1% of our sales going to the education sector over the last 3 years.	*
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.	BuyBoard Award date: 12-1-2025 Sales to Date: $240,352 HGACBuy Award date: 5-26-2026 Sales to date: $0 Educational Services Commission of New Jersey (ESCNJ) Cherry Valley Tractors, one of our authorized dealers, represents Eager Beaver Trailers products on their ESCNJ contract Added to contract date: 2023 to current Sales to date: $663,938 Florida Sheriff's Dobbs Equipment, one of our authorized dealers, represents Eager Beaver Trailers products on their FSA contrac Added to contract date: 2023 to current Sales to date: $832,603	*
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)	GSA Consolidated Trailers, one of our authorized dealers, represents Eager Beaver Trailers products on their GSA Added to contract date: Sales to date: $623,214 last 3 yrs, $1,044,115 last 5 years We do not have any SOSA's.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

	years.		

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 *	
WAPA (UPG) US Dept of Energy Western Area Power Montana Maintenance	Tyler Partridge	406-526-8517	*
Fort A.P. Hill, VA	Patrick Jones	804-633-8415	*
US Fish & Wildlife Service Region 6 ND	Tyrell Lauckner	505-974-0206	*
Navy Foundry and Propeller Center PA	Kevin Lo	215-897-6035	
Galveston County Consolidated Drainage District, TX	Shannon Harris	281-482-0404	

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

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

#	Question	Response *	
24	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your	Our organization is described as (b). We manufacture and service trailers, direct from the factory and through an authorized group of over 300 independent dealers specializing in construction equipment, trucks, and trailers and working with government, education, and non-profit agencies. We have a parts distribution center, selling direct and through our dealers. We have Eager Beaver Trailer employees supporting our dealers in sales and service which includes teams of Sales & Territory managers, Inside Sales, Marketing, Engineering, Finance, Plant Operations, and Logistics. We offer bi-lingual Spanish services when needed, along with our website, parts book, and literature in Spanish. We also utilize third party companies specializing in Finite Element Analysis, Paint Recycling, and Social Media Marketing.	

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

	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?		
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.	Our factory Sales force are full-time Eager Beaver Trailer employees who handle all sectors of customers in both sales and service. Headed up by our VP of Sales Christina Flowers, who also leads our Marketing and Advertising, Sales Manager Ben Flowers, our 6 Territory Managers and 2 Inside Sales Representatives. Our Territory Managers support our dealers in these regions offering sales and service assistance: 1. Randy Hall based in GA, Mid-Atlantic – AL, DE, MD, MI, NC, TN, VA 2. Kevin Ferringer based in GA, Mid-West – AR, GA, IA, IL, IN, KS, KY, MI, MO, OH, SC, WI, WV 3. Ben Flowers based in PA, Northeast – CT, MA, ME, NH, NJ, NY, PA, VT 4. Anna Johnson based in MN, Western – AK, AZ, CA, CO, HI, ID, MN, MT, ND, NM, NV, OR, SD, UT, WA, WY 5. Johnny Gomez based in FL – FL, LA, OK, TX, All Export Sales 6. Jim Berryman based in NJ – Canada Our Engineering Manager Fred McClure may be brought in during the specification period of a sale to assist the dealers and customers in their selection of features and benefits of the equipment. Our engineering team has been known to help write technical specifications for government customers and MIL SPECS for our military. Our Aftermarket Parts Operation is overseen by Christina Flowers and her team who work directly with our dealers in recommending part-level inventories, confirming the right part is being ordered, and general questions on selecting parts for the sale. Our over 300 independent dealers specializing in construction equipment, trucks, and trailers have experience of selling into the Sourcewell member base which will give us a headstart if awarded a contract. Each dealer has a minimum of one salesman assigned to our product line. All 120 Eager Beaver Trailers' employees are keenly aware they contribute to the level of success of our sales and service that we want to provide to customers. Performing our duties safely, manufacturing at the highest quality, designing what customers say they need, and fully supporting our dealers lends us to producing and selling on average 800 pieces of equipment annually to the government, military, construction, and retail sectors with an annual average revenue of	*

		$25,000,000.	
26	Describe your network of Authorized Sellers who will deliver Solutions, including the number and locations of dealers, distributors, resellers, and other distribution methods, as it relates to the requested Solutions.	Our equipment and OEM parts are represented by best-in-class independent dealers experienced in selling and servicing heavy equipment and parts for government customers and using contracts to grow their business. To support them, we are dedicating greater focus and resources to securing the contracts they need in their territories to increase sales. With more than 300 dealer locations across North America, our dealers are often the first point of contact when customer opportunities arise in sales or service work. Our dealers will have 5-20 plus trailers on site to support immediate sales. We provide recommended inventory levels of parts to support the equipment in their territory. We value our dealers' local presence and, if awarded, we will allow our dealers to receive purchase orders directly from Sourcewell members on our behalf, using all pricing, terms, and conditions of our Sourcewell contract. We understand members want to work with their local contacts more often than the manufacturer and we want to provide them with this service. Our dealers will complete the pre-delivery inspection and conduct an equipment walk-around covering safety, operation, and maintenance instructions. They will also work with the customer to submit the warranty registration form and ensure the MCO lists the customer as the rightful owner. Sourcewell members can locate their local dealer of choice using our online interactive dealer locator at https://www.eagerbeavertrailers.com/?scroll-to-map. They are able to refine their search using their zip code, a radius, and the map provided with all their options. Attachment: Line 26 Dealer Listing	*
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.	Our over 300 dealers are typically the customers' first point of contact for service needs. In most cases, their sales and service teams can provide the required support directly. When needed, the dealer will visit the equipment site to assist; if an on-site visit is not practical, the equipment is brought to the dealer's location for service. They rely on our expertise when the requirements have gone past their knowledge and experiences. As noted in our Line 25 response, dealers first contact one of our six Territory Managers for service support in their respective regions. If additional assistance is needed, the Territory Managers coordinate with our Product Support Manager Jae Bumgarner and our Engineering team. Jae and the engineers support dealer service technicians through video calls, photos, and diagrams. Although it is rarely necessary, we will travel to the equipment site when on-site assistance is required. Our response time if not immediate is within 2 hours of the initial contact. Priority is placed on the issue once it has been thoroughly	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		reviewed and tracked throughout our teams until it has been completed and approved by the customer.	
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.	Our dealers have been trained to work with the factory on all government opportunities as we provide the quotes on all requests in this sector. This process allows us to track these orders and to make sure pricing and discounting is accurate. We plan to lead with this Sourcewell contract. Finding out how the customer needs to purchase the equipment is our first priority and gives us the opportunity to introduce the features and benefits of the contract. Our website has a unique inventory search capability. If anyone is searching models, once they are on the specific page they can click on a button “View in Stock” which will list inventory of the model available at the factory or at dealer locations. The search results in providing the customer with the Model, Serial Number, Capacity, City, State, Color, and Options. Our Quote Me is another great feature for members as it allows them to request a quote through our website on either a general model of trailer or a VIN specific model listed in our on-line inventory. After confirming the customer’s purchasing requirements, we work with the dealer to configuration the trailer. The dealer leads the process and brings in our Territory Manager for support, with Engineering involved as needed. Once the configuration is finalized, we create a drawing of the requested trailer, review it thoroughly with the customer, and obtain their sign-off. We then provide the quote to the dealer, who works with the customer to secure a purchase order. When the order reaches the factory, our inside sales team enters it and sends an acknowledgement to the dealer for a second verification of the configuration. After acceptance, Engineering reviews the order and releases it to Production for scheduling. The dealer is notified of the expected delivery date and again when the order ships. Upon receipt of the shipment, the dealer completes a pre-delivery inspection, then contacts the customer to arrange training, a walkaround, and delivery. After final sign-off, the MSO is provided to the customer, and the model is registered for warranty purposes. Once registered, the factory sends the customer a package that includes the Parts and Service Manuals, Federal Motor Carrier’s Handbook, How to Safely Load and Transport on Your Trailer DVD, ABS Troubleshooting Card, and an Eager Beaver hat or apparel.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		Throughout the ordering process our dealer is in communication with the customer with any updates or changes.	
29	Describe, in detail, the process and procedure of your customer service program. Include your response –times, escalation protocols, issue resolution timeframes, as well as any incentives that help your providers meet your stated service goals or promises.	It is important to note, as a company we believe and practice that everyone is charged with responding to all opportunities as if it is our #1 priority, and to get the customer back on the road with their trailer quickly. Our teams reach out to our most well-versed subject matter expert employee if they are not able to assist, advising the customer on who they will be working with to complete the task. Our customers and dealers have 3 ways in which they will contact our customer service team. 1. The Contact tab on our website, https://www.eagerbeavertrailers.com/contact/, which you input your name, phone, email, and questions or comments. This generates an email to our customer service team. Our goal is to respond to these emails within 2 hours of receipt. 2. Contacts through phone calls or direct emails. Our goal is to respond to these within 1 hour of receipt. 3. Our sales team will communicate information to our team. Our goal is to respond to these within 1 hour of receipt. If we are working on an issue with the equipment, we send the customer or dealer a diagram which consists of the exact area of concern, see diagram attachment example. Over the phone we will talk through the diagram to provide the solution. There are times we will use Facetime to determine the solution. If the trailer is not under warranty and they need parts, we supply them with the part numbers and forward them to our parts department to place the order. If we are working with a customer, they may choose to check with the local dealer on the part. Our goal is to ship the same day as the order with the customer determining the method of delivery as they will pay the shipping charges. If the trailer is under warranty, we supply the parts under warranty with no delivery charges. Our goal is to ship the same day as the order. Our standard procedure is to ship the order as an express delivery, which is overnight or 2 days. On larger items we place on pallets the delivery will be conducted through an LTL freight company which is usually 2-3 days in transit. On the rare occasion the customers dealer cannot do the work for the repair we will work locally with them in finding a mechanic shop. We will work with the mechanic shop and send parts directly to them to expedite the time frame. We may also send our employees to assess the issues and assist with fixing them. It’s not unheard of for us to be at a site for a week cutting and fixing our customers’ trailer. We stand behind our products and if the issue warrants, we will transport the trailer back to our factory to have our engineers inspect it and get it up on sawhorses to start fixing the issue. These situations are	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		given the highest priority and clearly communicated back to the customer on expectations. If the case calls for it we will build a new trailer to replace the defective trailer. Attachment: Line 29 Diagram Example	
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Our broad dealer base of over 300 has been covering the US for over 30 years in all 50 states. They are all well equipped to handle sales and service at their locations or at the agency's site. Our factory provides support throughout the US whenever called upon and we have resources to travel to dealer or customer locations when the need arises. Dealers carry the necessary parts to support the equipment they have in their territories, and most will have trailer inventory on site for immediate availability. Our factory has an average of $470,000 in parts inventory and 10-15 trailers ready for shipment. We have been designing and manufacturing heavy equipment over the last 80 years and turned our focus on trailers 51 years ago. We are well recognized around the world for our durability, safety, and national parts support. Over the years the military has awarded several high security level, large projects to us in which we led in writing the MIL SPEC, producing 3D models and simulators, training, and supporting them in all facets when called upon. A few more areas owners of our trailers have noted: 1. The brand's signature wrap-around nose plates and tested capacities provide strong structural reliability. 2. Operators appreciate the brand's broad dealer support and the ease of accessing parts for various models. 3. The brand features hub-piloted wheels and outboard brake drums, making brake service notably easier for fleet mechanics. 4. You can download specific OEM, wiring, and parts manuals on the Eager Beaver Parts page to ensure you have the correct specifications for your specific model year. We know with our longevity in the industry, our experiences, our manufacturing capabilities, our knowledgeable teams at the factory and with our dealers we can provide a very high-level experience to Sourcewell members where they will be highly satisfied with their purchase and continued support for the life of the equipment.	*
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	We do not have any restrictions in Hawaii, Alaska, and the US Territories. We have authorized dealers making sales and performing service in HI, AK, Puerto Rico, and Guam.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	We have been selling and servicing Canada since our beginnings. At present we have 15 dealer locations across the country, with large customer bases, who have either sold through or are familiar with the Canoe Procurement Group. Our dealers are accustomed to working with agencies who qualify to use our contract.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		We handle all paperwork for the dealer's customs broker in US dollars. The dealer is responsible for exchanging the purchasing price into Canadian dollars along with adding custom fees, exchange rates, taxes, tariffs, or any other fee required for the purchase. We provide the Canadian VIN tag on all trailers sold into Canada, the 17-digit code serves as the trailers fingerprint identifying the manufacturer, country of origin, model year, assembly plant, and unique serial number. The tag is typically stamped on the dashboard (visible through the lower driver's side windshield) and printed on a sticker on the driver's side door jamb. We are confident we will continue to provide members in Canada with great equipment and all the services needed to keep it in their fleet for an extended period of time.	
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	We are capable of selling and servicing our equipment in all geographic areas of the US and Canada.	*
34	Identify any account type or Participating Entity type from the RFP that will not have full access to the requested Solutions if an agreement is awarded, along with the reason(s) why.	All Sourcewell Participating Entities will receive full access to the solutions and terms as outlined in our submission.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, nonprofit entities will receive full access to the solutions and terms as outlined in our submission.	*

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	Our factory Marketing team works with our third-party company specializing in social media marketing for truck and trailer dealerships, manufacturers and the transportation industry. The agency enhances our digital presence using targeted social media management. Announcing our award to our factory and dealers will be our first priority as we want to make sure when we begin to spread the news to our customer base we are all well versed in how to respond and the support we will provide on the contract from our government focused representative. Our Territory Managers will lead this effort with their dealers during the first 30 days of an award, and our focused government representative will lead it at the factory. We will be encouraging everyone to follow Sourcewell on your platforms.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

	materials.	A press release will be published within 30 days of an award following the format of the Sourcewell press release example. It will be released to our contact database, to the Construction Equipment Guide, the Machinery Trader, Government Fleet Magazine and all our social media platforms. We will also include a pop up on our website that will continue for 6 months. A portion of our plan will be to announce our award through our ad campaigns which are published weekly and monthly. We expect to have the first ad published within 30 days of the notice of award. We have attached 5 ad examples. Because we are going to lead with our Sourcewell contract, we will always position the logo larger and higher up and standing along when possible. Here is the list of publications we have been consistently advertising in for many years. • Asphalt Contractor • Construction Equipment • Construction Equipment Guide (All Regions and the Texas Supplement) • Contractors Hotline • Equipment Today • LICA membership magazine • Parts Connection • Machinery Trader • TX Asphalt Pavement Association magazine Within 30 days of an award, we will personalize posts on our social media platforms providing the features and benefits of the contract along with inviting the audience to follow Sourcewell. With this information we will include a flyer similar to the attached example, with only the Sourcewell logo. Once our Sourcewell landing page is available, we will tailor posts to this page and provide the link. Facebook: eagerbeavertrailers https://www.facebook.com/eagerbeavertrailers/ Facebook: Eager Beaver Trailers – South America https://www.facebook.com/EagerBeaverSouthAmerica/ Instagram: @eagerbeavertrailers https://www.instagram.com/eagerbeavertrailers/?hl=en LinkedIn: Eager Beaver Trailer Co. https://www.linkedin.com/company/eager-beaver-trailer-co/ Within 60 days we will begin to create a government page on our website that will include our government contracts. We will include a link to the Sourcewell home page, a link to our Sourcewell landing page, and a specific link to the contract information from our landing page. Immediately, we will begin to update our literature to include the Sourcewell logo and verbiage “available through our Sourcewell contract”. We will create a Sourcewell sales packet list for our dealers and provide inventory and links of the documents to include with their own information. Our packet will include 1) literature, 2) specifications, 3) Sourcewell Value Flyer, 4) Sourcewell Reference Guide, 5) and Sourcewell Explainer Flyer.	

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		We will have Sourcewell present in our booth at shows and events with banners, flyers, handouts, and signs. We attend these shows each year: Utility Expo, Louisville KY CONEXPO, Las Vegas, NV ESCNJ Vendor Expo, NJ Electric Utility Fleet Manager Conference, Williamsburg, VA Pave the Way Expo, South Plainfield, NJ Shows we are planning to attend: Government Fleet Expo NAFA I & E In all future marketing efforts, we will highlight our Sourcewell award when it is applicable. Attachments: Line 36 5 Ad Examples, Line 36 Facebook Post 4 Examples	
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.	In May 2026 our social media marketing ad campaigns on Facebook and Instagram reached over 400,000 people, had over 800,000 impressions, and our results were 14,580 with link clicks and messages. We use technology; websites, apps, social media and CRM platforms to understand our customers preferences, behaviors and buying history. Over the last 5 years we have celebrated a 13% conversion rate of leads to closed sales versus the industry standard rates of 2-5%. How we utilize technology and data drives has a direct impact on us achieving such a high close rate. 1. Web Analytics (Google Analytics, SEMrush) allows us to track clicks, sessions and mentions. 2. CRM Platform (Salesforce, MailChimp) brings all our data into a centralized location for a better understanding of our customers and their buying trends. Ads are tracked in Salesforce for the Quote Me program which allows us to see which campaigns are yielding the most results. With the Quote Me program, the lead generated is then associated with a quote number. Salesforce will automatically track when that quote becomes an order. Then an order will become an invoice, and the lead is categorized as Closed Won. With the reporting features in Salesforce we are able to track data and monitor buying trends. 3. Audience Segmentation and Targeting Platforms like Meta Ads and Google Ads help us to divide our audiences by demographics, purchase history, and buying patterns. Leads are generated from social media platforms and referred to the dealer in the customer's geographic region or to a dealer that is stocking inventory that matches what specifications the customer is looking for. This allows us to quickly get the customer exactly what he is looking for in a unit. It also allows us to see certain trends in different regions as far as different models or options. 4. Personalization at Scale AI and Automation allow us to deliver a more personalized experience to our customers. Personalized emails, product recommendations (online parts store) and dynamic website content. This personalization constantly	*

		improves engagement with our customers. This works especially well in the Eager Beaver Online Parts Store. For example, if a customer puts a suspension part in his cart, it will automatically pull up a drawing of the complete suspension to see if he needs any other parts as well. It also shows recommended related parts while browsing. The personalized email campaigns allow us to focus on all customers that have bought a specific model over the years and send them parts specials for that model or to highlight any new features that may have come out since they bought their unit. 5. Content Optimization Keywork Analysis and Search Trend Monitoring are used through SEMrush to monitor our engagement with our customers, and we are constantly striving to improve our positions. This gives us the insight to possibly explore new marketing avenues that we weren't engaging with previously by tracking where Eager Beaver Trailers is showing up in conversations on the Internet. 6. Quote Me Program We advertise our Quote Me campaign on our website, in all our print ads, and on our social media platforms. This allows a customer to reach out to us with specific needs, which then allows us to connect them directly with a dealer to see if we can help them with their current trailer need. The leads are tracking in our Salesforce program, and we can see the ROI in real time.	
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	We would appreciate Sourcewell promoting our contract at trade shows and on social media. We are also interested in joint marketing planning, having our contract highlighted to dealers attending Sourcewell training, and receiving information about any promotional materials available for our use. We hope Sourcewell will share our contract information with any leads that contact them directly.	*
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	As we mentioned in Line 25, we have factory and independent dealers who work our sales process. Our first priority will be to notify all our dealers and factory teams with the contract specifics and provide them with our hotline to our dedicated resource who thoroughly understands the contract, and who can help with the talking points of utilizing the contract, how to quote and how to finish the sales process and delivery. We will set up our quoting and ordering system coding to include the identification of a Sourcewell order at the time of the quote and at the order entry level for ease of tracking the sales and fee payments. We will offer an incentive to our dealers to sign-up for our contract training which will provide the dealer with the details of the contract, why it is important to track the sales, what support they have from us to help use the contract, our expectations of using the contract, and how we can jointly market the contract. After the initial kick-off work, we will utilize the Sourcewell member lists to target new customers and to notify existing customers of our new contract.	
40	Are your Solutions	We offer an e-Procurement ordering process with our factory parts. Members	*

	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.	can go to our website and click on Parts for the shop to appear. They can perform a search with information they have or go to the Product Categories of 1) All Trailers, 2) Lowboy Parts, 3) Tag Parts, 4) All Tags, 5) 10-12-Ton, or 6) 20-25-Ton. Once they complete their order an acknowledgement is sent and the parts are typically shipped on the same day as the order. We are providing an example of Macoupin County Highway Dept, Carlinville, IL successfully utilizing the process. Attachment: Line 40 Government e-Procurement Example	

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.	Our training is of no cost to the member. Sometimes the training begins during a demonstration prior to placing an order as we discuss features and benefits and determine the specification requirements of the trailer. In-depth In-Service Training is available and encouraged with every new trailer. Our belief is the more knowledge you have about the equipment, the more productivity you will receive from the trailer. In Service Training usually takes place at the customers location and it is conducted by our Territory Sales Manager and our Customer Service Manager. Training begins with a walk around to familiarize the customer with the components and features of the trailer. It moves on to become more specific with an explanation of each system on the trailer and how to properly operate them. This is crucial for the customer to get the maximum benefit from his trailer and prevent any damage to the trailer. Maintenance is explained on each of the systems and questions are answered. Operator safety is discussed throughout the training. Topics that are covered include: 1. ABS Braking System 2. Gooseneck Operation 3. Suspension Maintenance and Operation (Ride Height Settings, Torque Arm Adjustments, Etc.) 4. Proper Tire Inflation Settings 5. Proper Hitch Height Setting 6. Operation of Jack 7. Lubrication Levels on the Axle Hubs 8. Lift Axle Settings 9. Brake Maintenance 10. Power Pack Operation 11. Proper Pin Lubrication 12. Cylinder Care and Maintenance 13. Hydraulic Pump Operation and Specifications 14. Air System Specifications	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		At the end of the training, parts and service books are provided and we together watch our How to Properly Load and Unload your Trailer video. Contact information is given and we encourage the customer to call us if any questions ever arise regarding the operation and service of the trailer.	
42	Describe any technological advances that your proposed Solutions offer.	Eager Beaver Trailers offer advanced transportation technology with high-tensile, cold-formed steel frames, anti-lock braking systems (ABS), and specialized remote/air-operated components. Our trailers prioritize safe, efficient heavy-equipment hauling through modern load management and structural innovations. Advanced Load and Safety Technology 1. Air-Weigh Load Scales: Monitors and displays the exact payload weight in real-time to prevent overloading and ensure compliance with highway limits. 2. Integrated Lift Axles: Electronically controlled lift axles automatically activate strobe/flasher lights in the rear when deployed to alert surrounding traffic during heavy-duty transport. 3. ABS and Spring Brakes: All air-brake models come standard with advanced Anti-Lock Braking Systems (ABS) and spring brakes across all axles. Structural Engineering and Design 1. Cold-Formed Main Rails: Made from high-tensile, 80,000 PSI yield steel, the main rails are cold-formed to eliminate the weakening that occurs with traditional heat-treating. 2. Pierced Crossmembers: The crossmembers are pierced directly through the main beam rather than welded on top. This reduces the loaded bed height for a lower center of gravity, increasing safety and stability. 3. Patented "Beaver Tail": Eager Beaver Trailers pioneered and patented this angled rear deck design. This technological shift eliminated the need for steep ramps, allowing for a safer, gradual incline for loading rollers, pavers, and milling machines. 4. Apitong/Composite Decking: Instead of standard wood, we use high-durability composite materials and Apitong wood, which are mechanically bolted for easier replacement and maximum resistance to wear. Hydraulic & Operating Systems 1. Remote Hydraulics: Lowboy models are equipped with self-contained hydraulic power packs and wet line kits, allowing operators to seamlessly detach the gooseneck and adjust load levels without relying solely on the truck's auxiliary power. 2. Self-Contained Controls: Modern detachable lowboys include recessed leveling valves, dump valves, and cylinder controls located directly within the rail for safer, centralized operation. We rely on a robust ERP (Enterprise Resource Planning) system which the technology has developed with us over the last 25 years with Friedman Corporation, who offers industry-specific applications for the complex, high-volume, make-to-order manufacturers. The technology has given customers quick access to information and alerts regarding quotes, orders, warranties, and reporting. Complementing the Friedman ERP software is our Eager Beaver Open-Source System (EBOSS). EBOSS is a unique, locally produced, web application used to	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

track production reporting, warranty, serial numbers, quality assurance inspections, and to archive order specific documentation such as drawings, warranty documentation, additional customer specifications, and other information outside the scope of the Freedman ERP system. It is an intranet accessible database of current and past equipment orders providing quick access to each model ordered with links to important documents associated with the order such as current order build sheets, current bill of materials, an accessible library of individual part drawings for over 11,000 parts, archived signed sales drawings, photos and supporting documentation for warranties, product changes, engineering changes, and drawing changes. An integral part of the system is a report server accessing information directly from the Friedman ERP and EBOSS databases. Members have access to over 100 locally produced reports. Custom reports are produced in-house and usually available within a few days. The original purpose of EBOSS was to provide accessibility to current information for quality assurance inspectors on the production floor without interrupting production. Originally written with expansion in mind, EBOSS has expanded to service the needs of production, warranty, quality assurance, sales, engineering and has become an electronic repository of documents for engineering and warranty accessible by our teams and customers.

We use the full AutoDesk cad package. We use AutoCad for all 2D drawings. New designs are often created in solid models by Inventor. Inventor creates individual parts of any assembly. Some parts needed to be manufactured by plasma cutting are sent to a post processor, ProNest. Programs are then created which are used by our plasma cutting torches. We have used AutoCad since the mid 1990’s and the full AutoDesk package was added in 2018. Prior to 2018, we used SolidWorks for 3D solid design for about five years.

For almost 30 years, we have used an outside engineering and Finite Element Analysis, FEA third party provider. The company used has licensed structural and civil engineers on staff. These services were needed to achieve an independent review of our trailer designs. On most occasions they validated the current design. On at least one occasion, some modification to the current design was needed. We then implemented those changes and improved the strength of the trailer.

Features and benefits we have developed over the years have come about due to technology advancing. We were amongst the first in these developments.

1. For over 30 years we have utilized a submerged arc welding machine with two heads. This allows for fillets to be welded on an I-beam at the same time. The machine can then rotate 108° to weld another rail while the first is flipped upside down to wait for the next pass.

2. From our early days of producing trailers, we incorporated a true production line that moved on a regular basis. A U-shaped production line, with painting in the middle, allows the trailer supports to be returned to the beginning of the production line. With the use of roll fixtures, most of the trailer frame welds are done in the flat position. Few of our competitors use this process. Most other manufactures start and finish the frame in one fixture, this requires welding out of position, not flat welds as we provide, vertical and overhead welds have a potential to be inferior.

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		3. We were one of the first to introduce a tapered beam design that made it much easier to load paving equipment over the front of lowboys. It only has a 3° bed slope during loading. At the same time, a much longer, lesser angle, 16°, riser area was added to allow for rollers to easily climb onto flush wheel covers over the tires. A tapered beam design provides a trailer with a superior strength-to-weight ratio. By concentrating on the thickest, tallest steel precisely where stress and bending moments are highest (like at the neck) and tapering it down where less strength is needed, the trailer sheds unnecessary dead weight while gaining maximum durability. For the customer translates to a higher payload capacity, prevents standard stress cracking and frame buckling, and improves turning clearances, making it easier to maneuver through uneven terrain without dragging the tail. 4. We have a hauling pin interlock, which we were one of the first to incorporate into the design. This feature does not allow the hauling pin to be raised, unlocked, until the compression blocks were rotating out of position. This could only happen when the trailer was lowered to the ground. 5. We have all-wheel ABS brakes and Spring brakes on all axles. Federal law requires ABS on all air brake trailers. Despite ABS being required by Federal law, only 2S1M (2 speed sensors, 1 modulator), is required by Federal law. We provide the maximum available, 4S3M (4 speed sensors, 3 modulators), on lowboys and 4S2M (4 sensors, 2 modulators) on tags. Spring brakes are not required on heavy duty trailers, but we added them on all axles to provide the maximum parking brake capability.	
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.	Eager Beaver Trailers was the first ever recipient of the New Jersey Recycler of the Year award in 1995. These awards are conducted with the state's Department of Environmental Protection (NJ DEP) and in conjunction with the Association of New Jersey Recyclers (ANJR). The program recognizes outstanding sustainability, waste reduction, and recycling achievements across businesses, individuals, governments, and schools. We have continued down the path to find ways to decrease our carbon footprint and recycle and reuse throughout the factory and offices. Several years ago, we began working with Clean Planet, an environmental and cleantech company specializing in constructing "ecoPlants" that convert waste into circular products and ultra-low-sulfur fuels. Our plant operations generate solvent waste (like flushing paint lines or vessels), which is carefully segregated from water and rags to ensure it remains a clean feed material. The waste solvent is processed using Clean Planet's patented Precision Distillation™ technology. The unit safely heats the contaminated solvent to evaporate it, separates it from paint resins, pigments, and solid waste, and condenses the solvent back into liquid. This distillation extracts up to 95% of the available clean solvent, producing virgin-like quality chemical blends that can be reused for cleaning paint equipment. The remaining concentrated paint solids and hazardous residue are safely collected in smaller, manageable volumes for traditional hazardous disposal, dramatically reducing the overall waste output. Furthermore, Clean Planet's Service365 program monitors the distillation unit remotely to maintain optimal efficiency and tracks the entire lifecycle through an online portal. By handling recycling on-site, we reduce the carbon footprint and liability associated with transporting hazardous waste over public roads.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		We also work with a third-party provider, Clean Management, who handles our waste disposal by managing all the necessary regulatory paperwork and directly transporting the waste to permitted disposal or recycling facilities. They process a variety of materials, including hazardous and non-hazardous liquid paint, sludge, solvents, and paint-contaminated equipment. They ship the paint waste to EPA-compliant facilities where it undergoes one of several treatment processes for use as industrial fuels. We use Waste Management and Recycling with our paper, cardboard, aluminum, and plastic recycling to send less material to landfills reducing the release of methane, a potent greenhouse gas. LED lighting is our choice of lighting throughout our 2 locations. By using up to 80% less electricity than traditional incandescent bulbs to produce the same amount of light decreases the burning of fossil fuels like coal and natural gas at power plants. This drastic reduction in energy consumption directly lowers the demand on power grids.	
44	Describe any third-party issued, eco-labels, ratings, or certifications that your proposed solutions hold.	The US Federal Laws do not require an outside certification. Instead, every trailer is self-certified by Eager Beaver Trailers and on the Vehicle Identification plate we affix the following statement. THIS VEHICLE CONFORMS TO ALL APPLICABLE U.S.A. FEDERAL MOTOR VEHICLE SAFETY STANDARDS IN EFFECT ON THE DATE OF MANUFACTURE SHOWN ABOVE. To be able to make this statement, we review all applicable Federal Motor Vehicles Safety Standards, FMVSS, Title 49, Subtitle B, Chapter V, Part 571. We are also in compliance with all other applicable sections of Title 49, Subtitle B, Chapter V. Particularly section 565, 566, 567 and 568 regarding vehicle certification. Although not required to comply as a manufacturer, we also review the Federal Motor Carrier Safety Administration, FMCSA. Particularly Part 393 and all its subparts. These standards are for the driver, but we make sure our trailers are in full compliance, so drivers do not need to make any changes to be in full compliance. A few of the FMVSS standards refer to standards by the Society of Automotive Engineers, SAE. These standards are also reviewed to guarantee full compliance. A few sections, 571.106, 571.108, and 571.121, are of particular importance. We also belong to Truck Trailer Manufacturers Association, TTMA, who generate their own industry Recommended Practices and Technical Bulletins. Although we do not need to comply with these documents, they do provide good, recommended practices and support that are based on FMVSS, FMCSA and SAE as well as the members who have a long history of building trailers. TTMA's mission statement is - Relentlessly improving safety and quality while solving challenges confronting the North American truck trailer manufacturing industry and serving as the voice of that industry. In addition, we also comply with Transport Canada regulations and those of Mexico's NOM-012 standards. After reviewing our various trailer certifications,	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		our trailers were placed on Transport Canada's pre-clearance list "Appendix G", Canada's approved importers list. This allows for the immediate application of the Canadian compliance sticker at the port of entry. Some of our trailer component products are produced in industries that require their own certification. Some of these are steel, axles, suspensions, lighting, harnessing, air brake and hydraulic components. We receive these certifications and review them to make sure they comply with our standards. A few components we test and are certified. These include our drawbar eye hitches, roto lashing rings, and swing out outriggers. We also had our trailer dynamometer tested to be able to approve our primary air suspension. Our brakes system design and timing test were performed to assure we are in full compliance with FMVSS Title 49, Subtitle B, Chapter V, Part 571.108. We use the Sherwin Williams Genesis brand paint with its 3.5 VOC's (Volatile Organic Compound). The 3.5 lbs/gal rating refers to the amount of VOC's (solvents that evaporate as the paint dries) per gallon of paint. A 3.5 VOC coating is considered "low VOC" and meets EPA National Rule standards, making it legal and compliant for use in the majority of US states. With this paint, we get the smooth, user-friendly sprayability of traditional solvent-based paints without the excessively high emissions of older industrial coatings.	
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?	Our uniqueness initiated in our early years of manufacturing our trailers, most of which have been copied by other trailer manufacturers. 1. Trailer Beavertail and Compression Loading The Beavertail – The founder of General Engines had the original patent, US US7341229B1, granted on 3-11-2008 on the trailer beavertail and what he called compression loading. A beavertail is a sloped, downward angle at the rear of the trailer's deck. This design lowers the rear loading height, making it significantly easier and safer to drive, roll, or load heavy equipment onto the trailer. This is a process when loading equipment, the ramps and beavertail will drop until the ramp support touches the ground. Once the equipment has been loaded, the ramps can be lifted and then rotated over the beavertail for transport. This feature has been copied by almost all other trailer manufacturers who build trailers for equipment to be loaded over the rear. Advantages for members are a) decreased load angle. By sloping the rear few feet of the trailer toward the ground, the transition angle from the ground to the deck is reduced, b) prevents "High-Pointing" which refers to two distinct mechanical occurrences: either the specific point where a trailer is at its maximum elevated height during use, or an undesirable scraping/impact that happens when loading heavy equipment. It allows low-clearance equipment (such as lawnmowers, scissor lifts, excavators, or cars) to roll onto the trailer without the middle of the machine getting stuck on the edge of the flat deck, c) shorter ramps: because the deck drops closer to the ground, shorter, lighter ramps can be used. 2. Cast Steel Eye Hitches We have used a proprietary cast steel eye hitch since the late 1970's. The cast	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		steel eye hitch was tested in a laboratory to 275,000 lbs. of drawbar pull and 65,000 vertical load tests. This is a 4:1 safety factor. Most other manufacturers use hitches from an industry provider that are not rated as high as ours. Advantages for members are a) complex geometries and weight savings: casting molten steel into molds allows for intricate shapes and variable wall thicknesses. We can strategically add thickness where stress occurs while incorporating hollow pockets elsewhere, yielding a lighter overall product compared to standard fabricated plate-steel hitches. b) custom alloy options: the casting process allows for specific additives (such as chromium, nickel, or molybdenum) to be mixed into the molten state. This tailors the eye's hardness and wear-resistance to specific job requirements, a difficult process with standard steel alloys. c) no weak welds: standard fabricated hitches often rely on multiple steel plates welded together. Welded seams can become weak points or focal points for stress and cracking. Cast hitches are formed as a single, seamless, monolithic unit. d) improved structural integrity: cast components can feature a continuous flow of natural load paths, whereas fabricated hitches rely on cut-and-welded angles that may fail under heavy stress. 3. Sealed Modular Wiring Harness For almost 50 years, we have used a rubber sealed plug up harnesses with plugs for each light molded on. These harnesses are also waterproof. Many manufactures added this feature after it became standard on our builds. Advantages for members are a) superior weatherproofing and corrosion resistance waterproof seal: rubber seals block out water, dirt, road salt, and debris. This makes them ideal for environments prone to moisture. b) corrosion prevention: encapsulating the terminals inside molded rubber shields them from oxidation, which is the leading cause of lighting failure. c) streamlined installation no splicing required: molded plugs mean you do not have to cut, strip, crimp, or tape individual wires. Each light simply plugs directly into the harness. d) foolproof setup: because the connectors are pre-wired into the harness, human error during setup (such as mixing up ground and power wires) is virtually eliminated. e) structural and mechanical durability strain relief: the molded rubber absorbs pulling, tugging, and vibration, preventing the wire from snapping or pulling out of the terminal pin. f) tamper resistance: internal wires are entirely encapsulated, making the connections secure from accidental snags and harsh road debris. g) simplified troubleshooting and maintenance easy replacement: if a single light gets damaged, you can simply unplug it and pop in a new one without replacing the entire harness or rewiring the trailer. h) quick diagnostics: finding a short or a break in the circuit is much faster when you can test isolated, sealed junction points rather than cutting through heat-shrink or electrical tape. 4. Use of 80 ksi. as rolled Steel	

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		Our lowboys are manufactured using 80,000 psi as-rolled steel, which is a high-strength, low-alloy structural steel, for our longitudinal rail flanges. We use 100,000 psi. as rolled steel for webs. These, as rolled, steels are better for fabricating and welding. High strength, as rolled steels, provide the same strength as 100,000 psi. quenched and tempered steels (T-1) but are less ridged and work better in extreme cold conditions. Most other manufacturers use only T-1 steel for longitudinal rails. Advantages for members over T1 are a) easier weldability: T1 is a quenched and tempered alloy that requires strict preheating and interpass temperature controls to prevent hydrogen cracking or a localized loss of strength. 80 ksi as-rolled steel has lower carbon and alloy content, making it vastly easier to weld in standard fabrication environments. b) superior formability: because it is as-rolled, this steel is more ductile and less prone to cracking during bending or roll-forming processes. T1 can be highly susceptible to cracking during tight, cold bends. c) no post-rolling heat treatment needed: T1 achieves its 100 ksi yield strength via a specialized water/oil quenching and tempering process. In contrast, 80 ksi steel achieves its strength through controlled grain refinement and micro-alloying during the hot-rolling process, eliminating costly heat-treatment steps. d) lower material and processing costs: because it avoids extensive heat-treatment and alloy additions, 80 ksi as-rolled steel is significantly less expensive than T1. e) design optimization: in applications like roll-formed trailer components and truck frames, 80 ksi steel provides enough yield strength to allow for thinner, lighter designs without the massive cost premium of T1. f) cost-efficient: because its strength is so high, the overall weight of a structure can be reduced, lowering raw material and shipping costs. 5. Double Lock Air Quick Disconnects We use double lock air quick disconnects at the gooseneck to bed connection. This eliminates failures that caused the brakes to lock up and flat spot tires. Flat spot tires occur when the bottom of a tire's tread deforms and loses its perfectly round shape. This creates a flattened, rigid patch that causes a bumpy, vibrating ride. It typically happens from long-term parking, cold weather, or hard braking. Most other manufacturers use gladhands which if they become disconnected, the brakes will lock up and flat spotting will occur. Advantages for members are a) accidental disconnect prevention: these disconnects feature a secondary locking sleeve or pin that must be manually engaged. This ensures the air lines will not vibrate loose, saving the trailer from losing air pressure and automatically locking up the brakes while driving. b) key theft deterrence: by installing a lock, when the trailer is parked, thieves are prevented from attaching their own truck's air lines to the trailer, rendering the trailer's emergency brakes impossible to release. c) hose whip reduction: standard quick-connects can occasionally suffer from sudden high-pressure hose releases. Locking mechanisms ensure that both halves stay firmly joined until explicitly released by the operator. d) weather and debris protection: the double-lock mechanism creates a tighter seal when the lines are connected or "dummy coupled". This keeps moisture and road debris out of the trailer's sensitive pneumatic air valves.	

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

6. Roto Ring
In the early 1990's, we patented the Roto Ring which is a heavy-duty, 360-degree rotating tie-down ring (or D-ring) used for securing equipment safely to trailers. The rotating design allows the ring to swivel to accommodate various tie-down angles, which reduces wear on chains and binders. We are unaware of any other manufacturer that use the Roto Ring design.

Advantage for members
Fixed 'D' Rings, non-rotating, can lose more that 50% of strength when pulled at an angle.

7. Light Weight High Strength Ramps
We developed and tested light weight ramps for use on our tag and lowboy trailers which offer unmatched convenience, safety, and efficiency. These ramps allow a single person to easily set up, fold, or slide equipment without heavy lifting or the risk of back injury, while still safely supporting heavy loads. This was achieved by using high strength 110 ksi. steel. We were able to reduce their weight and still maintain our strength as structural shape steels. Many manufacturers have adopted this development.

Advantages for members are
a) maximum payload capacity: these ramps utilize high tensile-strength metals to provide an exceptional strength-to-weight ratio. Because the ramps themselves don't add dead weight to the rig, you can legally haul heavier cargo while staying compliant with trailer Gross Vehicle Weight Rating (GVWR) limits.
b) one-person operation: traditional steel or wood ramps can be incredibly bulky and hazardous for a single person to maneuver. Lightweight ramps are highly portable, allowing workers to easily deploy, stow, and secure them.
c) better fuel efficiency: reducing the overall weight of the trailer and its attachments helps lower the tow vehicles' fuel consumption during transit.

8. Double Acting Ramp Springs
At the same time as the lightweight ramps were introduced, we added double acting ramp springs. These ramp springs could lift loads off the ground and off the trailer. They are currently used on all rear and front ramps. Other trailer manufacturers have adopted this process in one form or another.

Advantages for members are
a) bi-directional assistance: unlike traditional assist springs that only help lift the ramp, dual-acting systems assist in both lifting and lowering. They cushion the ramp's descent, preventing it from slamming to the ground and reducing the physical effort required to lift it back up.
b) variable tension: they provide varying levels of resistance. As the ramp reaches steeper angles where leverage is worse, the dual-action mechanism adjusts to provide the maximum lifting force right when you need it most.
c) safety and stability: by controlling the momentum in both directions, these springs minimize bouncing and sudden drops, making loading and unloading much safer.
d) extended lifespan: because the load is balanced and the mechanical strain is distributed across two separate spring actions rather than one, the components experience less wear and tear over time.

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		9. Hydraulic Ramp Locking Cylinder Design We developed a new hydraulic ramp design where the cylinder is mounted under the trailer. A new cylinder was added that has a counterbalance valve built in. The hydraulic ramp locking cylinders (or counterbalance locks) are typically located under the rear beavertail, mounted directly in line with the main ramp lift cylinders on both sides of the trailer. This is used to lock the cylinder as soon as the hydraulic fluid stops flowing. This mean, when stopped at the upright transport position no transport bars are required. We do not know of another manufacturer who has the cylinder mounted under the trailer. Advantage for members a) less cylinder replacement: most cylinders are highly exposed and easily damaged due to being at the backside rear of the ramp. 10. Heavy Duty Battery Charger for Hydraulic Ramps We have a new heavy duty battery charger that does not require an additional separate charging harness. The power for the battery charger comes from the standard lighting and brake harness. By keeping the hydraulic ramp battery fully charged and maintained, many additional cycles can be achieved. At present, we are unaware of other manufacturers using a heavy-duty charger. Advantages for members are a) uninterrupted operation: heavy-duty hydraulic ramps draw significant electrical current. A dedicated charger prevents the battery from dropping to low, damaging voltages, ensuring you always have the power to lift and lower equipment. b) faster recharging: unlike relying on a standard 7-way trailer plug, which uses thin wiring that limits amperage, heavy-duty chargers can quickly replenish deep-cycle batteries in just a few hours. c) extended battery lifespan: batteries kept at optimal charge levels suffer from less internal stress and sulfation. Many heavy-duty onboard chargers feature multi-stage or "smart" charging, preventing overcharging and maintaining the battery’s health during storage. d) reduced vehicle strain: connecting an unmonitored trailer directly to your truck's alternator can put excess stress on your tow vehicle's starting battery and blow fuses. A heavy-duty auxiliary charger regulates the power load. e) reliable solenoid operation: hydraulic systems require strong electrical power to lift or close valves properly. Low voltage can prevent solenoids from shifting, which can cause hydraulic fluid to overflow or spill. 11. Super Single Tag Trailer We do not know of another manufacturer offering a full-width deck, 10 to 12-ton capacity, super single tag trailer which we developed in 2023 which features heavy-duty, single-wide tires instead of traditional dual tires. This setup, commonly found on our 10 to 12-ton capacity pintle-hitch trailers (Models 10 SSA, 10 SSE, and 12 SSE), delivers a lower deck height, excellent stability, and easy maintenance, all big advantages to members. 12. In 2024, we developed a pintle-hitch flatbed equipment super single tag trailer featuring an open-wheel, 7-ton design (fenders that do not cover the tires) and 20,000 lbs of load capacity and a GVWR of 25,995 lbs to keep it just under commercial Class-8 operational limits, which is a big advantage for members. It is designed to haul compact machinery. We do not know of another	

		manufacturer offering this design. 13. Anyone can go to our webpage and locate all available inventory at the factory and dealer locations. The customer can search under Trailer Line, Trailer Model, State, and/or Capacity. The search results in providing the customer with the Model, Serial Number, Capacity, City, State, Color, and Options. We are unaware of another manufacturer providing this search capability.	

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	Our company is not certified in any of these categories. We have several dealers and suppliers who fall into this category, but we are unclear if they are certified as such as we do not track these certifications.	*
47	Women Business Enterprise (WBE)	○ Yes ◉ No	We have several dealers and suppliers who fall into this category, but we are unclear if they are certified as such as we do not track these certifications.	*
48	Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	We have several dealers and suppliers who fall into this category, but we are unclear if they are certified as such as we do not track these certifications.	*
49	Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	We have several dealers and suppliers who fall into this category, but we are unclear if they are certified as such as we do not track these certifications.	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	We are not sure if any of our dealers or suppliers are certified in this category.	*
51	Small Business Enterprise (SBE)	○ Yes ◉ No	We have several dealers and suppliers who fall into this category, but we are unclear if they are certified as such as we do not track these certifications.	*
52	Small Disadvantaged Business (SDB)	○ Yes ◉ No	We are not sure if any of our dealers or suppliers are certified in this category.	*
53	Women-Owned Small Business (WOSB)	○ Yes ◉ No	We have several dealers and suppliers who fall into this category, but we are unclear if they are certified as such as we do not track these certifications.	*

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.	Our standard payment term for Sourcewell members will be	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		longer than other customers. We will offer Net 30 days versus Net 10. On a case-by-case situation we will review the possibility of extending our standard payment term from net 30 days to net 45 or 60 days. Our dealers will offer the same or more favorable payment terms.	
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	At the factory we accept ACH or check payments. We also accept credit cards with an additional 3% fee for credit card payments. We are authorizing our dealers to use our contract and all terms and conditions and accept purchase orders directly from the member on our behalf. Our dealers may have other options of paying and may charge a different fee for the use of a credit card. We recommend the member talks with the dealer to understand their payment methods.	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	We have been offering finance and lease options for over 35 years. Today's program is with a third party, Access Capital Financing with Mr. Hal Sefton, 714-415-7826. Terms being offered are from 24 to 60 months with a $1 buyout and EFA (Equipment Finance Agreement) purchase options with competitive commercial rates. On a case-by-case situation we will review the possibility of extending our standard payment term from net 30 days to net 45 or 60 days. We are reviewing the offerings of NCL Government Capital as an option for our government business as they specializing in tax-exempt municipal leasing and government equipment financing and we know many agencies are already working with NCL through their Sourcewell contract and highly recommend their offerings. Attachment: Line 56 Finance & Leasing Information	*
57	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	These are the standard documents we use for every order. If awarded, we will add the Sourcewell logo and contract number to the top of each of these documents with the exception of the MSO (Manufacturer Statement of Origin). We will also add the Sourcewell percent discount to the quote, acknowledgement, and invoice. Attachments: Line 57 Quote – provided upon specification review and final configuration approval. Line 57 Acknowledgement – provided once the order has been placed.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		Line 57 Sales Drawing – the customer is required to sign-off on their configuration before an order is placed to make sure nothing is missed. Line 57 Invoice & MSO – once the customer has taken delivery and signed off on the order an invoice and the MSO is sent. Line 57 Acknowledgement – we are including an example of where we will list the Sourcewell discount percent and dollar amount at the bottom of the form. We have standard warranty documents but have attached those with Line 90.	
58	Describe your pricing model AND quantify the proposed discount(s) offered. If proposed pricing is Line-Item Pricing, Proposer must submit: A. For each Line, provide your list/MSRP, the offered discount(s), and the ”Master Agreement Price”. B. If proposed pricing is a Percentage Discount from Catalog or Category, one of the following MUST be submitted: (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.	Our Sourcewell member pricing will be based on our list price less a discount. All line items in our equipment and options price file will receive the same discount. We are pleased to offer Sourcewell members a 12% discount. Our freight charge is notated for each model on the same page as the equipment and options pricing and will be a separate line on quotes and invoices. A map of the 3 freight regions is also included in the price file. The price file includes the list price of the line item, the discount percent and dollar amount of the discount, the master agreement price, and the freight cost for each of the 3 freight regions. Non-contracted products will follow the same pricing method as contracted products: list price minus the Sourcewell discount. Used equipment is considered a non-contracted item. Freight will be quoted at the time of the request. Parts will be based on the current list price, less a 2% discount. The freight will be provided at the time of an order. An extra bonus to members is we provide links to the specification sheets in our price file for all models. This way the member can print the pricing and specification directly from the price file. An advantage to the members who want to purchase through their local dealer is we allow all our authorized dealers to accept purchase orders directly from the member on our behalf. The members’ contract price is the same purchasing through our dealers or through the factory. Attachment: Line 58 Eager Beaver Trailers Equipment, Options, & Freight Price File, Line 58 Pricing Information Sheet	*
59	Provide details of any quantity or volume discounts, as well as any	We do not offer standard quantity or volume discounts or rebate programs. However, we are open to discussing additional	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

	rebate programs that are available in addition to the proposed pricing structure discounts.	discounts for large-quantity sales. Please review the opportunity with our dealer and factory Territory Manager.	
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	Non-contracted products will follow the same pricing method as contracted products: list price minus the Sourcewell discount.	*
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges.	The following are not included in the pricing we are submitting 1. Sales Tax 2. Federal Excise Tax 3. Custom duties 4. Tariffs 5. Surcharges 6. Charges for dealer setup, PDI, and local deliveries	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Manufacturer freight will be assessed when we ship the equipment to the local dealer. Our freight cost is noted on each model's page in our price file and is a separate line item on quotes and invoices. The dealer performs a 33-point pre-delivery inspection (PDI), performs any setup required, and may deliver the trailer to the customer. The dealer's set-up, PDI, and local delivery is a separate line item on quotes and invoices and is determined by the dealer and provided to the customer at the time of quoting. Attachment: Line 62 Dealer Pre-Delivery Inspection	*
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Alaska falls under the same terms noted in Line 62. Hawaii and offshore deliveries will go through the local dealer or members freight forwarder who would charge them separately and directly. We will provide the manufacturer freight cost to the port at the time of quoting. If a local dealer is involved, they will perform a 33-point pre-delivery inspection (PDI), performs any setup required, and may deliver the trailer to the customer. The dealer's set-up, PDI, and local delivery is a separate line item on quotes and invoices and is determined by the dealer and provided to the customer at the time of quoting. We make the delivery to the border in Canada at which time either the local dealer or member would take possession and are responsible for all custom fees, duties, tariffs, taxes, surcharges, and any other fee required for an international shipment. If a local dealer is involved, they will perform a 33-point pre-delivery inspection (PDI), performs any setup required, and may deliver the trailer to the customer. The dealer's set-up, PDI, and local delivery is a separate line item on quotes and invoices and is determined by the dealer and provided to the customer at the time of quoting. We will provide the manufacturer freight cost to the border at the time of quoting.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	We consign trailer inventory to select dealers so customers in those areas have immediate access to available trailers. At the time of sale, we invoice the dealer, who then invoices the customer.	*
65	Describe any self-audit processes or programs that you will employ to verify that Sourcewell participating entities have obtained Agreement pricing and to verify compliance with the resulting Agreement.	Our dealers are trained to submit all government opportunities to us for pricing and quoting. Each order is checked against the contract at both the quote stage and again during order entry. Our government-focused representative understands the contract's terms and conditions, as well as its features and benefits. This representative is responsible for tracking sales, preparing quarterly reports and fee payments, and ensuring ongoing contract compliance.	*
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	We log all opportunities in our Salesforce CPQ (Configure, Price, Quote). We use the data to 1. measure the number of quotes by contract versus no contract. 2. follow-up on open quotes. 3. measure how many eligible agencies are quoting through the contract versus no contract. 4. measure close rates when using a contract versus no contract. 5. determine if we are seeing an increase in government opportunities.	*
67	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	We propose a fee of 1.5% on equipment and parts sales. The fee would be calculated on the configured model and all options listed in our price file. Charges related to freight, customs, tariffs, surcharges, dealer setup, PDI, local delivery, and non-contracted products would not be included in the calculation.	*

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.	In some cases, our Sourcewell pricing is better than what is being offered with other contracts and state agencies.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

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	Flatbeds are not included in our price file as our standard product offering; however, we have manufactured them as custom orders. We would recognize this type of request as a non-contracted item which follows information in Line 60.	*
71	Deck-over	◉ Yes ○ No	Models 10SSE, 10SSA, 12SSE, 12SSA, 10HDB-PT, 12HDB-PT, 12HA-PT, 15 HDB-PT, 25XPT, and 25XPL.	*
72	Drop-deck	◉ Yes ○ No	Drop-decks are not included in our price file as our standard product offering; however, they are available as a custom option on a 25GLB, 35GLB, and 50GLB. We would recognize this type of request as a non-contracted item which follows information in Line 60.	*
73	Lowboy	◉ Yes ○ No	Models 25GLB, 35GLB, 50GLB, 35GSL-S4S, 35GSL, 35GSL/BR, 35GSL-PT, 50GSL, 50GSL/BR, 50GSP-PT, 50GSL/BR-PT, 55GSL, 55GSL/BR, 55GSL-PT, 55GSL/BR-PT, 60GSL, 60GSL/BR, 60GSL-PT, 60GSL/BR-PT, and 65GSL.	*
74	Tilt deck	○ Yes ◉ No	We no longer manufacture these due to safety reasons. The load angle is high on a tilt deck, and you can achieve a much lower load angle with a tag trailer with hydraulic ramps. A tag trailer with hydraulic ramps is usually cheaper than a tilt bed with a safer approach angle.	
75	Gooseneck	◉ Yes ○ No	Models 25GLB, 35GLB, 50GLB, 35GSL-S4S, 35GSL, 35GSL/BR, 35GSL-PT, 50GSL, 50GSL/BR, 50GSP-PT, 50GSL/BR-PT, 55GSL,	

			55GSL/BR, 55GSL-PT, 55GSL/BR-PT, 60GSL, 60GSL/BR, 60GSL-PT, 60GSL/BR-PT, and 65GSL.	
76	Tag	◉ Yes ○ No	Models 10SSE, 10SSA, 12SSE, 12SSA, 10HDB-PT, 10HA-PT, 12HDB-PT, 12HA-PT, 15 HDB-PT, 20XPT, 25XPT, and 25XPL.	
77	Dry van	○ Yes ◉ No	Our manufacturing line, ROI calculations, and interest do not lend us to getting into this category of equipment.	
78	Dump	○ Yes ◉ No	Our manufacturing line, ROI calculations, and interest do not lend us to getting into this category of equipment.	
79	Tanker	○ Yes ◉ No	Our manufacturing line, ROI calculations, and interest do not lend us to getting into this category of equipment.	
80	Roll-back	○ Yes ◉ No	Our manufacturing line, ROI calculations, and interest do not lend us to getting into this category of equipment.	
81	Walking floor	○ Yes ◉ No	Our manufacturing line, ROI calculations, and interest do not lend us to getting into this category of equipment.	
82	Roll-off	○ Yes ◉ No	Our manufacturing line, ROI calculations, and interest do not lend us to getting into this category of equipment.	
83	Livestock	○ Yes ◉ No	Our manufacturing line, ROI calculations, and interest do not lend us to getting into this category of equipment.	
84	Please describe other Solutions not specifically mentioned in this Table 7B, that are within the scope of this RFP Category 1.	◉ Yes ○ No	Our lineup of models includes heavy-duty, industrial-grade oilfield lowboy trailers (50GLB, 60GLB-4, and 70GLB-5) engineered to haul massive, oversized equipment. With payload capacities ranging from 50 to 70 tons (100,000 to 140,000 lbs), these rugged trailers feature thick I-beam mainframes, heavy-duty air-lift suspensions, and multi-axle configurations for demanding terrain.	

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

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

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

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

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

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

#	Question	Response *	
90	Describe in detail warranties offered and how they will be administered. Include whether they cover parts, labor, and technician travel, and geographic locations covered.	Our dealers are trained and know the importance of registering the equipment as soon as they receive the MSO (Manufacturer's Statement of Origin). This can be done online https://www.eagerbeavertrailers.com/warranty/ or by returning the warranty registration card. Once we receive the registration, we send out the following to the owner of the equipment: 1. Parts and Service Manuals 2. Federal Motor Carrier's Handbook - The Federal Motor Carrier Safety Regulations (FMCSR) Handbook guides commercial drivers and fleet operators on FMCSA safety requirements, including Driver Qualifications, Hours of Service, Inspection, Repair and Maintenance, Drug and Alcohol Testing, Hazardous Materials, Safety and Compliance. It translates Title 49 regulations into practical compliance guidance across these topics. 3. A DVD on How to Safely Load and Transport on Your Trailer 4. ABS Trouble Shooting Card Eager Beaver Trailers Warranty General Conditions: Warranty is based on normal use and proper maintenance. Warranty does not cover wearable items or consequential damage at any time. Component warranties are subject to the original manufacturer warranty beyond the Eager Beaver Trailers 1 year warranty.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

All units must have the warranty card registered with Eager Beaver Trailers to receive
consideration.

• Wheel Alignment has 60 days coverage from in-service date.
• Eager Beaver Trailers will pay for mechanical alignment up to $600.00 for all 3 axles if alignment is found incorrect. A before and after spec must be provided to Eager Beaver Trailers.
• Tire wear is not covered.
• Suspension limit chains are not covered. (Warning/information decal on trailer)

The customer is responsible for delivery and pick-up of the trailer to the assigned service center.
Travel time is not covered under warranty.

Structural and Factory Warranty
Standard flat deck (tags) and lowboys
Eager Beaver Trailers warrants each new vehicle manufactured by us to be free from defects in materials and workmanship for a period of one (1) year from the date of delivery to the original purchaser or the sale date when a dealer sells to their customer.

Our obligation under this warranty is to repair or replace, free of charge, at our factory or at our dealer's place of business, any part proven to be defective within the time limit of this warranty.

The Eager Beaver warranty does not cover the following;
1) New products which have been operated in excess of rated capacities.
2) Misuse or accidents.
3) Vehicles which have been altered, modified, or repaired in any manner not authorized by Eager Beaver Trailers. Warranty is void if any unauthorized modifications or repair work have been done on the trailer.
4) Eager Beaver Trailers will not be held liable for incidental consequential damages to the purchaser. These may include but are not limited to, transportation expenses due to repair, anticipated loss of business or profits, or rental of substitute vehicles, and other commercial losses.
5) Eager Beaver Trailers must receive immediate notification of a defect, or no allowance will be made for the repairs without our consent or approval.

Eager Beaver Trailers Warranty Process:
Structural and Factory Warranty Standard flat deck (tags) and lowboys
To streamline our warranty process and make claims easier for our customers, Eager Beaver Trailers has formalized our warranty claim procedure. This outlines our current procedure for dealers and customers to resolve claims.

1.0 Call or Email our Warranty department to start the process. (email is preferred)
Before contacting Eager Beaver Trailers for warranty refer to warranty conditions.

All warranties are tracked by the trailer serial number (Last 6 digits of the VIN number). The serial number must be in the subject line of any email regarding

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		the claim or have the number ready when calling. Warranty is based on normal use and proper maintenance. a. The warranty department will verify if the trailer qualifies for a warranty. Please refer to the Eager Beaver Trailers Limited Warranty statement attached. b. The warranty department will verify the warranty card is on file. (Note: Dealers should complete these for the customer and send them to Eager Beaver Trailers when trailer is sold. Can be done online. Website: https://www.eagerbeavertrailers.com/warranty/ c. In the absence of a warranty card, the date the trailer was invoiced to the dealer will be used. d. Unauthorized repairs or modifications will be subjected to voided warranty. e. Contact us at: 856-423-0200 or 863-638-1421 ext. 3270, email: warranty@eagerbeavertrailers.com or jbumgarner@eagerbeavertrailers.com . If you have technical question on a trailer that is not covered under warranty, please consult our website https://www.eagerbeavertrailers.com/ for a list of FAQs. 2.0 Authorization of repair work a. Many problems require additional supporting data such as pictures, quotes, and invoices. Please have these ready to email prior to calling to expedite the process. b. Warranty repairs accomplished without prior approval may be denied. c. Warranty repairs must be completed within 60 days of authorization unless the warranty department is notified of a delay. d. Determination of who is responsible for the costs of the repairs is standard procedure. Not all issues are the responsibility of Eager Beaver Trailers and repair costs may be the sole responsibility of the trailer owner. e. Once all the requested information is received, repair work will be planned. This may involve ordering parts, sourcing repair facilities, consulting with engineers or specialists in our vendor companies. f. Unless otherwise noted, Eager Beaver Trailers will furnish the parts for repairs covered under warranty. 3.0 Reimbursement of Claim a. Repairs are to be completed within 60 days after authorization is given. b. Invoices should be emailed to the warranty department. c. Invoices received more than 60 days after the authorization will be denied unless the warranty department is notified of the delay. d. Invoices will be credited to the original dealer, unless other arrangements are requested. e. Eager Beaver Trailers will NOT COVER travel, towing, rentals, lost time, or taxes on warranty repairs. f. Troubleshooting is not covered; only actual repair labor will be paid. g. The customer is responsible for delivery and pick-up of the trailer to the assigned service center. Travel time is not covered by warranty. 4.0 Pony Motors a. Pony motors in goose necks are assembled and warranted by the motor	

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		manufacturer. Warranty issues will be handled through the motor manufacturer. Our warranty department will help locate the nearest dealer and make sure our customers are satisfied with the warranty service on the motors, when needed. 5.0 Wheel Alignment a. Wheel alignment has 60 Days coverage from in-service date. b. The specs must be provided to Eager Beaver Trailers before and after. Failure to do so will result in the claim being denied. Eager Beaver Trailers warrants each new vehicle manufactured by us to be free from defects in materials and workmanship for a period of one (1) year from the date of delivery to the original purchaser or the sale date when a dealer sells to their customer. Our obligation under this warranty is to repair or replace free of charge, at our factory or at our dealer's place of business, any part proven to be defective within the time limit of this warranty. The Eager Beaver warranty does not cover the following; 1) New products which have been operated in excess of rated capacities. 2) Misuse or accidents. 3) Tire wear 4) Suspension limit chains. (Warning/information decal on trailer.) 5) Vehicles which have been altered, modified, or repaired in any manner, not authorized by Eager Beaver Trailers. Warranty is void if any unauthorized modifications or repair work have been done on the trailer. 6) Eager Beaver Trailers will not be held liable for incidental consequential damages to the purchaser. These may include but are not limited to, transportation expenses due to repair, anticipated loss of business or profits, or rental of substitute vehicles, and other commercial losses. 7) Eager Beaver Trailers must receive immediate notification of a defect, or no allowance will be made for the repairs without our consent or approval. Component warranties are subject to the original manufacturer's warranty beyond the Eager Beaver Trailers 1 year warranty. This warranty is in lieu of all other warranties, expressed or implied by law or otherwise, and there is no warranty of merchantability or fitness of purpose. Attachments: Line 90 Limited Warranty Statement, Line 90 Warranty General Conditions and Process, Line 90 ABS Trouble Shooting Card, Line 90 Warranty Claim Form	
91	Describe how your trailers are designed to ensure load stability, weight distribution, and safe transport of equipment under	Eager Beaver Trailers are engineered for heavy-duty transport, utilizing low-profile frames, pierced I-beam crossmembers, and advanced suspension systems. These features lower the center of gravity, perfectly distribute weight across axles, and maintain steadfast stability over uneven terrain and varying speeds. Weight Distribution 1. Pierced-Through Crossmembers: Crossmembers are pierced directly through	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

	varying operating conditions.	the main beam, resulting in the lowest possible deck height and an ultra-low center of gravity. 2. Adjustable Couplings: One-piece cast lunette eyes allow the trailer nose to be set 2 to 3 inches high while unloaded. This forces the suspension to transfer optimal weight forward onto the truck's rear axles, ensuring the trailer rides perfectly level once a load is applied. 3. Axle Configuration & Scales: Models like our 50GSL utilize optional Air-Weigh load scales and lift axles, allowing operators to fine-tune axle weights dynamically to stay within legal limits during transport. Load Stability 1. High-Tensile Steel Mainframes: Trailers are built with cold-formed, single-piece, hi-tensile steel I-beams (up to 24-inch mainframes on heavy lowboys). This design limits frame flexing and twisting under extreme, concentrated loads. 2. Patented Roto Rings: To keep equipment securely locked during transport, models feature patented R that swivel 360 degrees, allowing chains and binders to tighten from optimal angles without loosening on rough roads. 3. Decking & Traction: Durable hardwood or composite decking is bolted flush with the steel for maximum grip, preventing machines from sliding when accelerating or climbing inclined surfaces.	
92	Describe any safety features your trailers offer such as anti-lock braking systems, emergency breakaway systems or lighting features compliant with applicable regulations.	Eager Beaver Trailers are engineered with a strong emphasis on industrial-grade safety, featuring robust structural components, reliable braking systems, and secure tie-down configurations. Safety and stability go hand-in-hand, therefore some of our features will be listed in both sections. Braking and Control 1. All-Wheel ABS: Standard on air brake models, the 4S2M (4 sensor/2 modulator) Anti-lock Braking System prevents wheel lock-up during sudden stops, reducing the risk of skidding or jackknifing. The schematic drawing is attached. 2. Spring Brakes: Fail-safe spring brakes are equipped on all air brake axles to ensure the trailer comes to an automatic stop if air pressure is lost. 3. Break-Away Systems: Electric brake models include a battery-operated break-away switch that automatically locks the trailer's brakes if it becomes detached from the tow vehicle. 4. Double Lock Air Quick Disconnects: We use double lock air quick disconnects at the gooseneck to bed connection. This eliminates failures that can cause the brakes to lock. Any brake lockup at high speeds is very dangerous and potentially could cause severe bodily harm. Structural & Load Security 1. Patented Roto Rings: Our patented Roto Rings swivel 360 degrees to ensure equipment is tied down securely from any angle, which reduces wear on chains and binders and provides maximum strength. 2. Cast Steel Lunette Eyes: Standard on tow-behind models, these are tested to massive strength thresholds (e.g., up to 275,000 lbs.) to prevent hitch separation under heavy loads. 3. Safety Chains: High-test, Blue-Krome plated safety chains with safety hooks and latches secure the trailer tongue to the tow vehicle. 4. Pierced Crossmembers: Structural crossmembers are pierced through the main beam rather than resting on top, which lowers the deck height for a safer, lower center of gravity during transit.	*

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		5. Hauling pin Interlock: This feature does not allow the hauling pin to be raised or unlocked until the compression blocks are rotating out of position. This could only happen when the trailer was lowered to the ground. If this feature did not exist there is the potential for the gooseneck to become disconnected from the bed. This could cause damage to the trailer and more importantly could cause severe bodily harm to anyone standing next to the trailer. 6. Light Weight High Strength Ramps and Double Acting Ramp Springs: We help eliminate lifting injuries by reducing the weight of our ramps. Visibility & Maneuvering 1. High-Visibility Lighting: The trailers utilize fully sealed, DOT-approved LED lighting and modular wiring harnesses for optimal visibility to other drivers, even in harsh weather conditions. 2. Wide-Track Axles: Select models feature wide-track axles (up to 98" compared to some competitors' 92") to significantly improve lateral stability and reduce trailer sway. Attachments: Line 92 ABS Air System Schematic, Line 92 Hauling Pin interlock Drawing	
93	Describe available configurations and options your trailers offer, including ramp types, deck materials, tie-down systems, and other features that support various operational needs.	Eager Beaver Trailers manufactures heavy-duty equipment trailers ranging from 5 to 100 tons, categorized into Tagalongs, Lowboys, and Paver models. We are attaching the literature pieces for these 3 categories. Key configurations include versatile deck-over and drop-deck designs engineered for extreme durability, featuring pierced I-beam crossmembers for low deck heights. We are equipped with expertise to accept deviations from our standard equipment and complete custom builds. We are attaching our marketing pieces for our top 2 selling models, tag model 20XPT and lowboy model 50GSL/PT. These marketing pieces include a full dimensional drawing, specifications, running gear listing, and options listing. We have the same for every model we are proposing located on the specific models webpage along with photos of the model. Trailer Configurations 1. Easyloader Tagalongs (5–25 Tons): Designed to be towed behind dump trucks or heavy-duty pickups. These feature sloped beavertails (typically 6-foot, 8-degree) with matching ramps for easy loading of skid steers, trenchers, and smaller rollers. 2. Lowboys (25–100+ Tons) a) Hydraulic Detachable Lowboys (GSL): Available in front-loading configurations (swing-out, drop-side, or fixed-neck), offering the ultimate versatility for tall, heavy equipment like excavators and bulldozers. b) Fixed Gooseneck Lowboys (GLB): Provide rigid hauling for heavy-duty applications, including specialized oilfield models that accommodate massive load capacities. c) Paver Trailer Lowboys: Tailored explicitly for milling machines, pavers, and rollers. They feature a sloped rear and flat design to easily accommodate tracked machinery. Standard Equipment and Configurations 1. Frames: High-tensile, cold-formed one-piece main rails with crossmembers pierced through the beams to achieve the lowest possible deck height. 2. Flooring: Durable 2-inch oak or heavy-duty composite decking secured with bolts and deck washers for easy replacement.	

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		3. Axles & Brakes: Wide track axles (98-inch) with outboard brake drums and all-wheel ABS. 4. Electrical: 100% sealed USA Harness "PLUS" (Positive Lock Under Seal) wiring systems. Factory Options and Upgrades 1. Suspension Options: Upgradable from adjustable 3-leaf suspensions to advanced, low-profile Cush Air Ride and heavy-duty Yoke Mount air systems. 2. Loading Ramps: Spring-assisted, self-cleaning, or specialized paver ramps. 3. Tires & Wheels: Premium tires (Bridgestone, Goodyear, Michelin, Sumitomo) mounted on hub-piloted disc or aluminum wheels. 4. Add-ons: Air-weigh load scales, slide-out outriggers (for widening the deck), rotating D-rings, lift axles (on multi-axle models), headache racks, and strobe/flasher kits. Other Features 1. Standard paint colors are Eager Beaver yellow, black, blue, red, grey and green. Customers may also choose their specific color. 2. We create our own logo decals which we offer but are not required to be affixed. Only all safety related decals are required. 3. Our standard decking material is Apitong, a dense, highly durable tropical hardwood native to Southeast Asia. It is the industry gold standard for heavy-duty applications, most notably as the wood used for flatbed truck and trailer flooring, because of its incredible strength-to-weight ratio, weather resistance, and ability to withstand heavy, abrasive loads. Optional decking like oak or rubber can also be sourced. 4. Roto rings are standard on all models, but fixed and bent fixed ‘D” are available. Each model has its own standard count of Roto rings, but more can be added. 5. Storage boxes and toolboxes are available on all models. 6. Eager Beaver mud flaps are standard, but plain black, white or customer supplied can be substituted. 7. Spare tire carriers are available as an option. 8. Steel wheels are our standard, but optional aluminum wheels (mill finished, polished or high polished) are available. They can be inner or outer. 9. Tire inflation or tire monitoring system can be ordered as an option. 10. Central lube systems can be ordered as an option. 11. Trailer electric options can add strobe lights on the tailboard, side turn signals, extra side marker lights, flasher kit and back-up lights. Specific to Tags 1. Spring suspensions are standard, but air ride is an option. 2. The beavertail decking area, inside and out, can be our standard wood or optional traction style with inverted angles. The inside can also have a steel bucket plate or a bucket pocket as an option. 3. The standard spring assisted ramps have wood decking but can also be traction style with inverted angles. 4. Standard spring ramps, optional max move (greater slide), stored vertical or third center ramps are available. 5. Instead of spring assisted, electric over hydraulic powered ramps are available. These also have standard wood decking but can also be traction style with inverted angles. The lengths come in 7’ or 8’ and 36” or 42” wide. 6. An optional spare tire carrier can be installed.	

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

		7. Spare tires can also be ordered with the trailer. 8. A flexible sidestep is an option with one thru three per side. 9. A two-speed centered screw type jack is standard, but two speed dual screw type landing gears are an option. 10. Instead of screw jacks or landing gears, electric over hydraulic jacks and landing gears are available. 11. Stake pockets and rub rail can also be ordered, however they increase the deck width which may make the trailer illegal or may require a permit. Specific to Lowboys 1. The gooseneck can be ordered with different swing clearances, and the upper coupler can be ordered at different heights to match the tractor. 2. Detachable gooseneck setup is standard for tractor PTO's, but either a Honda or Kohler powerpacks can be substituted as an option. In addition, gooseneck hydraulics can have a combination of wetline and powerpack with a selector valve to switch back and forth. 3. Detachable gooseneck is standard with (3) bolt on compression blocks that lock the gooseneck for transport. As an option, a 5-posion rotating compress blocks can be ordered. 4. On detachable gooseneck trailers front ramps can be order in 24" or 36" and either wood or steel with grouser bars. 5. On detachable gooseneck trailers, grouser bars can be added to the front of the bed or the rear riser slope. 6. Most lowboys have air ride suspension as standard, but some models can get spring suspension as an option. 7. The standard air controls for air rides is a 5-postion automatic height control valve and dump feature. Tri-axle trailers come with a lift third axle standard but can be non-lift on request. 8. An optional manual over control can be ordered to manually raise or lower the suspension. 9. Axle spacing can be either 50", 54" or 60". 10. All lowboys have wheel ends that are standard drum brakes, but disk brakes are an option. 11. Add-on flip axles, single or dual nitro spreader bars, and single or dual nitro stingers are available to add to a trailer order. 12. All lowboys have open wheel areas, but load bearing wheelcovers are available as an option. 13. Non-tapered beam, paver trailers have a boomwell in the suspension areas on triaxles and flush steel in center on tandems. Either model can get the opposite. Tapered beam, paver trailers have wood in the trunnion center, but can get either a boomwell or flush steel. 14. All Detachable goosenecks trailers can have either a 30°, 20°, 18° or 16° riser between the bed and suspension area. A 30° riser is standard on non-tapered beam trailers and 16° is standard on tapered beam, paver, trailers. 15. Detachable goosenecks can get recessed bucket pockets at the rear of the bed. 16. Non-tapered beam, paver, trailers, can come with standard 16" deep beams or 14" or 12". 17. Our standard deck height is 26" but deck heights can go down to 18" upon request. A drop side configuration is also available. Tapered beam, paver trailers do not have any of the above options. 18. All lowboys can get addition crossmember for a 12" spacing. Either outside only or full width. 19. All Detachable goosenecks get swing out outriggers standard but can be	

		ordered without. 20. Fixed gooseneck trailers do not get swingout outriggers but can be ordered with them. 21. All Detachable goosenecks can get side rail reinforcement. 22. A tire hubodometer, a mechanical or electronic device mounted to the axle of a wheel that automatically measures the exact distance a vehicle has traveled by counting the number of wheel rotations, can be added to an order. 23. Rear flag holders are standard, but front and/or center flag holders can be added as an option. 24. All detachable goosenecks can be set up for add-on axles. Attachments: Line 93 Easy loader Brochure, Line 93 Lowboy Brochure, Line 93 Paver Brochure, Line 93 50GSL/PT Marketing Piece, Line 93 20XPT Marketing Piece	

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

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

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

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

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

#	Trailer Category	Offering?	Estimated Low Cost	Estimated High Cost	Comments
95	Light-Duty Tag/Tilt 10-20T	(•) Yes ( ) No	$22,000	$27,000	
96	Medium Deck-over 20-30T	(•) Yes ( ) No	$32,000	$46,000	
97	Heavy Deck-over 40-50T	( ) Yes (•) No			
98	Flatbed/Drop-deck 40T	( ) Yes (•) No			
99	Dump/Transfer Steel	( ) Yes (•) No			
100	Lowboy/Heavy Haul 55T+	(•) Yes ( ) No	$91,000	$138,000	

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

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 - Line 58 Pricing.zip - Wednesday June 24, 2026 10:38:16
- Financial Strength and Stability - Line 13 Financial Viability Attachments.zip - Monday June 22, 2026 11:24:56
- Marketing Plan/Samples - Line 36 Marketing Examples.zip - Monday June 22, 2026 11:32:43
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples - Line 57 Std Transaction Samples.zip - Monday June 22, 2026 15:39:00
- Requested Exceptions (optional)
- Upload Additional Document - Lines 11,26,29,40,56,62,90,92,93 Additional Documents.zip - Monday June 22, 2026 18:09:27

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

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. - Christina Flowers, Corporate Secretary, VP Sales, General Engines Co., Inc. dba Eager Beaver Trailers

Docusign Envelope ID: 5D4B541C-1DF2-8651-809A-AD161A936071

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