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**MASTER AGREEMENT #062526**
**CATEGORY: Trailers with Related Equipment and Services**
**SUPPLIER: Behnke Enterprises, Inc. dba Behnke Trailers**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Behnke Enterprises, Inc. dba Behnke Trailers, 800 9th Ave, NW, Farley, IA 52046-9403 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

## Article I: General Terms

The General Terms in this Article I control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article II), and between Supplier and Participating Entity (Article III), respectively. These Article I General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

A. **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.

B. **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.

C. **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing Sourcewell's Cooperative Purchasing Program Master Agreements.

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D. **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

E. **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on October 27, 2030, unless it is cancelled or extended as defined in this Agreement.

1. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.

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

F. **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.

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

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

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

   **Category 1**

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

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

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xiv. Livestock

**Category 2**

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

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

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

G. **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.

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

I. **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.

J. **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

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

L. **Supplier Representations:**

1. **Compliance**. Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.

2. **Licenses**. As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.

3. **Supplier Warrants**. Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

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M. **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

N. **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

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

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

2. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. The terms and conditions of Attachment 1 apply when a Participating Entity accesses Supplier's Included Solutions using FEMA funding sources and to other federal funding sources, as applicable. Participating Entities may have additional requirements based on specific funding source terms or conditions. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.
    - All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing Included Solutions under this Agreement;
    - All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
    - All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the Included Solutions;
    - None of the references should be interpreted as reference to Sourcewell; and
    - None of the terms or conditions within this Section should be interpreted to obligate Sourcewell in any way.

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

**EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. §

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60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

**DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of $2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

**CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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**RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

**CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of $150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

**DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

**BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

**RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. **The Supplier further certifies** that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

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**ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

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

**ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

**PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

**FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

**NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

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**PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

**FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

**CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

**U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

**PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

**DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.

## Article II:
## Sourcewell and Supplier Obligations

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

A. **Authorized Sellers**. Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.

B. **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
   - Identify the applicable Sourcewell Agreement number;
   - Clearly specify the requested change;
   - Provide sufficient detail to justify the requested change;

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- Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

C. **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
   - Maintenance and management of this Agreement;
   - Timely response to all Sourcewell and Participating Entity inquiries; and
   - Participation in reviews with Sourcewell.

   Sourcewell's Authorized Representative is its Chief Procurement Officer.

D. **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

E. **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

F. **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

   The Report must contain the following fields:
   - Participating Entity Name (e.g., City of Staples Highway Department);
   - Participating Entity Physical Street Address;
   - Participating Entity City;
   - Participating Entity State/Province;
   - Participating Entity Zip/Postal Code;
   - Sourcewell Participating Entity Account Number;
   - Transaction Description;
   - Transaction Purchased Price;
   - Sourcewell Administrative Fee Applied; and
   - Date Transaction was invoiced/sale was recognized as revenue by Supplier.

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If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

G. **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.

H. **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

I. **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

J. **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

K. **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.

L. **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.

M. **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.

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N. **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

O. **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.

P. **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.

Q. **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

R. **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

S. **Grant of License.**

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

    a. **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

    b. **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

2. **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

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3. **Use; Quality Control.**

   a. Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

   b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

4. **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

T. **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

U. **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

V. **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during **the** performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

   1. **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
      - $1,500,000 each occurrence Bodily Injury and Property Damage
      - $1,500,000 Personal and Advertising Injury
      - $2,000,000 aggregate for products liability-completed operations
      - $2,000,000 general aggregate

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2. **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

3. **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

4. **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

5. **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

W. **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' **written** notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

X. **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of **material** breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

## Article III:
## Supplier Obligations to Participating Entities

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

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

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

B. **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs. Participating Entities are encouraged to establish flexibility delivery schedules whenever possible.

C. **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

D. **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

E. **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

F. **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.

G. **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending

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

H. **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar **document** extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

| Sourcewell | Behnke Enterprises, Inc. dba Behnke Trailers |
|---|---|
| Signed by: Jeremy Schwartz C0FD2A139D06489... | Signed by: Chad Behnke 7E57BFB6135A490... |
| By: _____ | By: _____ |
| Jeremy Schwartz | Chad Behnke |
| Title: Chief Procurement Officer | Title: CEO |
| Date: 10/20/2026 \| 11:59 AM CDT | Date: 10/20/2026 \| 11:07 AM CDT |

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**ATTACHMENT 1**

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

Sourcewell's Cooperative Purchasing Program Master Agreements are available to Participating Entities. A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding, including through the Federal Emergency Management Agency (FEMA), to purchase solutions from the Master Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200.

Participating Entities may have additional requirements based on specific funding source terms or conditions. Accordingly, Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing the Master Agreement.

Within this Attachment:

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

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

A. **Davis-Bacon Act, As Amended (40 U.C.S. § 3141-3148).**
When required by federal program legislation, all prime construction contracts in excess of $2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Suppliers must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, Suppliers must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage

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determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Suppliers and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each Supplier or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

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

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

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

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

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

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

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

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

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

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

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

D. **Rights To Inventions Made Under a Contract or Agreement.**
If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

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

E. **Clean Air Act (42 U.S.C. § 7401-7671q.) And The Federal Water Pollution Control Act (33 U.S.C. § 1251-1387).**
Contracts and subgrants of amounts in excess of $150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

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

F. **Debarment And Suspension (Executive Orders 12549 And 12689).**
A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

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

G. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).**
Suppliers who apply or bid for an award of more than $100,000 shall file the required certification. Each tier certifies to the tier above that it will not and has not used federally appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, officer or employee of Congress, or an employee of a Member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Each tier shall also disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the recipient who in turn will forward the certification(s) to the federal awarding agency.

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

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

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

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

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

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

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

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

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

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

_____

Signature of Supplier's Authorized Official

_____

Name and Title of Supplier's Authorized Official

_____

Date

H. **Record Retention Requirements.**
To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

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

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

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

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. **Access to Records (2 C.F.R. § 200.336).**
Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents. (For FEMA funded projects see paragraph X.)

L. **Procurement of Recovered Materials (2 C.F.R. § 200.322).**
A non-federal entity that is a state agency or agency of a political subdivision of a state and its Suppliers must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. **Federal Seal(s), Logos, And Flags.**
The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval. (For FEMA funded projects see paragraph X.)

N. **No Obligation** by **Federal Government.**
The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

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

P. **Federal Debt.**
The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments**.**

Q. **Conflicts Of Interest.**
The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. **U.S. Executive Order 13224.**
The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

W. **Additional FEMA Recommended Provisions:**

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

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

**b. Prohibitions.**

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

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

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

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

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

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

**c. Exceptions.**

i. This clause does not prohibit Suppliers from providing—

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

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

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

(a) Covered telecommunications equipment or services that:

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

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

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

**d. Reporting requirement.**

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

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reporting the information.

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

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

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

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

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

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

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

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

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

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

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

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

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

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# RFP 062526 - Trailers with Related Equipment and Services

## Vendor Details

| | |
|---|---|
| Company Name: | Behnke Enterprises, Inc. |
| Does your company conduct business under any other name? If yes, please state: | B-B Trailers, Behnke Trailers |
| Address: | 800 9th Ave. NW<br>FARLEY, Iowa 52046-0357 |
| Contact: | Chad Behnke |
| Email: | chad@behnkeenterprises.com |
| Phone: | 563-744-3246 |
| Fax: | 563-744-9066 |
| HST#: | 42-1302270 |

## Submission Details

| | |
|---|---|
| Created On: | Monday June 01, 2026 01:32:57 |
| Submitted On: | Tuesday June 23, 2026 08:28:16 |
| Submitted By: | Chad Behnke |
| Email: | chad@behnkeenterprises.com |
| Transaction #: | b6cb6fd5-3b36-470a-8bda-54c112407955 |
| Submitter's IP Address: | 10.13.0.26 |

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# Specifications

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

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

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

| # | Question | Response * | |
|---|---|---|---|
| 1 | Provide the legal entity name of the Proposer authorized to submit this Proposal. | Behnke Enterprises, Inc. | * |
| 2 | In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N. | Yes | * |
| 3 | Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal. | Behnke Enterprises, Inc. d/b/a Behnke Trailers will be the primary contracting entity responsible for administration of the Sourcewell contract.<br><br>To provide nationwide sales coverage, product delivery, and customer support, Behnke Trailers utilizes a network of independently owned and operated authorized dealers. These authorized dealers may market, sell, deliver, install, and provide service support for products awarded under the resulting Sourcewell contract.<br><br>All authorized dealers operate pursuant to dealer agreements with Behnke Trailers and are authorized affiliates for purposes of contract performance. A current list of authorized dealers will be maintained by Behnke Trailers and made available to Sourcewell upon request. Any additions or changes to the authorized dealer network will be communicated in accordance with Sourcewell contract requirements.<br><br>Behnke Trailers remains responsible for overall contract administration, pricing compliance, reporting, and ensuring that all authorized dealers adhere to the terms and conditions of the resulting Sourcewell contract. | * |

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| | | See attachment Behnke_Dealer_List | |
| 4 | Provide your CAGE code or Unique Entity Identifier (SAM): | Behnke Enterprises, Inc. Cage Code is 8KMA8 and Unique Entity Identifier (SAM) is NM4MW39E46B1 | * |
| 5 | Provide your NAICS code applicable to Solutions proposed. | 336212 Truck Trailer Manufacturing | |
| 6 | Proposer Physical Address: | 800 9TH AVE NW<br>Farley, Iowa 52046-9403<br>United States | * |
| 7 | Proposer website address (or addresses): | https://behnkeenterprises.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. | Behnke Enterprises Inc.'s Authorized Representative:<br><br>Name: Chad Behnke<br><br>Title: CEO<br><br>Address:<br>800 9TH AVE NW<br>Farley, Iowa 52046-9403<br>United States<br><br>E-mail address: chad@behnkeenterprises.com<br><br>Phone: 563-744-3246 | * |
| 9 | Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number: | Behnke Enterprises Inc.'s Authorized Representative:<br><br>Name: Chad Behnke<br><br>Title: CEO<br><br>Address:<br>800 9TH AVE NW<br>Farley, Iowa 52046-9403<br>United States<br><br>E-mail address: chad@behnkeenterprises.com<br><br>Phone: 563-744-3246 | * |
| 10 | Identify the Proposer’s other contacts for this proposal, if any, include name, title, address, email address, and phone number. | Behnke Enterprises Inc.'s Authorized Representative:<br><br>Name: Jim Behnke<br><br>Title: Sales Manager<br><br>Address:<br>800 9TH AVE NW<br>Farley, Iowa 52046-9403<br>United States<br><br>E-mail address: jim@behnkeenterprises.com | * |

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| | | Phone: 563-744-3246 | |

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

| # | Question | Response * | |
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| 11 | Provide a brief history of your company and industry longevity related to the requested Solutions. | Behnke Enterprises, Inc. d/b/a Behnke Trailers is a family-owned and operated manufacturer specializing in high-quality trailers designed to meet the demanding transportation needs of commercial, municipal, construction, agricultural, and industrial customers. Founded in 1987, Behnke Trailers has built a reputation for delivering durable, dependable trailer solutions backed by responsive customer service and a commitment to long-term customer relationships.<br><br>For more than 39 years, Behnke Trailers has focused on designing and manufacturing trailers that provide exceptional performance, reliability, and value throughout their service life. Through continuous product development, quality craftsmanship, and a customer-focused approach, the company has grown its presence across multiple markets while maintaining the personalized service and accountability associated with a family-owned business.<br><br>The core values of Behnke Trailers include integrity, quality, innovation, customer commitment, and accountability. These values guide every aspect of the organization, from engineering and manufacturing to sales, delivery, and after-sales support. The company is committed to providing products that meet or exceed customer expectations while maintaining the highest standards of safety, workmanship, and ethical business practices.<br><br>Behnke Trailers' business philosophy is centered on building long-term partnerships through dependable products, transparent communication, and exceptional service. The company recognizes that customers rely on their equipment to support critical operations and therefore places significant emphasis on product quality, operational reliability, and responsive support throughout the ownership experience.<br><br>To support customers across a broad geographic area, Behnke Trailers utilizes a network of authorized dealers and service partners that provide local sales, delivery, and support capabilities. This network allows customers to receive timely assistance while maintaining direct access to the resources, expertise, and oversight of Behnke Trailers.<br><br>Today, Behnke Trailers continues to invest in manufacturing excellence, product innovation, and customer support initiatives to ensure that public agencies, educational institutions, and other eligible Sourcewell participating entities receive high-quality trailer solutions and dependable service throughout the life of the contract.<br><br>See attached Behnke_Company_Overview_Capabilities_Statement | * |

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| 12 | Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell. | Upon receiving a Sourcewell contract award, Behnke Enterprises, Inc. d/b/a Behnke Trailers anticipates establishing a successful long-term partnership with Sourcewell that increases access to high-quality trailer solutions for participating entities throughout North America. Behnke Trailers is committed to actively promoting the contract and ensuring that Sourcewell members can easily identify, purchase, and receive support for the awarded solutions.<br><br>Behnke Trailers will immediately implement a comprehensive contract marketing and awareness strategy that includes promotion through its corporate website, social media platforms, trade shows, industry conferences, dealer meetings, customer outreach initiatives, digital marketing campaigns, and sales training programs. The Sourcewell contract information will be made readily available to customers and prospective customers to simplify the procurement process and maximize contract utilization.<br><br>A key outcome anticipated from a Sourcewell award is the ability to leverage Behnke Trailers' extensive authorized dealer network to expand market reach and provide local sales, delivery, service, and support to participating entities. Behnke Trailers will provide training, contract resources, and marketing materials to its dealer network to ensure consistent understanding of contract requirements, pricing, and customer service expectations.<br><br>Behnke Trailers also anticipates conducting certain outreach activities designed to familiarize Sourcewell participating entities with available trailer solutions and procurement advantages available through the Sourcewell contract. These efforts will help agencies make informed purchasing decisions while reducing the time and administrative burden associated with traditional procurement methods.<br><br>Through the Behnke Trailers and Sourcewell partnership, participating entities will gain access to dependable, competitively priced trailer solutions supported by experienced professionals and a nationwide dealer network. Behnke Trailers expects to deliver streamlined purchasing experiences, responsive customer service, timely delivery, and ongoing product support that aligns with Sourcewell's mission of providing exceptional value to public agencies and other eligible organizations.<br><br>Additionally, Behnke Trailers will actively encourage eligible organizations that are not currently participating entities to learn about Sourcewell and the benefits of cooperative purchasing. By promoting awareness of the Sourcewell program and its procurement advantages, Behnke Trailers intends to help expand contract utilization while supporting Sourcewell's continued growth and success.<br><br>Behnke Trailers views a Sourcewell award as more than a sales opportunity; it is an opportunity to build a collaborative relationship focused on delivering value, efficiency, quality products, and exceptional customer support to Sourcewell participating entities for the duration of the contract term. | * |
| 13 | Provide non-confidential indicators | Behnke Enterprises, Inc. d/b/a Behnke Trailers has demonstrated long-term financial strength, operational stability, and sustainable growth through | * |

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| | that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as:<br>• Annual revenue range (select a range—do not provide confidential statements)<br>• Years in business<br>• Publicly available SEC filings (if applicable)<br>• Third party credit scores or ratings (e.g., D&B, bond ratings)<br>• Letters of credit or financial backing from a banking institution<br><br>Upload supporting documents (as applicable in the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals. | nearly four decades of continuous operation, strategic reinvestment, manufacturing expansion, and strong relationships with customers, suppliers, financial institutions, and distribution partners.<br><br>Founded in 1987, Behnke has grown from a regional trailer manufacturer into one of the industry's recognized providers of equipment transport, utility, telecommunications, construction, agricultural, military, and specialty trailer solutions serving customers throughout the United States and Canada.<br><br>Behnke is a privately held, family-owned company, allowing management to maintain a long-term strategic focus and reinvest earnings directly into manufacturing operations, engineering resources, technology, facilities, and workforce development. This ownership structure supports financial stability, operational flexibility, and consistent decision-making focused on long-term customer success rather than short-term shareholder objectives.<br><br>Non-confidential indicators of Behnke's financial strength and long-term stability include:<br><br>• Approximately 39 years in business<br><br>• Annual revenue range of approximately $50 Million - $100 Million<br><br>• More than 200 employees<br><br>• More than 436,000 square feet of manufacturing and warehouse facilities<br><br>• Nationwide dealer and customer network serving commercial, industrial, utility, construction, agricultural, military, and government markets<br><br>• Longstanding relationships with financial institutions, suppliers, and strategic business partners<br><br>• Continued investment in manufacturing automation, engineering, product development, and facility expansion<br><br>Behnke's growth trajectory further demonstrates the company's financial health and market strength. According to company records:<br><br>• Revenue growth over the past 5 years: 28.6%<br><br>• Revenue growth over the past 7 years: 170.7%<br><br>• Revenue growth over the past 10 years: 290.1%<br><br>These growth figures reflect sustained market demand, successful expansion efforts, strong customer retention, and the company's ability to scale operations while maintaining quality and customer support.<br><br>Over the years, Behnke has made substantial investments in manufacturing technology and production capabilities, including advanced fabrication equipment, automated welding systems, laser cutting technology, CNC machining, engineering software, and powder-coating operations. These | |

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| | | investments support production efficiency, product quality, and long-term operational sustainability.<br><br>As a privately held company, Behnke does not maintain publicly available SEC filings. However, the company maintains sound financial management practices and can provide additional non-confidential references or supporting information as reasonably requested during the evaluation process.<br><br>Behnke's longevity, sustained growth, manufacturing investments, experienced workforce, and strong market position demonstrate the financial strength, operational capacity, and long-term stability necessary to successfully support Sourcewell participating entities throughout the life of a resulting Master Agreement.<br><br>(See financial supporting documents attached Financial_Strength_&_Stability) | |
| 14 | Describe your US market share for your proposed Solutions.<br><br>OR<br><br>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. | Behnke Enterprises, Inc. d/b/a Behnke Trailers is a nationally recognized manufacturer of equipment transport, utility, telecommunications, construction, agricultural, military, specialty, and custom-engineered trailer solutions. While comprehensive industry-wide market share data for the highly fragmented trailer manufacturing industry is not readily available, Behnke has established a significant national presence through nearly four decades of continuous operation, a broad dealer network, and sales activity spanning virtually the entire United States.<br><br>Founded in 1987, Behnke has grown into a leading trailer manufacturer with approximately 200 employees, 493,000 square feet of manufacturing and warehouse space, and annual production capacity of approximately 7,000 trailers. The company manufactures a wide variety of trailer solutions including flatbed, deck-over, drop-deck, lowboy, tilt deck, gooseneck, tag, dump, utility, telecommunications, heavy-haul, military-specification, OEM, and custom-engineered trailer platforms.<br><br>Over the past three years, Behnke has maintained an extensive national footprint and served approximately 1,130 government and educational entities, including municipalities, counties, public works departments, transportation agencies, utility authorities, school districts, colleges, universities, state agencies, and other public-sector organizations.<br><br>Public-sector customers served during this period include approximately:<br><br>• 135 Municipal Governments<br>• 250 County Governments<br>• 15 State Agencies<br>• 100 Public Works Departments<br>• 30 School Districts<br>• 12 Colleges and Universities<br>• 400 Utility Authorities and Utility Organizations<br>• 115 Transportation Departments and Transportation Agencies<br>• 70 Other Governmental Entities | * |

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| | | Behnke has sold trailers in 49 U.S. states during the past three years, serving customers throughout the continental United States. This geographic reach is supported by a nationwide dealer and service organization consisting of approximately:<br><br>• 135 Authorized Dealers (128 United States, 7 Canada)<br>• 350 Dealer Service Locations<br>• 275 Warranty Service Locations<br>• Approximately 900 Dealer Sales Personnel<br>• Dedicated factory sales, customer service, warranty, and technical support personnel<br><br>Behnke's customer base includes major utility, transportation, infrastructure, construction, and governmental organizations throughout North America. Representative customers include utility providers such as Ameren Illinois, Alliant Energy, MidAmerican Energy, ComEd, DTE Energy, Great Lakes Energy, and Xcel Energy, as well as transportation agencies including the Iowa Department of Transportation, Illinois Department of Transportation, Minnesota Department of Transportation, and Virginia Department of Transportation.<br><br>The company's market position is further supported by consistent growth and long-term stability. Behnke has achieved revenue growth of approximately 28.6% over the past five years, 170.7% over the past seven years, and 290.1% over the past ten years, demonstrating sustained demand for its products and continued expansion of its market presence.<br><br>Behnke's combination of nationwide sales coverage, extensive dealer support, strong public-sector customer base, manufacturing capacity, engineering capabilities, and nearly forty years of industry experience positions the company as a significant participant within the U.S. trailer manufacturing market and well-equipped to support Sourcewell participating entities throughout the United States.<br><br>See attached Additional_Documents | |
| 15 | Describe your Canadian market share for your proposed Solutions.<br><br>OR<br><br>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. | Behnke Enterprises, Inc. d/b/a Behnke Trailers has established a meaningful and growing market presence in Canada through its authorized dealer network, distributor relationships, service partners, sales coverage, and customer activity across multiple Canadian provinces.<br><br>While comprehensive third-party Canadian market share data for the trailer manufacturing industry is not readily available, Behnke’s Canadian market position is demonstrated by its active sales coverage, annual Canadian sales volume, dealer and service network, and customer relationships in the Canadian commercial, agricultural, utility, public-sector, and transportation markets.<br><br>Behnke currently maintains Canadian dealer, distributor, sales representative, or service partner coverage in six (6) provinces:<br><br>• Alberta<br>• British Columbia | * |

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| | | • Manitoba<br>• Ontario<br>• Quebec<br>• Saskatchewan<br><br>Behnke's Canadian sales and support network includes approximately:<br><br>• 6 authorized Canadian dealers<br>• 16 Canadian distributor/service locations<br>• 50 Canadian sales representatives<br>• 6 Canadian provinces covered by dealer/service resources<br>• Approximately $5 million in annual Canadian sales volume<br><br>Behnke has served approximately 65 Canadian government and educational entities during the past three years, including:<br><br>• 17 Municipal Governments<br>• 30 Provincial Agencies<br>• 27 Public Works Departments<br>• 4 Colleges and Universities<br><br>Behnke's Canadian dealer and customer relationships include organizations such as Flaman Trailer Sales Ltd., Kaldeck Truck & Trailer Sales, Phiber Manufacturing, Progressive Ag Services Ltd., HJV Equipment Limited, and Great West Agro Limited. These relationships support Behnke's ability to serve Canadian customers through local market knowledge, sales support, delivery coordination, service assistance, and product support.<br><br>Behnke is also a member of the Canadian Transportation Equipment Association (CTEA), further demonstrating its involvement in the Canadian transportation equipment market.<br><br>Canadian transactions may be supported through direct factory support, authorized dealers, distributors, transportation providers, service partners, or other approved distribution channels depending on customer location, product configuration, and delivery requirements. Behnke's factory personnel work collaboratively with its Canadian network to provide product information, sales support, delivery coordination, warranty assistance, parts support, and ongoing customer service.<br><br>Behnke's Canadian market presence is further strengthened by its partnership with Aria CSS, a government contracting and cooperative purchasing specialist. Aria CSS currently supports multiple active Sourcewell-awarded contracts that are successfully marketed through Canoe Procurement Group of Canada and will assist Behnke with Canadian cooperative purchasing support, contract administration, customer outreach, agency education, lead development, and contract utilization.<br><br>If awarded a Sourcewell contract, Behnke intends to actively support Canadian participation through Canoe Procurement Group where applicable and expand awareness of Behnke trailer solutions among Canadian municipalities, provincial agencies, utilities, transportation departments, public works departments, school boards, colleges, universities, and other | |

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| | | eligible public-sector organizations.<br><br>Behnke's Canadian sales activity, dealer network, service resources, CTEA membership, and cooperative purchasing support demonstrate a strong foundation for continued growth in Canada and the ability to support Sourcewell participating entities throughout the Canadian market.<br><br>See attached Additional_Documents | |
| 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, Behnke Enterprises has never petitioned for bankruptcy protection. | * |
| 17 | Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation. | No "Suspension or Debarment" information has applied to our organization, Behnke Enterprises, during the past seven years. | * |
| 18 | Describe any relevant industry awards or achievements that | Behnke Enterprises, Inc. has continued to demonstrate innovation, manufacturing growth, and industry leadership during the past three years through significant product development, facility expansion, and active participation in the trailer manufacturing industry. | * |

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| | your organization has received in the past three (3) years, including the year received. | 2026 - U.S. Patent No. 12,515,575 B2 Issued<br><br>In January 2026, Behnke Enterprises was issued U.S. Patent No. 12,515,575 B2 for its innovative Split Tilt Deck Trailer and Associated Systems and Methods. This patent represents Behnke's continued commitment to engineering innovation and the development of practical trailer solutions designed to improve loading efficiency, safety, equipment transport, and operational flexibility for customers in the utility, construction, telecommunications, public works, and commercial sectors.<br><br>2022 - U.S. Patent No. 11,440,455 B2 Issued<br><br>Behnke Enterprises previously received U.S. Patent No. 11,440,455 B2 for related split-tilt trailer technology. The issuance of a second patent further demonstrates Behnke's ongoing investment in research, engineering, and product innovation.<br><br>2023 - Major Manufacturing Expansion<br><br>In 2023, Behnke completed a significant manufacturing expansion project that added approximately 40,000 square feet of production capacity. The expansion was undertaken to support increased demand, expand in-house beam fabrication capabilities, enhance wood decking operations, and accommodate additional manufacturing equipment and automation investments.<br><br>This expansion represented Behnke's third major facility growth initiative within a relatively short period and reflects the company's continued reinvestment in manufacturing capacity, operational efficiency, and long-term customer support capabilities.<br><br>2024-2026 - Industry Association Support and Sponsorship<br><br>During the past three years, Behnke has maintained active involvement in the trailer manufacturing industry through participation in organizations such as the National Association of Trailer Manufacturers (NATM) and the North American Trailer Dealers Association (NATDA). Behnke has been recognized as an industry sponsor and supporter of dealer and manufacturer initiatives that promote safety, education, professional development, and advancement of the trailer industry.<br><br>Continued Growth and Market Expansion<br><br>Additional indicators of Behnke's success and industry standing include:<br><br>• Continued revenue growth and market expansion throughout North America<br>• Expansion of dealer and distributor coverage across the United States and Canada<br>• Growth in government, utility, transportation, construction, agricultural, and commercial markets<br>• Ongoing investment in advanced manufacturing technologies, automation, | |

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| | | engineering resources, and workforce development<br>• Development of patented trailer technologies and specialty trailer solutions for demanding applications<br><br>These accomplishments demonstrate Behnke's commitment to innovation, manufacturing excellence, continuous improvement, and long-term support of customers throughout the United States and Canada.<br><br>See attached Related_Certificates_&_Industry_Recognitions | |
| 19 | What percentage of your sales were to the government sector in the past three (3) years? This and the following line should not exceed 100%. | Approximately 15.5% of Behnke Enterprises' sales during the past three (3) years have been made directly to government and educational entities. Behnke serves a broad range of public-sector customers, including state agencies, counties, municipalities, public works departments, transportation agencies, utilities, school districts, colleges, universities, and federal agencies throughout the United States and Canada.<br><br>Behnke's estimated sales distribution for the past three years is as follows:<br><br>Government and Education Sales (15.5%)<br><br>• State Government: 3.0%<br>• County Government: 4.0%<br>• Municipal Government: 1.5%<br>• Public Works Departments: 2.0%<br>• School Districts (K-12): 0.5%<br>• Colleges & Universities: 0.25%<br>• Federal Government: 3.0%<br>• Other Public Agencies: 1.25%<br><br>Commercial and Private Sector Sales (84.5%)<br><br>• Commercial, Industrial, Agricultural, Construction, Utility, Telecommunications, OEM, Dealer, and Other Private-Sector Customers: 84.5%<br><br>Total: 100%<br><br>Behnke's public-sector experience includes supporting equipment transport, infrastructure projects, utility operations, fleet management, construction activities, and specialized transportation applications for government and educational customers.<br><br>Behnke is further supported by Aria CSS, a government-focused sales and marketing organization specializing exclusively in federal, state, local, educational, and cooperative purchasing markets. Aria CSS supports approximately $3.5 million annually in government-related sales and contract administration activities, with approximately 30% focused on state and local government agencies, 25% associated with cooperative purchasing programs and contracts, and the remainder supporting federal government opportunities.<br><br>Behnke's market presence is also strengthened through its authorized dealer | * |

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| | | network, whose dealers maintain strong relationships with government, utility, construction, agricultural, and commercial customers throughout their respective territories. These local relationships provide broad geographic coverage and responsive sales, service, warranty, and customer support resources across North America.<br><br>The combination of Behnke's manufacturing expertise, engineering capabilities, dealer network, and Aria CSS's government-contracting specialization provides a comprehensive sales and support structure capable of effectively serving Sourcewell participating entities throughout the United States and Canada. | |
| 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%. | Approximately 0.75% of Behnke Enterprises' sales during the past three (3) years have been made directly to educational institutions, including K-12 school districts, colleges, universities, and technical education programs.<br><br>While educational institutions currently represent a relatively small portion of Behnke's overall customer base, the company has successfully supplied trailer solutions supporting agricultural education programs, vocational and technical training, facilities operations, equipment transport, fleet maintenance, and campus infrastructure projects.<br><br>Behnke believes a Sourcewell contract would significantly increase visibility within the education market by providing school districts, colleges, universities, and technical education programs with access to a competitively solicited and streamlined procurement solution.<br><br>In addition, Behnke's partnership with Aria CSS, a government-focused sales and marketing organization specializing in state, local, educational, and cooperative purchasing markets, provides additional resources to support outreach, contract promotion, and customer engagement within the education sector.<br><br>Through its manufacturing capabilities, authorized dealer network, and public-sector support resources, Behnke is well positioned to expand its service to educational entities throughout the United States and Canada. | * |
| 21 | List all state and cooperative purchasing agreements that you hold. Include the sales volume for each of these agreements over the past three (3) years. | Behnke Enterprises, Inc. does not currently hold direct state or cooperative purchasing agreements under its own name. However, Behnke products are available through authorized dealer, distributor, reseller, and partner-held contract vehicles that support government and public-sector procurement.<br><br>State of Minnesota - Trailers & Accessories<br>Contract Name: State of Minnesota T-603(5) Trailers & Accessories<br>Contract No.: 282574<br>Contract Holder: Ace Trailer Sales<br>Lead Agency: State of Minnesota<br>Effective Date: March 1, 2026<br>Expiration Date: February 28, 2027<br><br>Behnke products are available through Ace Trailer Sales under the State of Minnesota contract for trailers and accessories. The contract includes 13 Behnke trailer model families and provides Minnesota state agencies, local governments, and other eligible entities with access to competitively | * |

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| | | awarded trailer solutions.<br><br>Sales volume attributable to Behnke products through this contract during the past three years is:<br><br>• 2024: $80,000<br>• 2025: $120,000<br>• 2026 YTD: $45,000<br>• Total: $245,000<br><br>Defense Logistics Agency Heavy Equipment Procurement Program (DLA HEPP)<br>Contract No.: SPE8EC-24-D-0033<br>Contract Holder: TruckCorp LLC<br><br>Behnke trailer products are available through TruckCorp LLC's DLA HEPP contract. A contract modification dated July 17, 2025 added 54 Behnke trailer models to the approved contract catalog. This contract supports federal government procurement requirements and provides an established purchasing vehicle for eligible federal customers.<br><br>Sales volume attributable to Behnke products through this contract during the past three years is:<br><br>• 2024: $0<br>• 2025: $529,000<br>• 2026 YTD: $274,000<br>• Total: $803,000<br><br>TIPS Cooperative Purchasing Program<br>Contract Holder: Aria CSS<br><br>Behnke products are available through Aria CSS's TIPS cooperative purchasing contract platform. Aria CSS provides contract administration, customer outreach, cooperative purchasing support, compliance assistance, and order coordination for eligible participating entities. At this time, no Behnke sales have been processed through the TIPS contract vehicle.<br><br>BuyBoard Cooperative Purchasing Program<br>Contract Holder: Aria CSS<br><br>Behnke products are also available through Aria CSS's BuyBoard cooperative purchasing platform. Aria CSS provides contract support, customer engagement, procurement guidance, and contract administration services for participating entities. At this time, no Behnke sales have been processed through the BuyBoard contract vehicle.<br><br>Behnke's participation in these state, federal, and cooperative purchasing channels demonstrates its ability to support public-sector customers through multiple procurement pathways. If awarded a Sourcewell contract, Behnke anticipates utilizing the resulting Sourcewell agreement as its primary cooperative purchasing vehicle for eligible participating entities seeking competitively solicited trailer solutions. | |

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| | | Together, Behnke, its authorized dealer network, and Aria CSS will actively support contract promotion, customer education, quotation development, order processing, compliance, and long-term contract utilization throughout the United States and Canada. | |
| 22 | List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. Include the sales volume for each of these contracts over the past three (3) years. | Behnke Enterprises, Inc. does not currently hold any General Services Administration (GSA) contracts or Canadian Standing Offers and Supply Arrangements (SOSA).<br><br>Accordingly, Behnke Enterprises has generated no sales volume through GSA contracts or SOSA agreements during the past three (3) years.<br><br>While Behnke does not currently participate in the GSA or SOSA programs, the company has extensive experience serving government, municipal, educational, utility, and public-sector customers through direct sales, competitive solicitations, authorized dealer relationships, and other government procurement channels.<br><br>As part of its long-term strategic growth plan, Behnke Enterprises intends to evaluate and pursue additional government contracting opportunities, including the potential submission of a GSA Schedule contract application within the next three (3) years. Behnke views participation in government procurement programs as an opportunity to further expand access to its trailer solutions while simplifying the purchasing process for federal, state, local, and educational entities.<br><br>In the interim, Behnke views cooperative purchasing organizations such as Sourcewell as an effective and proven procurement vehicle that enables eligible participating entities to acquire high-quality trailer solutions through a competitively solicited contract while reducing administrative burden and procurement costs. | * |

## Table 2B: References/Testimonials

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

| Entity Name * | Contact Name * | Phone Number * | |
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| City of Saco | John Wentworth | 207-710-2169 | * |
| Illinois DOT | Andrew York | 217-524-4970 | * |
| Iowa DOT | Reese Polich | 515-239-1572 | * |

## 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 * | |
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| 24 | How is your organization best described: is it a | Behnke Enterprises, Inc. is best described as a manufacturer of trailer solutions. Behnke designs, engineers, manufactures, and supports the products proposed under this RFP through a combination of company | |

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| | manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).<br>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?<br>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party? | employees, authorized independent dealers, distributors, and strategic government-contracting support resources.<br><br>Behnke employs approximately 205 team members across its engineering, manufacturing, sales, customer service, warranty, technical support, and administrative operations. These employees are directly responsible for product design, production, quality control, customer support, warranty administration, and dealer management.<br><br>Behnke's direct sales and customer support organization consists of factory-employed personnel who work closely with commercial, government, utility, construction, agricultural, transportation, military, and educational customers throughout the United States and Canada. Factory personnel provide product expertise, application engineering support, quotation assistance, order management, warranty support, and technical guidance.<br><br>To provide local market coverage and customer support, Behnke maintains an extensive independent dealer network consisting of approximately 135 authorized dealer locations throughout North America, including approximately 350 dealer locations, 129 in the United States and 6 in Canada. These dealers are independently owned businesses and are not employees of Behnke Enterprises.<br><br>Authorized dealers serve as Behnke's local sales, delivery, customer support, and service representatives within their respective territories. Dealers assist customers with product selection, demonstrations, quotations, delivery coordination, warranty support, service referrals, and ongoing customer relationships. Behnke supports its dealers through factory training, product resources, engineering assistance, technical support, warranty administration, and direct access to company personnel.<br><br>In addition to its dealer network, Behnke utilizes authorized distributors, reseller partners, and contract sales channels where appropriate to support government and public-sector procurement opportunities. These organizations are independent third parties authorized to market and sell Behnke products under approved programs and contracts.<br><br>Behnke is also supported by Aria CSS, a government-contracting and cooperative purchasing firm specializing exclusively in the public sector. Aria CSS assists with Sourcewell contract administration, cooperative purchasing education, government outreach, lead development, contract compliance, marketing support, and customer engagement. Aria CSS maintains a dedicated team of professionals located throughout the United States and currently supports multiple active cooperative purchasing contracts serving state, local, educational, utility, and federal customers.<br><br>Together, Behnke's factory personnel, authorized dealer network, reseller partners, service resources, and Aria CSS government-contracting team provide comprehensive sales, delivery, warranty, technical support, and customer service coverage throughout the United States and Canada. This combined approach allows Behnke to deliver responsive local support while maintaining direct factory involvement and accountability for customer satisfaction. | |

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| | | See attached Additional_Documents | |
| 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. | Behnke Enterprises, Inc. supports its trailer solutions through a combination of factory personnel, customer service representatives, engineering staff, authorized dealers, and government-contracting specialists. Together, these resources provide nationwide sales, delivery, warranty, technical support, and customer service coverage throughout the United States and Canada.<br><br>Behnke employs approximately 240 full-time employees across its engineering, manufacturing, sales, customer service, warranty, and administrative operations. Factory personnel support customers throughout North America while working closely with Behnke's authorized dealer network and contract-support partners.<br><br>Behnke's sales territories are supported through approximately 135 authorized dealer locations, including 350 locations in the United States and 6 locations in Canada. These independently owned dealers provide localized sales support, product demonstrations, quotation assistance, delivery coordination, warranty support, and ongoing customer service within their assigned territories.<br><br>For government and educational customers, Behnke is supported by Aria CSS, a government-contracting and cooperative purchasing firm that focuses exclusively on public-sector procurement. Aria CSS provides dedicated support for Sourcewell, cooperative purchasing programs, contract administration, lead development, agency outreach, customer education, and contract compliance activities.<br><br>Aria CSS employs six (6) full-time professionals located throughout the United States, including Florida, California, South Carolina, and Ohio. These personnel focus exclusively on state, local, educational, utility, transportation, public works, and federal government opportunities.<br><br>Estimated Full-Time Equivalents (FTEs) Supporting Government and Educational Customers:<br><br>• Behnke Sales, Customer Service, Warranty, and Management Personnel: Approximately 15-20 FTEs<br>• Aria CSS Government Contracting Professionals: 6 FTEs<br>• Authorized Dealer Personnel Supporting Government and Education Accounts: Approximately 60+ FTEs<br>• Total Government/Education-Focused Resources: Approximately 80-90+ FTEs<br><br>Behnke maintains significant overlap between its sales and service organizations. Factory sales personnel, dealer representatives, engineering staff, customer service personnel, warranty administrators, and technical support specialists work together throughout the customer lifecycle, from equipment specification and quotation through delivery, warranty support, service coordination, and long-term customer support.<br><br>This integrated approach ensures Sourcewell participating entities receive | * |

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| | | consistent support before, during, and after the sale while benefiting from both local dealer relationships and direct factory resources.<br><br>See attached Additional_Documents | |
| 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. | Behnke Enterprises, Inc. delivers its trailer solutions through a combination of factory-direct sales, authorized independent dealers, distributors, reseller partners, and qualified transportation providers throughout the United States and Canada.<br><br>Behnke currently maintains approximately 135 authorized dealer locations across North America, including approximately 350 dealer locations in the United States and 6 dealer locations in Canada. These independently owned and operated businesses serve as Behnke's primary authorized sellers and provide localized sales support, product demonstrations, quotation assistance, delivery coordination, warranty administration, parts support, and customer service within their respective territories.<br><br>The dealer network provides broad geographic coverage across key construction, utility, agricultural, transportation, public works, municipal, and commercial markets. Authorized dealers work directly with Behnke factory personnel to ensure customers receive accurate product specifications, responsive communication, efficient order processing, and ongoing support throughout the ownership lifecycle.<br><br>Depending on customer requirements and location, products may be delivered through several distribution methods, including:<br><br>• Factory-direct sales and shipment<br>• Authorized dealer sales and delivery<br>• Distributor and reseller sales channels<br>• Government contract partners and cooperative purchasing programs<br>• Qualified third-party transportation and logistics providers<br>• Customer-arranged transportation, when requested<br><br>In addition to its dealer network, Behnke works with strategic partners such as Aria CSS to support government and educational customers. Aria CSS assists with cooperative purchasing programs, contract administration, lead development, contract compliance, customer outreach, and Sourcewell contract support activities.<br><br>Behnke's combination of factory resources, authorized dealers, reseller partners, transportation providers, and government-contracting support personnel provides nationwide sales and delivery coverage throughout the United States and Canada. This network allows Sourcewell participating entities to receive local support while maintaining direct access to Behnke's engineering, manufacturing, technical support, warranty, and customer service teams.<br><br>See attached Additional_Documents | * |
| 27 | Describe your service force, their locations (e.g., | Behnke Enterprises, Inc. supports its trailer solutions through a combination of factory personnel, customer service representatives, warranty administrators, technical support staff, authorized dealers, and qualified | * |

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| | 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. | service partners throughout the United States and Canada.<br><br>Behnke employs approximately 205 full-time team members across its engineering, manufacturing, sales, customer service, warranty, and administrative operations. Factory personnel provide direct support for technical assistance, warranty administration, parts support, service coordination, engineering consultation, and customer service.<br><br>To provide localized support, Behnke maintains approximately 135 authorized dealer locations throughout North America, including 350 locations in the United States and 6 locations in Canada. These independently owned dealers provide warranty support, repair coordination, technical assistance, parts support, product inspections, delivery support, and ongoing customer service within their respective territories.<br><br>As it relates to government and educational customers, Behnke's service resources are supplemented by Aria CSS, a government-contracting and cooperative purchasing firm that assists with customer support, contract administration, issue resolution, warranty coordination, and service-resource management. Aria CSS employs six (6) full-time professionals located throughout the United States who focus exclusively on government, municipal, utility, transportation, public works, and educational customers.<br><br>Estimated Full-Time Equivalents (FTEs) Supporting Government and Educational Customers:<br><br>• Behnke Customer Service, Warranty, Technical Support, and Management Personnel: Approximately 10-15 FTEs<br>• Aria CSS Government Contracting and Customer Support Personnel: 6 FTEs<br>• Authorized Dealer Service and Support Personnel: 60+ FTEs<br>• Total Government/Education-Focused Service Resources: Approximately 75-85+ FTEs<br><br>There is significant overlap between Behnke's sales and service organizations. Factory sales personnel, customer service representatives, warranty administrators, engineers, technical support staff, and dealer personnel work collaboratively throughout the equipment lifecycle. Customers receive continuous support from initial equipment specification and quotation through delivery, warranty administration, maintenance support, parts procurement, repair coordination, and long-term service needs.<br><br>This integrated factory, dealer, and contract-support structure ensures Sourcewell participating entities have access to responsive local service resources while maintaining direct access to Behnke's engineering, warranty, technical support, and management teams throughout the United States and Canada. | |
| 28 | Describe the ordering process from sales/consultation, | Behnke Enterprises utilizes a collaborative sales, engineering, manufacturing, and dealer support process to ensure customers receive the appropriate trailer solution from initial consultation through delivery and ongoing support. | * |

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| | 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. | Consultation and Product Selection<br><br>Customers may work directly with Behnke, an authorized dealer, or be referred through Aria CSS. Behnke personnel work with the customer to evaluate equipment requirements, operating conditions, capacity needs, options, and any custom configuration requirements. Based on this review, Behnke provides a quotation that includes applicable Sourcewell pricing, options, and delivery information.<br><br>Order Placement<br><br>Orders may be placed directly with Behnke or through an authorized dealer. The customer submits a purchase order or other approved procurement document referencing the quotation and applicable Sourcewell contract number.<br><br>Order Review and Processing<br><br>Upon receipt, Behnke reviews the order for accuracy, pricing compliance, specifications, and delivery requirements. Approved orders are entered into Behnke's ERP and order management systems for scheduling, production, and fulfillment.<br><br>Manufacturing and Quality Control<br><br>Behnke's engineering, production, and quality teams coordinate fabrication and assembly to ensure products are built to customer specifications. Each trailer undergoes final inspection prior to shipment.<br><br>Delivery and Fulfillment<br><br>Delivery may be coordinated by Behnke, an authorized dealer, or a qualified transportation provider. Depending on the project, dealers may assist with delivery coordination, product orientation, warranty registration, and local customer support.<br><br>Dealer Roles and Responsibilities<br><br>Behnke's authorized dealer network serves as an extension of the company's sales and support organization. Dealers may assist with:<br><br>• Customer consultation and product selection<br>• Quotation development<br>• Order coordination<br>• Delivery support<br>• Warranty administration<br>• Parts and service support<br>• Ongoing customer assistance<br><br>Post-Delivery Support<br><br>Following delivery, customers have access to Behnke's customer service, | |

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| | | technical support, warranty, and parts resources, as well as local support through the authorized dealer network. Aria CSS provides additional assistance related to Sourcewell contract administration and cooperative purchasing support.<br><br>This process provides Sourcewell participating entities with a streamlined purchasing experience, accurate order fulfillment, responsive communication, and long-term product support. | |
| 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. | Behnke Enterprises is committed to providing responsive, professional customer support throughout the lifecycle of its products, from order placement and delivery through warranty administration, technical support, repair coordination, and replacement parts assistance.<br><br>Customers may contact Behnke through customer service personnel, factory representatives, authorized dealers, warranty administrators, or Aria CSS for Sourcewell-related support. Customer inquiries are directed to the appropriate personnel to ensure timely response and resolution.<br><br>Response Times and Resolution Goals<br><br>Behnke's customer service objective is to acknowledge and respond to customer inquiries within six (6) business hours. For service issues, warranty claims, technical questions, or support requests, Behnke's goal is to provide an initial resolution plan or recommended next steps within twenty-four (24) hours.<br><br>Issues are prioritized based on safety concerns, operational impact, equipment availability, warranty status, and customer requirements.<br><br>Escalation Process<br><br>Routine inquiries are typically handled by customer service personnel, authorized dealers, or factory representatives. Technical support and warranty matters are escalated to Behnke factory personnel when additional expertise is required.<br><br>If an issue cannot be resolved through normal support channels, Behnke may coordinate assistance through factory technical staff, authorized service providers, or approved repair facilities. For qualifying situations, Behnke may utilize its mobile service capabilities or coordinate transportation to an authorized repair location when necessary.<br><br>Warranty and Service Administration<br><br>Warranty claims are submitted through Behnke's warranty administration process and tracked through its internal systems to monitor claim status, service activity, and resolution progress. Authorized dealers provide local support, warranty assistance, repair coordination, and parts support while working closely with Behnke factory personnel.<br><br>Public-Sector Support | * |

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| | | For Sourcewell participating entities, Aria CSS provides additional assistance with contract administration, cooperative purchasing support, issue escalation, customer communications, and coordination between customers, dealers, and Behnke personnel.<br><br>Performance Monitoring<br><br>Behnke monitors customer service performance through customer feedback, warranty trends, service activity, dealer input, and issue resolution tracking. These reviews support continuous improvement efforts focused on responsiveness, communication, customer satisfaction, and equipment uptime.<br><br>Through its factory support team, dealer network, warranty administration resources, service partners, and public-sector support structure, Behnke provides a comprehensive customer service program designed to resolve issues efficiently and support long-term customer success. | |
| 30 | Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States. | Behnke Enterprises, Inc. possesses the manufacturing capacity, nationwide dealer network, delivery resources, customer support infrastructure, and public-sector experience necessary to successfully provide the requested trailer solutions to Sourcewell participating entities throughout the United States.<br><br>Over the past three years, Behnke has served approximately 1,130 government and educational entities, including municipalities, counties, state agencies, public works departments, transportation agencies, utility authorities, school districts, and colleges and universities. Behnke's customer base includes notable public-sector organizations such as the Illinois Department of Transportation, Iowa Department of Transportation, Minnesota Department of Transportation, Virginia Department of Transportation, and the City of Cedar Rapids.<br><br>Behnke maintains a national sales presence with trailer sales in 49 states and serves customers throughout the continental United States. This broad geographic reach is supported by a network of approximately 135 authorized dealers operating across 44 states and more than 319 service locations. This extensive network allows Sourcewell participating entities to access local sales support, equipment demonstrations, delivery coordination, warranty assistance, repair services, replacement parts, and ongoing customer support while maintaining direct access to Behnke's factory resources and technical expertise.<br><br>Behnke manufactures approximately 7,000 trailers annually and sells between 4,500 and 5,000 units each year. Production is supported by a dedicated manufacturing facility, experienced personnel, and a commitment to continuous operational improvement. Behnke is recognized as one of the nation's leading trailer manufacturers and is ranked among the Top 30 trailer manufacturers by production volume.<br><br>In addition to its strong public-sector presence, Behnke serves many of the nation's largest utility, infrastructure, energy, and construction organizations, including Ameren Illinois, Alliant Energy, MidAmerican Energy, Nicor Gas, | * |

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| | | ComEd, DTE Energy, Primoris Services (Q3 Contracting), Miller Pipeline, Great Lakes Energy, and Mathy Construction. These customers rely on Behnke trailers for demanding applications requiring durability, reliability, and long-term service support.<br><br>Behnke's sales and support organization includes factory personnel, customer service representatives, warranty administrators, technical support staff, and an extensive dealer sales network consisting of approximately 900 dealer sales professionals nationwide. This infrastructure enables Behnke to effectively support individual equipment purchases, fleet acquisitions, and large multi-location deployments.<br><br>To further enhance support for public-sector customers, Behnke partners with Aria CSS, a nationally recognized government contracting and cooperative purchasing specialist. Aria CSS provides dedicated support for government, municipal, utility, transportation, public works, and educational entities throughout the procurement process. Services include contract administration, cooperative purchasing assistance, Sourcewell compliance, customer outreach, lead development, reporting, and ongoing customer support.<br><br>Together, Behnke and Aria CSS provide a comprehensive nationwide solution that combines manufacturing excellence, extensive dealer coverage, proven public-sector experience, responsive customer support, and cooperative purchasing expertise. This integrated approach ensures Sourcewell participating entities throughout the United States can confidently procure, receive, service, and maintain Behnke trailer solutions regardless of location or purchase volume. | |
| 31 | Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories. | Behnke Enterprises, Inc. does not impose any specific restrictions on sales to Sourcewell participating entities located in Alaska, Hawaii, or U.S. Territories.<br><br>Participating entities located in Alaska, Hawaii, Puerto Rico, Guam, the U.S. Virgin Islands, American Samoa, the Northern Mariana Islands, and other U.S. Territories are eligible to purchase products through the resulting Sourcewell contract under the same terms and conditions available to participating entities located within the continental United States.<br><br>Due to geographic location and transportation requirements, freight, delivery schedules, and shipping methods may vary depending on the destination and the specific products ordered. Behnke will work directly with participating entities to identify the most efficient and cost-effective transportation and delivery solution available for each order.<br><br>Behnke's authorized dealer network, transportation providers, and customer support personnel will assist participating entities in coordinating delivery logistics, documentation requirements, and post-delivery support as needed.<br><br>Other than customary freight and logistical considerations associated with remote destinations, no special requirements, restrictions, minimum purchase quantities, or limitations apply to Sourcewell participating entities located in Alaska, Hawaii, or U.S. Territories. | |
| 32 | Describe your | Behnke Enterprises, Inc. is fully capable of providing trailer solutions and | * |

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| | capability to provide the requested Solutions to Sourcewell participating entities in Canada. | related support services to Sourcewell participating entities throughout Canada through its established Canadian dealer network, sales organization, service infrastructure, and cooperative purchasing support resources.<br><br>Over the past three years, Behnke has served approximately 65 Canadian government, educational, utility, transportation, and public-sector entities across six Canadian provinces. Customers served include municipalities, provincial agencies, public works departments, transportation organizations, utilities, and higher education institutions. Behnke's Canadian market presence continues to expand through strategic dealer relationships, sales development efforts, and ongoing investment in customer support capabilities.<br><br>Behnke currently generates approximately $5 million in annual Canadian sales and maintains an established network of six authorized Canadian dealers operating through sixteen distributor and service locations across six provinces. These dealer partners provide localized sales support, product demonstrations, delivery coordination, warranty administration, repair services, replacement parts support, and ongoing customer assistance.<br><br>Behnke's Canadian dealer network includes organizations such as Flaman Trailer Sales Ltd., Kaldeck Truck & Trailer Sales, Phiber Manufacturing, Progressive Ag Services Ltd., HJV Equipment Limited, and Great West Agro Limited. In addition, Behnke maintains dedicated outside sales representation covering the Canadian market and works closely with its dealer partners to support customer requirements throughout the procurement, delivery, and ownership lifecycle.<br><br>Canadian customers may purchase through authorized dealers, direct factory coordination, or approved distribution channels depending on customer preference, product requirements, and geographic location. Delivery is supported through a combination of dealer delivery, factory coordination, and third-party transportation providers, allowing Behnke to efficiently serve customers across Canada.<br><br>Behnke's customer support infrastructure extends throughout Canada and includes factory technical support, warranty administration, replacement parts support, dealer service capabilities, and access to Behnke's customer service resources. Canadian customers receive the same commitment to responsiveness, technical assistance, and warranty support provided to customers throughout North America.<br><br>In addition to Behnke's manufacturing and dealer resources, Behnke partners with Aria CSS, a government contracting and cooperative purchasing specialist with extensive experience supporting Sourcewell-awarded contracts and cooperative purchasing programs throughout North America. Aria CSS provides assistance with contract administration, customer outreach, reporting, cooperative purchasing education, and public-sector procurement support.<br><br>Behnke is also a member of the Canadian Transportation Equipment Association (CTEA), demonstrating its commitment to the Canadian transportation equipment industry and ongoing engagement within the | |

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| | | Canadian marketplace.<br><br>If awarded a Sourcewell contract, Behnke and Aria CSS will actively support participation through Canoe Procurement Group of Canada where applicable and will work collaboratively to educate Canadian municipalities, utilities, transportation agencies, public works departments, and other eligible organizations regarding the benefits of cooperative purchasing through Sourcewell and Canoe.<br><br>Through its established Canadian dealer network, dedicated sales representation, service infrastructure, manufacturing capabilities, and cooperative purchasing support resources, Behnke is well positioned to provide high-quality trailer solutions and responsive customer support to Sourcewell participating entities throughout Canada. | |
| 33 | Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement. | Behnke Enterprises, Inc. does not currently identify any geographic areas within the United States or Canada that would be excluded from service under the proposed Sourcewell agreement.<br><br>Behnke is committed to serving Sourcewell participating entities throughout the United States and Canada through a combination of factory-direct support, an extensive authorized dealer network, service partners, transportation providers, and dedicated customer support resources.<br><br>Within the United States, Behnke maintains trailer sales coverage in 49 states supported by approximately 135 authorized dealers operating across 44 states and more than 319 service locations. This network provides localized sales support, delivery coordination, warranty assistance, repair services, replacement parts support, and ongoing customer care.<br><br>Within Canada, Behnke serves customers through six authorized dealers operating across six provinces and sixteen distributor and service locations. Canadian customers also have access to direct factory support, technical assistance, warranty administration, replacement parts support, and coordinated delivery services.<br><br>Participating entities located within the continental United States, Alaska, Hawaii, U.S. Territories, and all Canadian provinces and territories will have access to products and services offered under the resulting Sourcewell contract. Depending on location, support may be provided through an authorized dealer, factory personnel, transportation partners, or a combination of these resources.<br><br>Delivery schedules, freight costs, service response times, and transportation methods may vary based on customer location, product specifications, and logistical considerations. However, these factors do not limit Behnke's ability or willingness to provide products and support services throughout the United States and Canada.<br><br>Behnke's dealer network, factory resources, and customer support operations are further supported by Aria CSS, a government contracting and cooperative purchasing specialist that provides contract administration, cooperative purchasing assistance, customer support, outreach, and | * |

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| | | procurement guidance throughout North America.<br><br>Accordingly, Behnke intends to fully serve all eligible Sourcewell participating entities throughout the United States and Canada under the proposed agreement and does not anticipate excluding any geographic region from participation. | |
| 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. | Behnke Enterprises, Inc. does not anticipate any account type, customer category, or Sourcewell participating entity classification that would be excluded from access to the products and services offered under the proposed agreement.<br><br>If awarded a Sourcewell contract, Behnke intends to make the resulting contract available to all eligible Sourcewell participating entities, including but not limited to federal agencies, state agencies, counties, municipalities, public works departments, utilities, transportation agencies, educational institutions, tribal governments, nonprofit organizations, and other eligible public-sector entities throughout the United States and Canada.<br><br>Behnke's manufacturing capabilities, authorized dealer network, service resources, delivery partners, and customer support infrastructure are designed to support a broad range of customer types and operational requirements. Through its factory personnel, dealer network, and partnership with Aria CSS, Behnke is positioned to provide responsive sales support, contract administration, delivery coordination, warranty assistance, and ongoing customer service to all eligible Sourcewell participating entities.<br><br>Accordingly, no eligible Sourcewell participating entity type will be denied full access to the products and services proposed under this solicitation, subject only to standard product availability, production scheduling, freight considerations, and applicable laws and regulations. | * |
| 35 | Will Proposer extend terms of any awarded master agreement to nonprofit entities? | Yes.<br><br>Behnke Enterprises, Inc. will extend the terms, pricing, and conditions of any resulting Sourcewell master agreement to eligible nonprofit entities in accordance with Sourcewell policies and participation requirements.<br><br>Behnke recognizes the important role nonprofit organizations play in serving communities throughout the United States and Canada and is committed to providing eligible nonprofit entities with the same access to competitively solicited products, pricing, customer support, warranty services, and contract benefits available to other Sourcewell participating entities.<br><br>Nonprofit organizations eligible to participate through Sourcewell will be able to utilize the resulting contract in accordance with Sourcewell guidelines and applicable procurement requirements. | * |

## Table 4: Marketing Plan (100 Points)

| # | Question | Response * | |
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| 36 | Describe your | If awarded a Sourcewell contract, Behnke Enterprises will leverage its | * |

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| | marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials. | established North American sales, dealer, service, and public-sector outreach infrastructure to maximize contract awareness, utilization, and value for participating entities throughout the United States and Canada.<br><br>Behnke currently serves customers in 49 states and six Canadian provinces through approximately 135 authorized dealers, more than 319 service locations, and approximately 900 dealer sales professionals. During the past three years, Behnke has served approximately 1,130 government and educational entities.<br><br>Contract Launch (0-90 Days Following Award)<br><br>Following contract award, Behnke and Aria CSS will implement a coordinated launch strategy that includes:<br><br>• Contract award announcements through press releases, newsletters, dealer communications, email campaigns, and social media<br>• Development of a dedicated Sourcewell webpage featuring contract information, purchasing resources, and customer support contacts<br>• Distribution of contract information and marketing materials throughout Behnke's dealer network<br>• Direct outreach to government, municipal, utility, transportation, public works, and educational organizations<br><br>Ongoing Marketing Activities<br><br>Behnke and Aria CSS will promote the contract through:<br><br>• Dedicated Sourcewell webpage<br>• Email marketing campaigns<br>• Social media outreach<br>• Product demonstrations and webinars<br>• Government procurement events<br>• Customer visits and agency presentations<br>• Trade shows and industry conferences<br>• Industry publications and cooperative purchasing directories<br>• Dealer communications and training programs<br><br>Relationship-based selling remains a core component of Behnke's strategy, supported by factory personnel, dealer representatives, and Aria CSS personnel conducting direct customer engagement throughout North America.<br><br>Public-Sector and Cooperative Purchasing Outreach<br><br>Behnke serves a broad range of public-sector customers, including municipalities, transportation agencies, utilities, educational institutions, and public works organizations. Existing customer relationships provide a strong foundation for promoting Sourcewell contract utilization among current and prospective customers.<br><br>Behnke and Aria CSS will actively educate agencies on the benefits of cooperative purchasing, including procurement efficiencies, competitive solicitation compliance, and reduced administrative burden. | |

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Government Market Intelligence and Lead Development

Through Aria CSS, Behnke utilizes government market intelligence resources, procurement databases, budget information, capital improvement plans, and forecasting tools to identify upcoming purchasing opportunities and engage agencies early in the procurement lifecycle.

Qualified opportunities and market intelligence are distributed to Behnke personnel and authorized dealers to support targeted outreach and contract utilization.

Dealer Engagement

Behnke's network of approximately 135 authorized dealers and more than 900 dealer sales professionals will serve as a primary channel for contract promotion and customer support.

Dealers will receive contract information, pricing guidance, purchasing procedures, marketing materials, and cooperative purchasing education to ensure consistent contract utilization and customer service throughout North America.

Canadian Marketing Strategy

Behnke currently serves customers across six Canadian provinces through six authorized dealers operating sixteen distributor and service locations and generates approximately $5 million annually in Canadian sales.

Behnke and Aria CSS will actively promote the contract throughout Canada through existing dealer relationships, customer outreach, industry associations, trade events, and cooperative purchasing education initiatives. Behnke will also leverage its membership in the Canadian Transportation Equipment Association (CTEA) to expand contract awareness.

Performance Measurement

Marketing effectiveness will be monitored through:

- Contract utilization and sales activity
- Lead generation and quote activity
- Website traffic and customer inquiries
- Dealer participation
- Webinar attendance and agency engagement
- Sourcewell reporting metrics

Through the combined efforts of Behnke's dealer network, factory personnel, customer support team, and Aria CSS government-contracting professionals, Behnke is committed to actively promoting the Sourcewell contract and maximizing its value to participating entities throughout the United States and Canada.

See attached Marketing.zip

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| 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. | Behnke Enterprises utilizes digital marketing technologies, website analytics, social media platforms, customer engagement tools, government procurement intelligence, and market data resources to support lead generation, customer outreach, dealer communications, and Sourcewell contract utilization throughout the United States and Canada.<br><br>Website and Digital Presence<br><br>Behnke maintains a professional website that serves as a central source of information for products, dealer locations, service resources, and customer support. If awarded a Sourcewell contract, Behnke will maintain a dedicated Sourcewell webpage featuring contract information, purchasing resources, participating entity support information, and product details.<br><br>Website analytics are used to monitor:<br><br>• Website traffic and visitor behavior<br>• Product page engagement<br>• Customer inquiries and lead activity<br>• Geographic interest trends<br>• Marketing campaign performance<br>• Sourcewell webpage utilization<br><br>These analytics help Behnke improve customer engagement and optimize marketing activities.<br><br>Search Engine Optimization (SEO)<br><br>Behnke utilizes SEO best practices including:<br><br>• Product-specific keyword optimization<br>• Metadata management<br>• Search-friendly content development<br>• Technical website optimization<br>• Content updates and performance monitoring<br><br>These efforts improve online visibility and help customers locate product and purchasing information.<br><br>Social Media and Digital Marketing<br><br>Behnke utilizes:<br><br>• LinkedIn<br>• Facebook<br>• Instagram<br>• YouTube<br>• X (formerly Twitter)<br><br>These platforms are used to share product announcements, demonstrations, customer success stories, industry news, trade show participation, company updates, and cooperative purchasing information. | * |

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| | | Behnke and Aria CSS also utilize digital marketing tools that support:<br><br>• Email marketing campaigns<br>• Customer segmentation<br>• Lead tracking<br>• Marketing automation<br>• Campaign performance measurement<br>• Customer engagement analytics<br><br>Government Market Intelligence and Procurement Data<br><br>Through its partnership with Aria CSS, Behnke utilizes government market intelligence and procurement platforms including:<br><br>• GovWin IQ<br>• SAM.gov<br>• BidNet Direct<br>• GovSpend<br>• DemandStar<br>• BidSync<br>• State and Provincial Procurement Portals<br><br>These resources provide access to public-sector purchasing data, agency budgets, capital improvement plans, procurement forecasts, equipment replacement schedules, historical purchasing activity, and solicitation opportunities.<br><br>This information helps identify opportunities early in the procurement lifecycle and supports targeted outreach to eligible agencies.<br><br>Lead Development and Professional Networking<br><br>Behnke and Aria CSS utilize customer engagement data, website analytics, procurement intelligence, and publicly available purchasing information to support market segmentation, opportunity tracking, and customer outreach.<br><br>Aria CSS also utilizes LinkedIn Sales Navigator and related networking tools to identify and engage procurement officials, fleet managers, public works directors, utility managers, and other public-sector decision-makers.<br><br>Performance Measurement<br><br>Digital marketing performance is monitored through:<br><br>• Website traffic and engagement metrics<br>• Lead generation activity<br>• Marketing campaign results<br>• Customer inquiry volume<br>• Social media engagement<br>• Sourcewell webpage traffic<br>• Contract utilization trends<br><br>Through the combined use of digital marketing technologies, analytics, | |

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| | | procurement intelligence, and customer engagement tools, Behnke and Aria CSS are able to improve outreach effectiveness, strengthen customer engagement, and maximize awareness and utilization of the Sourcewell contract throughout the United States and Canada.<br><br>See attached Marketing.zip | |
| 38 | In your view, what is Sourcewell's role in promoting agreements resulting from this RFP? | Behnke Enterprises, Inc. views Sourcewell as a strategic cooperative purchasing partner whose primary role is to provide participating entities with a competitively awarded and legally compliant procurement solution while increasing awareness of available contract offerings.<br><br>Behnke believes Sourcewell's role includes:<br><br>• Providing contract visibility through the Sourcewell website, contract directory, vendor pages, and member communications.<br><br>• Promoting awareness of awarded contracts among participating entities and prospective members.<br><br>• Educating participating entities regarding the benefits of cooperative purchasing and available procurement options.<br><br>• Providing contract documentation, purchasing guidance, and cooperative purchasing resources.<br><br>• Assisting participating entities with general contract navigation and cooperative purchasing questions.<br><br>• Facilitating communication between participating entities and awarded vendors when appropriate.<br><br>Behnke recognizes that the primary responsibility for contract promotion, customer engagement, sales support, dealer coordination, training, and contract utilization rests with the awarded vendor.<br><br>If awarded, Behnke will leverage its established North American sales and service infrastructure, including approximately 135 authorized dealers, more than 319 service locations, approximately 900 dealer sales professionals, and an extensive public-sector customer base to actively promote and support the resulting Sourcewell contract throughout the United States and Canada.<br><br>Mr. Chad Behnke will serve as Behnke's primary contract administrator and executive point of contact. He will be supported by Behnke's sales leadership, customer support personnel, dealer network, and Aria CSS, which will provide cooperative purchasing expertise, contract administration support, customer outreach, contract compliance assistance, reporting support, and public-sector market development.<br><br>Behnke and Aria CSS will work collaboratively to educate customers regarding the benefits of cooperative purchasing, provide contract training and support to dealer personnel, develop marketing initiatives, and ensure participating entities receive timely assistance throughout the procurement process. | * |

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| | | Behnke views the most successful Sourcewell contracts as true partnerships. Sourcewell provides contract visibility, member education, and procurement support, while Behnke, its dealer network, and Aria CSS provide the product expertise, customer engagement, service support, and ongoing contract promotion necessary to maximize contract utilization and value for participating entities.<br><br>Through this collaborative approach, Behnke is committed to helping Sourcewell participating entities efficiently access high-quality trailer solutions while receiving exceptional customer service and long-term support. | |
| 39 | Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process. | If awarded a Sourcewell contract, Behnke Enterprises will fully integrate the agreement into its sales, quoting, order management, customer service, dealer support, and contract administration processes to ensure participating entities receive a consistent, compliant, and streamlined purchasing experience.<br><br>Contract Management<br><br>Chad Behnke, Chief Executive Officer, will serve as Behnke's primary contract administrator and executive point of contact. He will be supported by Behnke's sales, customer service, accounting, and administrative teams, authorized dealer network, and Aria CSS.<br><br>Aria CSS will assist with contract administration, cooperative purchasing education, government customer outreach, compliance support, marketing, lead development, and reporting.<br><br>Sales and Dealer Training<br><br>Upon award, Behnke will provide training to employees and authorized dealers regarding:<br><br>• Sourcewell purchasing procedures<br>• Contract pricing and quoting requirements<br>• Eligible participating entities<br>• Order processing procedures<br>• Contract compliance requirements<br>• Customer support processes<br>• Cooperative purchasing benefits<br><br>Training will be delivered through internal meetings, web-based sessions, dealer webinars, contract summaries, sales guides, and ongoing refresher training.<br><br>Dealer Network Integration<br><br>Behnke's network of approximately 135 authorized dealers and more than 900 dealer sales professionals will play a key role in promoting and supporting the contract.<br><br>Dealers will receive contract information, pricing guidance, customer education materials, marketing resources, and training to help identify and support | |

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| | | Sourcewell opportunities throughout their territories.<br><br>Order Administration and Compliance<br><br>Sourcewell opportunities may originate through factory sales personnel, authorized dealers, Aria CSS, Sourcewell referrals, marketing initiatives, trade shows, or existing customer relationships.<br><br>All Sourcewell orders will be reviewed prior to acceptance to verify contract eligibility, pricing accuracy, and compliance with contract requirements. Behnke utilizes its Vineze ERP platform, Intuit QuickBooks, and internal administrative processes to track orders, maintain documentation, and support reporting requirements.<br><br>Marketing Integration<br><br>The Sourcewell contract will be incorporated into Behnke's ongoing sales and marketing efforts, including:<br><br>• Company website and Sourcewell landing page<br>• Email marketing campaigns<br>• Social media outreach<br>• Product literature and catalogs<br>• Dealer communications<br>• Trade shows and conferences<br>• Customer presentations and agency outreach<br><br>Performance Review<br><br>Behnke and Aria CSS will periodically review contract utilization, sales activity, dealer participation, customer feedback, compliance performance, and reporting accuracy to identify opportunities for continuous improvement and increased contract utilization.<br><br>Through the combined efforts of Behnke's leadership team, employees, dealer network, and Aria CSS, the Sourcewell contract will become a fully integrated component of Behnke's sales and customer support strategy throughout the United States and Canada. | |
| 40 | Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them. | Behnke Enterprises, Inc. does not currently offer its trailer solutions through a fully automated e-Procurement or e-Commerce ordering platform.<br><br>Behnke's products are highly configurable and frequently customized to meet the specific operational requirements of individual customers. Product selection often involves consultation regarding trailer type, dimensions, capacities, axle configurations, loading requirements, available options, regulatory requirements, and other customer-specific specifications. As a result, direct consultation with Behnke personnel and/or authorized dealers is generally required to ensure customers receive the most appropriate solution for their intended application.<br><br>While Behnke does not currently utilize a fully automated e-Commerce ordering system, customers may initiate inquiries, request quotations, review product | * |

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| | | information, access dealer information, and communicate electronically through Behnke's website, email, telephone, and authorized dealer network.<br><br>If awarded a Sourcewell contract, Behnke will maintain a dedicated Sourcewell contract webpage and electronic quoting process that will allow participating entities to efficiently obtain product information, request pricing, review specifications, and coordinate purchases through Behnke personnel, authorized dealers, and Aria CSS.<br><br>As part of its ongoing strategic growth initiatives, Behnke continues to evaluate technologies that may further enhance the customer purchasing experience, streamline quotation processes, improve contract accessibility, and support future e-Procurement capabilities where appropriate for its product offerings. | |

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

| # | Question | Response * | |
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| 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. | Behnke Enterprises provides product orientation, operational guidance, maintenance support, warranty education, and customer training programs designed to help customers safely operate and maintain their trailer equipment.<br><br>Because many Behnke trailers are customized for specific applications, training is tailored to the equipment purchased and the customer's operational requirements.<br><br>Standard Training and Orientation<br><br>Standard product orientation and customer familiarization are generally included with equipment delivery at no additional cost.<br><br>Training may be provided by:<br><br>• Authorized dealer personnel<br>• Behnke factory personnel<br>• Delivery personnel<br>• Service representatives, when appropriate<br><br>Standard orientation may include:<br><br>• Equipment overview and safe operation<br>• Loading and unloading procedures<br>• Pre-trip and post-trip inspections<br>• Weight distribution and load securement practices<br>• Coupler, pintle, gooseneck, and hitch connection procedures<br>• Brake, lighting, and electrical system operation<br>• Hydraulic system operation, where applicable<br>• Routine maintenance recommendations<br>• Warranty registration and claim procedures<br>• Parts, service, and support resources<br><br>Optional Training | * |

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| | | Additional training services are available upon request and may be quoted separately based on scope, location, travel requirements, and duration.<br><br>Optional training may include:<br><br>• On-site customer training<br>• Advanced operator training<br>• Train-the-trainer programs<br>• Fleet orientation programs<br>• Product demonstrations<br>• Maintenance and inspection workshops<br>• Customer-specific operational training<br><br>Training Delivery Methods<br><br>Training may be delivered through:<br><br>• In-person orientation at delivery<br>• Dealer-provided product walkthroughs<br>• Factory-supported training sessions<br>• On-site customer training<br>• Web-based meetings or video conferences<br>• Product manuals and documentation<br>• Maintenance and warranty guides<br>• Digital videos and support materials, when available<br><br>Product-Specific Training<br><br>Behnke and its dealer network may provide training for specialized trailer applications, including heavy-haul, construction, utility, telecommunications, directional drilling, reel, pole, agricultural, commercial, and custom-engineered trailer configurations.<br><br>Sourcewell and Cooperative Purchasing Education<br><br>Aria CSS will assist with Sourcewell contract education, cooperative purchasing procedures, contract utilization guidance, dealer training, and public-sector procurement support when requested.<br><br>Cost Summary<br><br>Standard product orientation and familiarization are generally included at no additional cost. Optional on-site training, advanced operator training, train-the-trainer programs, and other specialized customer-requested training may be available for an additional fee based on scope, duration, location, and travel requirements.<br><br>Through Behnke's factory personnel, authorized dealer network, service partners, and Aria CSS support team, Sourcewell participating entities will have access to product training, operational guidance, maintenance support, warranty assistance, and cooperative purchasing education throughout the term of the agreement. | |

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| 42 | Describe any technological advances that your proposed Solutions offer. | Behnke Enterprises incorporates advanced engineering, patented product innovation, modern manufacturing technology, and integrated production systems to improve safety, durability, customization, loading efficiency, and lifecycle value.<br><br>Patented Split-Tilt Deck Technology<br><br>One of Behnke's most significant innovations is its patented Split-Tilt Deck Trailer design, protected by U.S. Patent Nos. 11,440,455 and 12,515,575.<br><br>The design combines a tilting deck on one side of the trailer with a stationary deck on the opposite side, allowing customers to transport self-loading equipment and fixed support equipment on the same trailer. This technology is particularly valuable for directional drilling, utility, telecommunications, and specialty equipment applications because it improves loading efficiency, reduces ramp handling, enhances safety, and maximizes equipment organization.<br><br>Engineering and Product Development Technology<br><br>Behnke utilizes SolidWorks 3D CAD software and modern engineering tools to design, model, and customize trailer solutions for specific customer applications.<br><br>These capabilities allow Behnke to:<br><br>• Develop application-specific trailer configurations<br>• Create custom-engineered solutions<br>• Improve structural performance and load distribution<br>• Enhance manufacturing consistency and repeatability<br>• Reduce development time for customer-specific projects<br><br>Advanced Manufacturing Technology<br><br>Behnke employs modern manufacturing technologies including robotic welding, automated beam welding, CNC machining, precision laser cutting, automated material preparation systems, and dual powder coating lines.<br><br>These technologies improve dimensional accuracy, weld consistency, component fitment, product quality, and production efficiency while supporting both standard and custom trailer production.<br><br>Corrosion Protection and Durability<br><br>Behnke utilizes a multi-step finishing process that includes surface preparation, zinc-rich primer, oven curing, and durable powder coating systems designed to improve corrosion resistance and extend product life in demanding operating environments.<br><br>Structural and Loading Technologies<br><br>Many Behnke trailers incorporate high-strength structural designs, including fabricated I-beam construction, high-tensile steel components, reinforced | * |

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| | | crossmembers, and engineered tie-down systems to improve strength, durability, and load distribution.<br><br>Available loading technologies include gravity tilt, hydraulic tilt, air tilt, hydraulic beavertails, hydraulic ramps, air-assisted ramps, hydraulic bi-fold ramps, and electric-over-hydraulic systems that improve loading efficiency and operator safety.<br><br>Integrated Business Systems<br><br>Behnke utilizes its Vineze ERP platform with proprietary in-house enhancements to support order management, production scheduling, manufacturing coordination, quality control, delivery management, and customer communications.<br><br>Through its patented Split-Tilt technology, advanced engineering capabilities, modern manufacturing systems, corrosion-resistant finishing processes, high-strength structural designs, and integrated production management systems, Behnke delivers trailer solutions designed to provide long-term performance, reliability, and value to Sourcewell participating entities. | |
| 43 | Describe any sustainability initiatives or certifications that relate to your organization and/or proposed Solutions.<br>If applicable, describe the certification(s) for each initiative. | Behnke Enterprises, Inc. is committed to responsible manufacturing practices, operational efficiency, product durability, waste reduction, and long-term lifecycle value. While Behnke does not currently maintain formal sustainability or environmental certifications, the company has implemented several initiatives designed to improve energy efficiency, reduce waste, extend product life, and support responsible use of resources.<br><br>Energy Efficiency and Facility Improvements<br><br>Behnke continuously evaluates opportunities to improve facility efficiency and reduce energy consumption. Current initiatives include:<br><br>• Conversion of facility overhead lighting from halogen lighting to LED lighting<br>• Replacement of older laser cutting equipment with modern Mitsubishi fiber laser cutting cells with automated loading and unloading systems<br>• Installation of Variable Frequency Drives (VFDs) on dust collection systems, fume extraction equipment, and water pump systems<br>• Installation of heat recovery systems on powder coat cure ovens to capture discharged heat and reuse it for facility heating<br>• Energy-efficient facility planning in coordination with Alliant Energy for construction and expansion projects<br>• Energy audits approximately every three years in partnership with Alliant Energy<br><br>Manufacturing Efficiency and Waste Reduction<br><br>Behnke utilizes advanced manufacturing technologies designed to improve precision, reduce material waste, increase consistency, and minimize rework. These include robotic welding, fiber laser cutting, CNC fabrication equipment, automated beam welding, precision machining, and automated material handling systems. | * |

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| | | Durable Product Design and Lifecycle Sustainability<br><br>A central part of Behnke's sustainability approach is building durable trailer products intended for long service life. Many Behnke trailers incorporate heavy-duty steel construction, high-strength structural components, reinforced frame designs, modular wiring, LED lighting, serviceable components, replacement parts availability, and repair support.<br><br>Long product life reduces unnecessary replacement, minimizes downtime, and helps customers maximize the value of their equipment investment.<br><br>Corrosion Protection and Product Longevity<br><br>Behnke's finishing process is designed to enhance corrosion resistance and extend service life. The process includes acid wash preparation, zinc-rich primer, oven curing, PPG ultra-durable powder coating, and secondary curing.<br><br>Powder coating also provides environmental advantages compared with many traditional liquid coating methods because it generally uses little or no solvent and produces minimal volatile organic compound emissions.<br><br>Repairability, Service Support, and Recyclability<br><br>Behnke supports sustainable equipment ownership through replacement parts availability, warranty support, dealer service resources, technical support, and repair coordination. This helps customers maintain equipment longer and reduce unnecessary replacement.<br><br>Behnke's products are primarily constructed from steel, which can often be recycled through established scrap and steel recycling channels at the end of the trailer's useful life.<br><br>Current Certifications<br><br>At this time, Behnke Enterprises does not maintain formal sustainability or environmental certifications such as ISO 14001 or similar environmental management certifications.<br><br>While no formal sustainability certifications are currently held, Behnke remains committed to responsible manufacturing, energy efficiency, durable product design, repairability, and continuous operational improvement. | |
| 44 | Describe any third-party issued, eco- labels, ratings, or certifications that your proposed solutions hold. | Third-Party Eco-Labels, Ratings, and Certifications<br><br>At this time, Behnke Enterprises, Inc. does not claim any third-party-issued eco-labels, environmental ratings, sustainability certifications, or environmental management certifications for the trailer solutions proposed under this RFP.<br><br>Because Behnke's products are primarily non-motorized trailer solutions, they are generally not subject to many of the environmental certification programs commonly associated with powered vehicles, engines, or emissions-regulated equipment. | * |

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| | | While Behnke does not currently maintain product-specific eco-labels or sustainability certifications, the company has implemented numerous sustainability-focused operational initiatives, including:<br><br>• Facility-wide LED lighting upgrades<br>• Energy-efficiency improvements identified through periodic utility energy audits<br>• Advanced fiber laser manufacturing technologies that improve material utilization and production efficiency<br>• Variable Frequency Drives (VFDs) on manufacturing support systems to reduce energy consumption<br>• Heat recovery systems associated with powder coating operations<br>• Durable powder-coated finish systems designed to extend product life and reduce lifecycle maintenance requirements<br><br>In addition, Behnke's trailer products are designed to support long service life through durable steel construction, corrosion-resistant finishes, repairable components, replacement parts availability, and extensive service support resources. These practices contribute to sustainability through lifecycle extension and reduced equipment replacement requirements.<br><br>If any third-party certifications, environmental ratings, recycled-content documentation, coating certifications, material certifications, or sustainability-related certifications become applicable to specific components, materials, or future product offerings, Behnke will provide such documentation upon request or as part of the quotation process when available.<br><br>Current Certifications<br><br>At this time, Behnke Enterprises does not maintain any third-party-issued environmental, sustainability, or eco-label certifications applicable to the proposed trailer solutions. | |
| 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? | Behnke Enterprises differentiates itself through a combination of patented product innovation, custom engineering capabilities, military and severe-duty design experience, large-scale manufacturing capacity, extensive service support infrastructure, and a customer-focused culture.<br><br>Unlike many trailer manufacturers that primarily offer standardized products, Behnke combines the resources of a major national manufacturer with the flexibility to engineer solutions around specific customer requirements.<br><br>Patented Innovation<br><br>One of Behnke's most significant differentiators is its patented Split-Tilt Deck Trailer technology, protected under U.S. Patent Nos. 11,440,455 and 12,515,575.<br><br>This design combines a tilting deck on one side of the trailer with a stationary deck on the opposite side, allowing customers to transport self-loading equipment while simultaneously carrying tanks, reels, mixers, tooling, and other support equipment. Originally developed for utility, telecommunications, and directional drilling applications, this innovation improves loading efficiency, | * |

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| | | safety, and operational productivity.<br><br>Engineering-Driven Solutions<br><br>Behnke maintains an in-house engineering team utilizing SolidWorks 3D CAD software to develop custom trailer solutions tailored to specific customer applications.<br><br>This capability allows Behnke to design trailers around customer equipment, operational requirements, and specialized applications rather than requiring customers to adapt to standard trailer configurations. This flexibility is especially valuable for public works, utility, transportation, construction, emergency response, and infrastructure-related operations.<br><br>Military and Severe-Duty Experience<br><br>Behnke has extensive experience designing and manufacturing trailers for military and defense-related applications, including equipment built to demanding transportability, lifting, tie-down, and severe-duty operating requirements.<br><br>The engineering discipline developed through these projects directly benefits public-sector customers by providing durable, reliable trailer solutions capable of performing in challenging environments and mission-critical applications.<br><br>Manufacturing Scale and Support Infrastructure<br><br>Behnke manufactures approximately 7,000 trailers annually, sells between 4,500 and 5,000 units per year, operates more than 436,000 square feet of manufacturing and warehouse facilities, and employs over 200 personnel.<br><br>Supporting this manufacturing capability is a network of approximately 135 authorized dealers, more than 319 service locations, and approximately 900 dealer sales professionals throughout North America.<br><br>Over the past three years, Behnke has served approximately 1,130 government and educational entities, demonstrating substantial experience supporting public-sector customers.<br><br>Long-Term Lifecycle Value<br><br>Behnke designs products for durability, serviceability, and long-term ownership value. Features such as heavy-duty structural designs, high-strength steel construction, zinc-rich primer systems, powder-coated finishes, LED lighting, modular wiring, and long-term parts support help reduce maintenance costs, minimize downtime, and extend equipment life.<br><br>Family-Owned Responsiveness<br><br>As a family-owned company, Behnke provides direct access to decision-makers, responsive customer service, and the flexibility to address customer-specific requirements quickly. Customers benefit from the resources of a large manufacturer while maintaining the responsiveness often associated with | |

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| | | smaller organizations.<br><br>Public-Sector Contracting Expertise<br><br>Behnke's partnership with Aria CSS provides additional expertise in government contracting, cooperative purchasing, contract administration, compliance, and public-sector outreach. This support helps participating entities navigate procurement requirements while maximizing the value of cooperative purchasing programs. | |

## 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<br>◉ No | n/a | * |
| 47 | Women Business Enterprise (WBE) | ○ Yes<br>◉ No | n/a | * |
| 48 | Disabled-Owned Business Enterprise (DOBE) | ○ Yes<br>◉ No | n/a | * |
| 49 | Veteran-Owned Business Enterprise (VBE) | ○ Yes<br>◉ No | n/a | * |
| 50 | Service-Disabled Veteran-Owned Business (SDVOB) | ○ Yes<br>◉ No | n/a | * |
| 51 | Small Business Enterprise (SBE) | ◉ Yes<br>○ No | Please see attached certification under NAICS Code 336212 - Truck Trailer Manufacturing, Behnke_Small_Business_Certification | * |
| 52 | Small Disadvantaged Business (SDB) | ○ Yes<br>◉ No | n/a | * |
| 53 | Women-Owned Small Business (WOSB) | ○ Yes<br>◉ No | n/a | * |

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

Provide detailed pricing information in the questions that follow below.

| # | Question | Response * | |
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| 54 | Describe your | Behnke Enterprises' standard payment terms for qualified government, | * |

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| | payment terms. | educational, utility, and other public-sector entities are Net 30 days from the date of invoice, subject to credit approval and any mutually agreed-upon terms established at the time of sale.<br><br>Behnke routinely works with public-sector organizations and understands that purchasing processes may involve purchase orders, board approvals, grant funding, capital improvement budgets, cooperative purchasing contracts, and other governmental procurement requirements. Behnke will work with participating entities to accommodate reasonable invoicing and payment requirements consistent with applicable laws, regulations, and company policies.<br><br>For purchases made through an authorized Behnke dealer, payment terms may be established directly between the dealer and the purchasing entity. Dealers are expected to offer commercially reasonable payment terms consistent with industry practices and applicable contract requirements.<br><br>For specialized, highly customized, engineered-to-order, or large-scale projects, alternative payment arrangements may be considered when appropriate, including:<br><br>• Progress or milestone payments<br>• Lease-purchase arrangements through third-party financing providers<br>• Other mutually agreed-upon payment structures<br><br>Behnke is committed to providing transparent, flexible, and customer-focused payment solutions that support the procurement needs of Sourcewell participating entities. | |
| 55 | Describe your accepted payment methods.<br><br>For credit card/procurement card (pCard), describe any fees associated with these methods. | Behnke Enterprises accepts a variety of payment methods to accommodate the needs of Sourcewell participating entities, including:<br><br>• Purchase Orders (PO)<br><br>• ACH / Electronic Funds Transfer (EFT)<br><br>• Company Checks<br><br>• Wire Transfers<br><br>• Credit Cards<br><br>• Procurement Cards (P-Cards)<br><br>• Other mutually agreed upon payment methods, subject to approval<br><br>Behnke recognizes that many government, educational, and nonprofit organizations utilize procurement cards (P-Cards) for purchasing and payment processing. Behnke accepts P-Card transactions in accordance with established company policies and applicable transaction limits.<br><br>Authorized dealers and resellers participating under the contract may also accept credit card and procurement card payments; however, specific | |

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| | | payment options may vary by dealer location.<br><br>At this time, Behnke does not assess any additional fees to Sourcewell participating entities for standard credit card or procurement card transactions unless otherwise required by law or disclosed in advance for a specific transaction. If any transaction-specific fees or limitations apply, they will be communicated to the participating entity prior to order acceptance.<br><br>Behnke is committed to providing flexible payment options that simplify procurement and support the purchasing requirements of Sourcewell participating entities. | |
| 56 | Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used. | Behnke Enterprises recognizes that many government agencies, educational institutions, utilities, and other public-sector organizations utilize financing and lease-purchase programs as part of their equipment acquisition strategy. Accordingly, Behnke can facilitate financing and leasing options through established third-party financing partners.<br><br>Available financing solutions may include:<br><br>• Municipal lease-purchase agreements<br>• Tax-exempt financing<br>• Equipment leasing<br>• Capital leases<br>• Operating leases (where applicable)<br>• Structured payment programs<br>• Annual appropriation financing<br>• Customized financing solutions based on customer requirements<br><br>One of Behnke's preferred financing resources is NCL Government Capital, a Sourcewell-awarded financing provider (Contract #092424-NCL) that specializes in financing solutions for government, educational, utility, transportation, and public-sector entities.<br><br>In addition to NCL Government Capital, Behnke may work with other qualified financing institutions or customer-designated financing providers when requested.<br><br>Financing and lease-purchase options are evaluated on a project-by-project basis and are subject to credit approval and the terms and conditions of the selected financing provider.<br><br>Additional information regarding available financing options is included in the attached financing documentation. | * |
| 57 | Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level | Behnke Enterprises utilizes a standardized order management and contract administration process designed to ensure accurate order processing, customer support, and compliance with Sourcewell requirements.<br><br>The following transaction documents may be utilized in connection with a Sourcewell-awarded agreement:<br><br>1. Sourcewell Quotation | * |

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| | agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities. | Official quotations may be generated by Behnke Enterprises or an authorized dealer and typically include:<br><br>• Sourcewell contract identification<br>• Product descriptions and specifications<br>• Pricing and applicable options<br>• Freight information, when applicable<br>• Delivery estimates<br>• Applicable terms and conditions<br><br>2. Customer Purchase Order<br><br>Participating entities typically issue a purchase order or other authorized ordering document referencing the applicable quotation and Sourcewell contract. The purchase order serves as the customer's authorization to proceed with the order.<br><br>3. Sales Order<br><br>Upon acceptance of the customer's purchase order, Behnke generates an internal sales order used for order administration, production scheduling, delivery coordination, and contract administration.<br><br>4. Order Acknowledgement<br><br>Behnke issues an order acknowledgement confirming product specifications, pricing, and delivery expectations. Technical drawings and additional documentation may also be provided when appropriate.<br><br>5. Invoice<br><br>Invoices are generated through Behnke's accounting system and generally reference the customer purchase order, product information, and applicable contract details.<br><br>6. Shipping and Delivery Documentation<br><br>Depending on the order, delivery documentation may include:<br><br>• Bills of lading<br>• Delivery receipts<br>• Freight documentation<br>• Inspection records<br>• Acceptance documentation<br><br>Standard Supporting Documents<br><br>Additional documents that may be utilized during contract administration include:<br><br>• Warranty documentation<br>• Product specifications and technical drawings<br>• Dealer support materials | |

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| | | • Delivery documentation<br>• Contract administration records<br><br>Behnke maintains transaction records through its Vineze ERP platform, internal management systems, and Intuit QuickBooks accounting software to support order processing, customer service, contract administration, and reporting requirements.<br><br>Additional transaction documents may be revised or customized as necessary to support customer-specific procurement requirements and Sourcewell contract administration.<br><br>Please see attached under Standard_Transaction_Documents.zip & under Additional_Documents.zip | |
| 58 | Describe your pricing model AND quantify the proposed discount(s) offered.<br><br>If proposed pricing is Line-Item Pricing, Proposer must submit:<br><br>A. For each Line, provide your list/MSRP, the offered discount(s), and the ”Master Agreement Price”.<br><br>B. If proposed pricing is a Percentage Discount from Catalog or Category, one of the following MUST be submitted:<br><br>(1) an active URL to a current published online catalog; OR<br>(2) a complete price file with current pricing.<br><br>Refer to RFP Section III. Pricing for additional guidance. | Behnke Enterprises, Inc. proposes a line-item pricing model for the products offered under this proposal.<br><br>Pricing is based on Behnke’s submitted price list, with Sourcewell participating entities receiving a 6% discount from the applicable list price for all eligible products, models, options, and accessories included in the pricing submission.<br><br>Behnke’s pricing submission is provided in the attachment titled:<br><br>Behnke_Sourcewell_Product_PL_2026<br><br>The pricing file identifies, where applicable:<br><br>• Model Number / Product Description<br>• MSRP / List Price<br>• Sourcewell Discount<br>• Sourcewell Master Agreement Price<br>• Available Options and Accessories<br>• Option Pricing, where applicable<br><br>The Sourcewell Master Agreement Price is calculated by applying the proposed 6% Sourcewell discount to Behnke’s submitted list price.<br><br>Proposed Discount<br><br>Behnke Enterprises is offering Sourcewell participating entities a standard contract discount of:<br><br>6% off Behnke’s submitted MSRP / List Price<br><br>This discount applies to the products, options, and accessories included in the submitted Sourcewell pricing file, unless otherwise specifically noted.<br><br>Custom Configurations and Engineered Solutions<br><br>Behnke manufactures both standard production trailers and highly customized engineered trailer solutions. Because many public-sector | * |

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| | | customers require application-specific configurations, final pricing may vary based on customer requirements such as:<br><br>• Trailer model and capacity<br>• Optional equipment and accessories<br>• Customer-specific engineering requirements<br>• Specialized configurations<br>• Decking, ramp, axle, suspension, braking, and hitch selections<br>• Delivery destination and freight requirements<br>• Applicable regulatory or transportation requirements<br><br>When custom configurations are requested, Behnke will develop pricing using the same contract pricing methodology established under the awarded agreement. Any custom-engineered items, special options, or non-standard configurations will be clearly identified on the customer quotation.<br><br>Dealer Participation<br><br>Authorized dealers participating under the Sourcewell contract will be required to utilize the awarded Sourcewell pricing structure and comply with applicable contract requirements.<br><br>Behnke will maintain oversight of dealer-supported transactions to help ensure pricing consistency, contract compliance, accurate reporting, and proper application of the awarded Sourcewell discount.<br><br>Dealer participation will not result in unauthorized markups beyond the awarded pricing structure. Any dealer-provided products, services, freight, delivery charges, or open-market items not included in the awarded price file will be clearly identified and itemized on the customer quotation.<br><br>Freight and Additional Charges<br><br>Unless specifically identified in the pricing schedules, submitted pricing is generally exclusive of:<br><br>• Freight and delivery charges<br>• Taxes and governmental fees<br>• Title, registration, tag, and licensing fees<br>• Permits and special transportation requirements<br>• Oversize or overweight transportation costs<br>• Federal Excise Tax, if applicable<br>• Customer-specific accessories or modifications not listed in the pricing file<br>• Open-market items<br>• Other customer-specific charges<br><br>Any applicable charges will be clearly identified and itemized within customer quotations before order acceptance.<br><br>Supporting Pricing Documentation<br><br>Complete pricing information, including list pricing, the proposed 6% Sourcewell discount, Master Agreement pricing, and applicable option | |

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| | | pricing, is provided in the accompanying pricing schedule:<br><br>Behnke_Sourcewell_Product_PL_2026<br><br>Behnke's objective is to provide Sourcewell participating entities with transparent, competitive, and consistent pricing while maintaining the flexibility necessary to support both standard trailer products and custom-engineered trailer solutions. | |
| 59 | Provide details of any quantity or volume discounts, as well as any rebate programs that are available in addition to the proposed pricing structure discounts. | Quantity Discounts, Volume Discounts, and Rebate Programs<br><br>Behnke Enterprises' primary pricing structure is based on the Sourcewell contract pricing and discounts identified within the accompanying pricing submission, including the Behnke_Sourcewell_Product_PL_2026 pricing file.<br><br>In addition to the standard Sourcewell contract pricing, Behnke offers the following volume discount opportunities for qualifying multi-unit purchases:<br><br>• Standard Sourcewell Discount: As identified in the submitted pricing schedules.<br><br>• Additional 1% discount on purchases of five (5) or more units on a single order.<br><br>• Additional 2% discount on purchases of ten (10) or more units on a single order.<br><br>Because many Behnke trailer products are highly configurable and frequently customized to meet specific customer requirements, additional project-specific pricing considerations may be evaluated for large fleet acquisitions, statewide procurement initiatives, multi-location deployments, cooperative purchasing groups, and other significant public-sector purchasing opportunities.<br><br>Additional pricing considerations may be based upon:<br><br>• Total quantity purchased<br>• Product mix and configuration<br>• Engineering and customization requirements<br>• Production efficiencies<br>• Delivery schedules<br>• Freight and logistics considerations<br>• Overall project scope<br><br>Where applicable, any approved volume discounts or project-specific pricing adjustments will be clearly identified in the customer quotation and applied consistently in accordance with the awarded Sourcewell contract.<br><br>At this time, Behnke does not maintain a standard rebate program in addition to the pricing and discount structure identified in the submitted pricing schedules.<br><br>Authorized dealers participating under the awarded contract will be required | * |

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| | | to honor the awarded Sourcewell pricing structure as well as any approved volume discount programs authorized under the contract.<br><br>All pricing incentives, quantity discounts, and project-specific pricing adjustments will be administered in accordance with the awarded Sourcewell agreement and Behnke's contract administration procedures. | |
| 60 | Describe your method of facilitating non-contracted products or related services and define the associated costs/fees. | Behnke Enterprises' primary objective is to provide Sourcewell participating entities with products, options, accessories, and services that fall within the scope of the awarded contract whenever possible.<br><br>When a customer requires products or services that are not included in the contract, Behnke may facilitate those items through its supplier network, authorized dealers, manufacturing partners, or approved third-party providers.<br><br>Identification of Non-Contracted Items<br><br>Any product or service outside the awarded contract scope will be clearly identified and separately itemized on customer quotations and order documentation as an Open Market Item, Non-Contract Item, Customer-Requested Item, or other designation required by Sourcewell policies.<br><br>Non-contracted items will be clearly distinguished from contracted products to ensure transparency and compliance.<br><br>Examples of Non-Contracted Products and Services<br><br>Examples may include:<br><br>• Customer-requested accessories not included in the contract<br>• Specialized third-party equipment or components<br>• Custom modifications beyond standard contract offerings<br>• Specialized transportation or permitting services<br>• Third-party inspections or certifications<br>• Installation or integration services provided by third parties<br><br>Pricing and Associated Costs<br><br>Pricing for non-contracted products and services is based on current supplier costs, labor requirements, transportation expenses, permitting costs, installation requirements, or other project-specific factors.<br><br>Potential charges may include:<br><br>• Product acquisition costs<br>• Installation charges<br>• Freight and transportation costs<br>• Permitting fees<br>• Third-party inspection fees<br>• Integration or customization costs<br><br>All costs will be disclosed and separately itemized in the customer quotation. | * |

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| | | No additional fees or markups beyond those identified in the quotation will be applied without customer approval.<br><br>Compliance Controls<br><br>Behnke reviews Sourcewell-related orders prior to acceptance to verify contract pricing, identify any open-market items, and ensure compliance with Sourcewell requirements. Contracted and non-contracted items are tracked through Behnke's ERP and accounting systems to support documentation, reporting, and audit requirements.<br><br>Through its manufacturing capabilities, supplier relationships, authorized dealer network, and contract administration processes, Behnke can provide complete customer solutions while maintaining transparency, pricing clarity, and compliance with Sourcewell requirements. | |
| 61 | Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. | Behnke Enterprises' submitted pricing includes the base trailer models, standard equipment, contract-listed options and accessories, standard warranty coverage, standard product documentation, and standard product orientation associated with the products identified in the Sourcewell pricing submission.<br><br>Certain costs may vary based on customer location, product configuration, regulatory requirements, transportation needs, or customer-requested services and therefore may not be included in the submitted pricing. Any such costs will be clearly identified and itemized in the customer quotation prior to order acceptance.<br><br>The following items are generally not included unless specifically identified in the quotation:<br><br>Transportation and Delivery Costs<br><br>• Freight and shipping charges<br>• Delivery charges<br>• Expedited delivery requests<br>• Oversize or overweight permits<br>• Escort vehicles or route surveys<br>• Customer-requested storage or delayed delivery services<br><br>Governmental and Regulatory Fees<br><br>• Sales taxes, use taxes, or similar governmental assessments<br>• Title, registration, licensing, and tag fees<br>• Jurisdiction-specific permits or regulatory fees<br>• Customer-required inspections or certifications<br><br>Customer-Requested Modifications and Open-Market Items<br><br>• Open-market items or third-party products not included in the contract<br>• Customer-requested accessories not included in the awarded pricing<br>• Specialized customizations or engineering requests beyond standard contract offerings | * |

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| | | Optional Services<br><br>• Specialized installation services<br>• Third-party integration services<br>• Customer-requested commissioning activities<br>• Specialized on-site training, train-the-trainer programs, or extended training sessions<br>• Third-party inspections or certifications<br><br>Financing and Leasing Costs<br><br>• Interest charges associated with third-party financing arrangements<br>• Lease-purchase program fees<br>• Financing administration costs imposed by third-party providers<br><br>Behnke is committed to providing complete and transparent quotations to Sourcewell participating entities. Any costs not included in the submitted pricing will be separately identified and disclosed prior to order acceptance so customers have a clear understanding of the total cost of acquisition. | |
| 62 | Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States. | Behnke Enterprises provides freight and delivery services throughout the contiguous United States using a combination of authorized dealers, established transportation providers, logistics partners, and customer-arranged transportation when requested.<br><br>Freight, shipping, and delivery charges are generally not included in the submitted product pricing and are quoted separately at the time of order. All freight and delivery costs are clearly identified as separate line items on customer quotations and order documentation.<br><br>Freight and Delivery Methods<br><br>Depending on product type, destination, and customer requirements, delivery may be accomplished through:<br><br>• Authorized dealer delivery services<br>• Factory-coordinated transportation providers<br>• Common carriers<br>• Specialized heavy-haul carriers<br>• Customer-arranged transportation<br>• Factory pickup by the customer or customer representative<br><br>Freight Cost Determination<br><br>Freight costs are based on actual transportation requirements at the time of quotation and may vary based on:<br><br>• Delivery destination<br>• Trailer size, weight, and configuration<br>• Quantity of units ordered<br>• Delivery schedule requirements<br>• Oversize or overweight transportation requirements | * |

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| | | • Permit or escort vehicle requirements<br>• Specialized transportation equipment<br>• Jobsite delivery requirements<br><br>Because transportation markets fluctuate, freight pricing is generally based on current carrier rates available when the order is quoted.<br><br>Additional Services<br><br>When requested, Behnke may facilitate additional logistics-related services such as:<br><br>• Expedited transportation<br>• Oversize or overweight permitting<br>• Escort vehicle coordination<br>• Specialized transportation equipment<br>• Jobsite delivery accommodations<br>• Temporary storage<br>• Third-party unloading assistance<br><br>Any costs associated with these services will be separately identified and disclosed in the customer quotation.<br><br>Fees and Transparency<br><br>Behnke's objective is to pass through actual freight and delivery costs whenever practical. Behnke does not impose standard freight administration fees, logistics management fees, or delivery surcharges beyond those identified in the customer quotation.<br><br>Through its dealer network, factory personnel, and transportation partners, Behnke provides reliable delivery support throughout the contiguous United States while maintaining transparent freight pricing and clear communication regarding delivery requirements and schedules. | |
| 63 | Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery. | Freight, Shipping, and Delivery Program – Alaska, Hawaii, Canada, and Offshore Deliveries<br><br>Behnke Enterprises applies the same transparent, project-specific freight coordination process for Alaska, Hawaii, Canada, and offshore deliveries that it uses for deliveries within the contiguous United States.<br><br>Freight, shipping, and delivery charges for these locations are not included in the submitted product pricing unless specifically stated in the quotation. Because these destinations often involve additional transportation complexity, costs are calculated at the time of quotation based on the specific order, destination, product dimensions, trailer weight, carrier availability, customs requirements, port access, and transportation method.<br><br>Behnke maintains long-term relationships with four transportation carriers located near its manufacturing facility in Farley, Iowa. These carriers are experienced in hauling trailers and understand trailer-specific loading, securement, and tie-down requirements. Behnke also utilizes a trusted | * |

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| | | transportation brokerage relationship of more than ten years. Brokerage carriers are reviewed to confirm proper insurance coverage and driver experience.<br><br>For Alaska, Hawaii, Canada, and offshore deliveries, Behnke may coordinate transportation through a combination of:<br><br>• Over-the-road transportation<br>• Rail transportation<br>• Ocean freight<br>• Barge transportation<br>• Intermodal shipping<br>• Customer-designated carriers<br>• Third-party logistics providers<br>• Authorized dealer delivery coordination, where applicable<br><br>Additional charges may apply depending on destination and shipment requirements, including:<br><br>• Port handling fees<br>• Customs brokerage fees<br>• Duties, tariffs, or import/export charges, where applicable<br>• Marine cargo insurance, if requested<br>• Oversize or overweight permits<br>• Escort vehicle requirements<br>• Special handling or loading services<br>• Expedited transportation<br>• Storage or staging services requested by the customer<br>• Destination-specific regulatory or access requirements<br><br>For Canadian deliveries, Behnke will coordinate with transportation providers and customers to address customs documentation, border crossing requirements, delivery timing, and any applicable import-related charges.<br><br>Behnke works closely with its carriers and receiving customers to provide delivery status updates, estimated arrival information, and delivery coordination support. This communication helps ensure customers understand when their equipment is expected to arrive and what site access or receiving requirements may apply.<br><br>Any freight, shipping, customs, permitting, brokerage, port, storage, or logistics-related charges will be clearly identified and separately disclosed in the customer quotation prior to order acceptance.<br><br>Behnke is committed to providing transparent freight pricing, reliable carrier coordination, and responsive communication for Sourcewell participating entities located in Alaska, Hawaii, Canada, offshore destinations, and other non-contiguous delivery locations. | |
| 64 | Describe any unique distribution, delivery, or deployment methods offered in | Behnke Enterprises utilizes a flexible distribution and delivery model designed to provide Sourcewell participating entities with reliable, cost-effective, and customer-focused delivery solutions throughout the United States and Canada. | * |

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| | your proposal. | A key advantage of Behnke's delivery program is its combination of factory resources, authorized dealers, established transportation providers, and logistics partners. This approach allows Behnke to tailor delivery solutions based on product type, destination, project size, and customer requirements rather than relying on a single transportation method.<br><br>Flexible Delivery Options<br><br>Depending on customer needs, Behnke may utilize:<br><br>• Authorized dealer delivery services<br>• Factory-coordinated transportation providers<br>• Customer-arranged transportation<br>• Factory pickup by customer representatives<br>• Multi-unit fleet deliveries<br>• Phased delivery schedules<br>• Project-specific transportation plans<br>• Specialized heavy-haul transportation when required<br><br>This flexibility allows Behnke to select the most efficient and cost-effective delivery method for each project.<br><br>Fleet and Multi-Location Deployment<br><br>Behnke has experience supporting fleet purchases, phased deployments, and multi-location delivery programs. For larger projects, Behnke may coordinate:<br><br>• Consolidated shipments<br>• Multi-unit deliveries<br>• Phased delivery schedules<br>• Regional deployment strategies<br>• Multi-location delivery coordination<br><br>These capabilities help customers align equipment deliveries with operational schedules, project timelines, and budget requirements.<br><br>Dealer-Assisted Delivery and Support<br><br>Behnke's network of approximately 135 authorized dealers and more than 319 service locations provides local delivery and deployment support throughout North America.<br><br>Authorized dealers may assist with:<br><br>• Delivery coordination<br>• Product inspections<br>• Customer orientation and familiarization<br>• Warranty registration<br>• Service coordination<br>• Ongoing customer support | |

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| | | This local support structure helps ensure customers receive assistance before, during, and after delivery.<br><br>Customer-Focused Logistics Planning<br><br>For customers with specialized requirements, Behnke works directly with agencies to develop project-specific logistics plans that may include delivery scheduling, site access coordination, remote location support, and specialized transportation arrangements.<br><br>Throughout the delivery process, Behnke personnel coordinate with carriers, dealers, and customers to provide shipment updates, scheduling assistance, and transportation support.<br><br>Through its established transportation network, dealer-assisted deployment capabilities, fleet delivery experience, and customer-specific logistics planning, Behnke provides Sourcewell participating entities with flexible and dependable delivery solutions capable of supporting projects of virtually any size or geographic location. | |
| 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. | Behnke Enterprises will utilize a structured self-audit and contract compliance program to verify that Sourcewell participating entities receive awarded contract pricing, that transactions are properly documented and reported, and that contract requirements are consistently followed throughout the term of the agreement.<br><br>Mr. Chad Behnke will serve as Behnke's primary contract administrator and executive point of contact for the Sourcewell agreement, supported by Behnke's administrative staff, accounting personnel, sales team, authorized dealers, and Aria CSS.<br><br>Sourcewell-related orders and communications will be coordinated through Behnke's centralized contract administration process, helping ensure contract activity is properly identified, reviewed, tracked, and reported.<br><br>Order and Pricing Verification<br><br>All Sourcewell orders are reviewed prior to order acceptance to verify:<br><br>• Participating entity eligibility<br>• Application of awarded contract pricing<br>• Product configuration accuracy<br>• Proper identification of any open-market items<br>• Dealer compliance with contract requirements<br>• Completeness of supporting documentation<br><br>For dealer-assisted transactions, Behnke reviews submitted documentation to confirm proper pricing application and contract compliance before processing the order.<br><br>Digital Tracking and Record Retention<br><br>Behnke utilizes its Vineze ERP platform, internal management systems, and | * |

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| | | Intuit QuickBooks accounting software to track Sourcewell transactions throughout the order lifecycle, including quotation, order acceptance, production, delivery, invoicing, payment, and reporting.<br><br>Records maintained may include:<br><br>• Quotations<br>• Customer purchase orders<br>• Sales orders<br>• Invoices<br>• Delivery documentation<br>• Warranty records<br>• Contract reporting documentation<br><br>Compliance Reviews and Reporting<br><br>Periodic internal reviews are conducted to verify:<br><br>• Contract pricing accuracy<br>• Discount application<br>• Customer eligibility<br>• Open-market item identification<br>• Freight and delivery charges<br>• Administrative fee calculations<br>• Dealer compliance<br>• Reporting accuracy<br><br>Behnke and Aria CSS also perform periodic sales reconciliations and reporting reviews to support accurate administrative fee remittance, contract utilization tracking, and ongoing compliance with Sourcewell requirements.<br><br>Continuous Improvement<br><br>Behnke views contract compliance as an ongoing process. Internal reviews, dealer oversight, reporting reconciliations, and periodic performance evaluations help identify opportunities for improvement while maintaining a transparent, auditable, and compliant contract administration program.<br><br>Through its centralized contract management process, ERP and accounting systems, dealer oversight procedures, and periodic compliance reviews, Behnke is committed to ensuring that participating entities consistently receive awarded pricing and the full benefits of the resulting Sourcewell agreement. | |
| 66 | Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement. | Behnke Enterprises will utilize a combination of sales, operational, customer service, dealer, compliance, and marketing metrics to evaluate the success of a resulting Sourcewell agreement.<br><br>Contract activity will be tracked through Behnke's Vineze ERP platform, internal management systems, Intuit QuickBooks accounting software, dealer reporting processes, and Sourcewell contract administration procedures. These systems allow Behnke to monitor performance from initial customer inquiry through order fulfillment, delivery, warranty support, invoicing, and | * |

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reporting.

Key performance indicators (KPIs) include:

Contract Utilization and Sales Performance

• Total Sourcewell sales volume
• Number of Sourcewell orders processed
• Average order value
• Year-over-year contract growth
• Number of participating entities utilizing the contract
• Repeat customer activity

Customer Service and Warranty Performance

• Response times for customer inquiries
• Warranty claim activity and resolution times
• Customer satisfaction and feedback
• Dealer support responsiveness

Dealer Performance

• Dealer participation and activity levels
• Dealer-generated quotes and sales
• Compliance with Sourcewell pricing and procedures

Operational Performance

• Quote-to-order processing time
• Manufacturing lead times
• On-time production completion rates
• On-time delivery performance

Contract Compliance and Reporting

• Pricing compliance verification
• Administrative fee reporting accuracy
• Documentation completeness and retention
• Timeliness of Sourcewell reporting submissions

Marketing and Contract Growth

• Contract-generated leads
• Government and educational outreach activity
• Dealer engagement efforts
• Sourcewell webpage traffic and digital engagement

Continuous Improvement

Behnke and Aria CSS will conduct periodic reviews of contract utilization, sales growth, customer feedback, dealer participation, compliance performance, reporting accuracy, and marketing effectiveness. These reviews help identify opportunities to improve customer service, increase

| | | | |
|---|---|---|---|
| | | contract utilization, strengthen dealer engagement, and maintain full compliance with Sourcewell requirements.<br><br>Behnke defines the success of a Sourcewell agreement through a combination of contract utilization, customer satisfaction, operational performance, dealer participation, compliance, and long-term customer relationships. Through the combined use of its ERP system, accounting systems, dealer network, and Aria CSS support resources, Behnke maintains a comprehensive framework for measuring contract performance and continuously improving the value delivered to Sourcewell participating entities. | |
| 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. | Behnke Enterprises proposes to pay Sourcewell an Administrative Fee equal to 1.0% of all completed sales transactions made under the resulting Sourcewell Master Agreement.<br><br>The Administrative Fee is offered in consideration of the value provided by Sourcewell through its contract administration, cooperative purchasing services, contract promotion, participating entity outreach, educational resources, and ongoing support of the awarded agreement.<br><br>Behnke will calculate the Administrative Fee based on the total net sales value of completed transactions utilizing the Sourcewell Master Agreement during the applicable reporting period. Sales activity will be tracked through Behnke's internal business management system and contract administration processes to ensure accurate reporting and fee calculations.<br><br>Behnke, with support from Aria CSS, will maintain records of all Sourcewell transactions, review sales activity on a quarterly basis, prepare required sales reports, and remit the applicable Administrative Fee to Sourcewell in accordance with the terms and conditions of the awarded agreement.<br><br>Proposed Administrative Fee: 1.0% of completed sales under the Sourcewell Master Agreement. | * |

## Table 6B: Pricing Offered

| # | The Pricing for this Proposal is: * | Specify the basis for the pricing offered, include unique circumstances or justifications | |
|---|---|---|---|
| 68 | As good as or better than pricing typically offered through our existing cooperative contracts, state contracts, or agencies. | Pricing is based on Behnke Enterprises' standard published pricing structure less Sourcewell contract discounts and is designed to provide participating agencies with competitive, transparent, and nationally consistent pricing. The pricing structure allows flexibility to accommodate volume purchases, fleet opportunities, project-specific requirements, market conditions, and agency budget considerations.<br><br>Due to the configurable nature of Behnke trailers, final pricing may vary based on model selection, capacities, options, accessories, freight, and customer-specific specifications. Behnke will work with participating agencies to provide the best overall value and the most competitive pricing available under the Sourcewell contract. See attached Behnke_Sourcewell_Product_PL_2026 | * |

## 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<br>○ No | Behnke manufactures a wide range of heavy-duty flatbed trailers for commercial, construction, utility, agricultural, government, and military applications. | * |
| 71 | Deck-over | ◉ Yes | Behnke manufactures deck-over trailer configurations in | * |

| | | | | |
|---|---|---|---|---|
| | | ○ No | multiple capacities and lengths with customizable options to meet customer-specific requirements. | |
| 72 | Drop-deck | ◉ Yes<br>○ No | Behnke offers drop-deck trailer solutions designed to accommodate taller equipment while maintaining transportation efficiency and regulatory compliance | * |
| 73 | Lowboy | ◉ Yes<br>○ No | Behnke manufactures lowboy and heavy-haul trailer solutions engineered for transporting oversized and heavy equipment in demanding applications | * |
| 74 | Tilt deck | ◉ Yes<br>○ No | Behnke manufactures tilt deck trailers, including patented split-tilt designs, that improve loading efficiency, safety, and operational flexibility. | |
| 75 | Gooseneck | ◉ Yes<br>○ No | Behnke offers gooseneck trailer configurations across multiple product lines for enhanced towing stability and increased payload capacity. | |
| 76 | Tag | ◉ Yes<br>○ No | Behnke manufactures tag and tag-along trailers designed for equipment transport, construction, utility, and municipal fleet applications. | |
| 77 | Dry van | ○ Yes<br>◉ No | | |
| 78 | Dump | ◉ Yes<br>○ No | Behnke manufactures pull behind dump trailer solutions in various sizes and configurations for construction, public works, agricultural, and commercial applications. | |
| 79 | Tanker | ○ Yes<br>◉ No | | |
| 80 | Roll-back | ○ Yes<br>◉ No | | |
| 81 | Walking floor | ○ Yes<br>◉ No | | |
| 82 | Roll-off | ○ Yes<br>◉ No | | |
| 83 | Livestock | ○ Yes<br>◉ No | | |
| 84 | Please describe other Solutions not specifically mentioned in this Table 7B, that are within the scope of this RFP Category 1. | ◉ Yes<br>○ No | In addition to the categories listed above, Behnke manufactures agriculture trailers, specialty trailers, custom-engineered trailers, equipment transport trailers, utility and telecommunications support trailers, military-specification trailer solutions, OEM trailer platforms, and application-specific transportation solutions designed to meet unique customer requirements. | |

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

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

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

| # | Subcategory or Type | Offered * | Comments | |
|---|---|---|---|---|
| 85 | Mobile office | ○ Yes<br>○ No | | * |
| 86 | Refrigerated | ○ Yes<br>○ No | | * |
| 87 | Mobile command station | ○ Yes<br>○ No | | * |
| 88 | Incident response | ○ Yes<br>○ No | | * |
| 89 | Please describe other Solutions not specifically mentioned in this Table 7C, that are within the scope of this RFP Category 2. | ○ Yes<br>○ 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. | Behnke Enterprises, Inc. provides a written limited warranty for its trailer products. Complete warranty terms, conditions, limitations, exclusions, and coverage periods are contained in the attached Behnke Warranty document and should be considered the governing warranty document.<br><br>Warranty Coverage<br><br>Behnke warrants the frame of each new trailer to be free from defects in materials and workmanship under normal use and service for five (5) years from the date of purchase. The frame warranty is prorated as follows:<br><br>• Year 1: 100%<br>• Year 2: 80%<br>• Year 3: 60%<br>• Year 4: 40%<br>• Year 5: 20%<br><br>Trailer finish is warranted for 120 days.<br><br>Behnke's warranty obligation is limited to the repair or replacement of parts determined to be defective in materials or workmanship, subject to the terms of the written warranty. | * |

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| | | Warranty Administration<br><br>Behnke maintains a dedicated customer support organization consisting of service technicians, warranty administrators, technical support personnel, and customer service representatives who work with Behnke's dealer network to administer warranty claims and support issue resolution.<br><br>Warranty claims are typically initiated through the selling dealer or directly with Behnke. Claims are reviewed by Behnke's warranty team, and approved repairs are coordinated through authorized dealers, approved service providers, factory personnel, or applicable component manufacturers.<br><br>Behnke also provides online warranty registration and warranty claim submission resources to support efficient claim processing.<br><br>Component Manufacturer Warranties<br><br>Certain components, including items such as axles, suspension components, tires, wheels, couplers, jacks, brakes, lighting systems, and winches, carry warranties provided by their respective manufacturers. Behnke and its authorized dealers assist customers in coordinating these claims and obtaining support from the component manufacturer.<br><br>Parts, Labor, Freight, and Technician Travel<br><br>• Parts: Approved warranty parts are covered in accordance with Behnke's warranty and applicable component manufacturer warranties.<br><br>• Labor: Labor associated with approved warranty repairs is generally covered when the claim is determined to be warrantable. Labor coverage for third-party components is subject to the applicable manufacturer's warranty policies.<br><br>• Freight: Freight associated with approved warranty replacement parts is typically covered by Behnke but may be evaluated on a case-by-case basis.<br><br>• Technician Travel: Technician travel is not a standard warranty benefit; however, Behnke may authorize factory or field support when necessary to address unique situations.<br><br>Geographic Coverage<br><br>Warranty support is available throughout the United States and Canada through Behnke's factory personnel, authorized dealers, approved service providers, and component manufacturer support networks. If service cannot be completed through the selling dealer, Behnke will work with the customer to identify an appropriate repair solution.<br><br>Behnke is committed to providing responsive warranty administration, technical support, dealer coordination, and customer communication throughout the ownership lifecycle of its products. | |
| 91 | Describe how your trailers are | Behnke Enterprises, Inc. designs its trailers with a strong emphasis on load stability, weight distribution, structural integrity, equipment securement, and | * |

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| | | | |
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| | designed to ensure load stability, weight distribution, and safe transport of equipment under varying operating conditions. | safe transport under a wide range of operating conditions. Behnke's engineering approach focuses on designing trailers around the equipment being transported rather than requiring customers to adapt to a standard trailer configuration.<br><br>Using SolidWorks 3D CAD software and application-specific engineering practices, Behnke evaluates equipment dimensions, weight, center of gravity, axle loading, hitch configuration, operating environment, loading requirements, and securement needs to ensure each trailer is properly configured for its intended application.<br><br>Load stability begins with a properly engineered structure. Depending on the model and application, Behnke trailers may incorporate fabricated I-beam construction, high-strength steel frame components, reinforced crossmembers, engineered deck structures, and reinforced tie-down locations. These features help distribute loads throughout the trailer structure while supporting durability and safe operation.<br><br>Behnke's manufacturing processes, including laser cutting, robotic welding, CNC machining, precision forming, and automated finishing systems, support dimensional accuracy, weld consistency, and repeatable product quality.<br><br>Proper weight distribution is further achieved through application-specific axle placement, suspension selection, and braking system configuration. Depending on customer requirements, trailers may utilize tandem, tri-axle, or multi-axle arrangements with spring ride, air ride, or torsion suspension systems, as well as electric, hydraulic, electric-over-hydraulic, or air brake configurations.<br><br>Behnke also places significant emphasis on loading safety. Available features include gravity tilt, hydraulic tilt, power tilt, hydraulic beavertails, hydraulic ramps, air-assisted ramps, and hydraulic bi-fold ramps designed to reduce loading angles and improve equipment approach geometry.<br><br>For equipment securement, Behnke offers numerous tie-down options including heavy-duty D-rings, recessed D-rings, stake pockets, chain slots, winch tracks, sliding winches, E-track systems, outriggers, and application-specific securement solutions.<br><br>One of Behnke's most innovative load-management solutions is its patented Split-Tilt trailer technology (U.S. Patent Nos. 11,440,455 and 12,515,575), which combines a tilting deck with a stationary deck to improve equipment organization, loading efficiency, and weight distribution flexibility for specialized applications.<br><br>Behnke's experience designing trailers for military, utility, telecommunications, construction, public works, agricultural, and severe-duty applications further supports its ability to engineer trailers capable of safely transporting equipment in demanding environments.<br><br>Through its combination of engineering analysis, heavy-duty structural design, precision manufacturing, patented technology, specialized loading systems, and customer-specific configuration capabilities, Behnke provides trailer solutions designed to safely transport equipment while maximizing stability, | |

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| | | durability, and operational performance. | |
| 92 | Describe any safety features your trailers offer such as anti-lock braking systems, emergency breakaway systems or lighting features compliant with applicable regulations. | Behnke Enterprises, Inc. designs its trailers with safety as a core engineering objective. Safety features vary by trailer model, GVWR, brake configuration, and customer application, but are intended to support safe towing, loading, transport, visibility, and equipment securement.<br><br>Depending on the model and application, Behnke trailers may include:<br><br>Braking and Emergency Systems<br><br>Electric, electric-over-hydraulic, hydraulic, or air brake systems<br>Anti-lock Braking Systems (ABS) where required<br>External ABS malfunction indicators where required<br>Emergency breakaway braking systems where required<br><br>Lighting and Visibility<br><br>LED stop, turn, tail, clearance, and marker lights<br>DOT-compliant lighting and conspicuity features<br>Protected wiring systems and modular electrical components designed for long-term reliability<br><br>Load Securement and Towing Safety<br><br>Safety chains<br>Gooseneck, pintle, kingpin, and adjustable coupler configurations<br>Heavy-duty D-rings, chain slots, stake pockets, rub rails, winch tracks, and other load securement provisions<br>Reinforced securement locations designed for demanding equipment transport applications<br><br>Loading and Unloading Safety<br><br>Gravity tilt, hydraulic tilt, and power tilt systems<br>Hydraulic beavertails and ramps<br>Air-assisted and hydraulic bi-fold ramp systems<br>Low-load-angle designs that improve equipment approach and reduce loading risks<br><br>Structural Safety Features<br><br>Heavy-duty fabricated frame construction<br>High-strength steel structural components<br>Reinforced crossmembers and engineered deck structures<br>Suspension and axle systems matched to trailer capacity and intended use<br><br>Behnke's engineering team utilizes SolidWorks 3D CAD software and application-specific design practices to evaluate load distribution, equipment securement, trailer stability, braking requirements, and customer operating conditions. This engineering-driven approach is further supported by Behnke's experience designing trailers for military, utility, construction, telecommunications, agricultural, and public-sector applications. | * |

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| | | | |
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| | | In addition, Behnke's patented Split-Tilt trailer technology (U.S. Patent Nos. 11,440,455 and 12,515,575) incorporates a stationary deck and tilting deck configuration that improves loading efficiency and supports safe transport of specialized equipment packages.<br><br>Through its combination of engineered trailer designs, compliant braking and lighting systems, securement features, heavy-duty construction, and customer support resources, Behnke provides trailer solutions designed to support safe operation and reliable equipment transport under a wide range of operating conditions. | |
| 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. | Behnke Enterprises, Inc. offers a broad range of trailer configurations and options designed to support the operational needs of municipalities, public works departments, utilities, transportation agencies, construction fleets, agricultural users, educational institutions, military customers, and other Sourcewell participating entities.<br><br>Behnke manufactures trailer solutions ranging from light-duty utility applications to heavy-duty configurations, with public product information identifying trailers from approximately 3,000 lb. to 110,000 lb. GVWR. Behnke’s product portfolio includes flatbed, deck-over, drop-deck, step-deck, lowboy, tilt deck, gooseneck, tag, dump, heavy-haul, utility, telecom, agricultural, OEM, and custom-engineered trailer configurations.<br><br>Behnke’s configuration approach allows customers to select the trailer platform, GVWR, axle package, suspension, hitch type, braking system, deck style, ramp system, beavertail configuration, tie-down system, lighting package, storage features, and other options best suited for the equipment or materials being transported.<br><br>Trailer Configurations<br><br>Available trailer configurations may include:<br><br>• Flatbed and deck-over trailers<br>• Drop-deck, step-deck, and lowboy trailers<br>• Tilt deck trailers<br>• Gooseneck, tag, and semi-style trailers<br>• Dump trailers<br>• Utility, telecom, reel, pole, and directional drill trailers<br>• Agricultural trailers<br>• Heavy-haul trailers<br>• OEM and custom-engineered trailers<br><br>This breadth allows Behnke to support applications ranging from equipment transport and fleet maintenance to utility work, road construction, agriculture, public works, and severe-duty operations.<br><br>Ramp and Loading Options<br><br>Behnke offers multiple ramp and loading systems to support safe and efficient loading and unloading. Available options may include: | |

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| | | | |
|---|---|---|---|
| | | • Air ramps<br>• Hydraulic ramps<br>• Hydraulic bi-fold ramps<br>• Self-cleaning angle iron ramps<br>• Gorilla ramps and hydraulic gorilla ramps<br>• Flip-over, slide-in, stand-up, and aluminum ramps<br>• Mesh gates and side gate options<br>• Gravity tilt, power tilt, and air tilt systems<br>• Hydraulic beavertails<br>• Detach and low-load-angle configurations<br><br>These options allow customers to select loading systems based on equipment type, loading angle, deck height, operator preference, and jobsite requirements.<br><br>Deck Materials and Decking Options<br><br>Behnke offers several decking options to address durability, traction, weight, maintenance, and operating environment requirements. Available deck materials may include:<br><br>• No. 1 Southern Pine<br>• Rough oak<br>• Apitong hardwood<br>• Composite decking<br>• Smooth steel<br>• Tread plate steel<br>• Steel floor with Line-X coating<br>• Mesh flooring<br><br>Decking options may be selected based on the customer’s equipment, expected duty cycle, environmental exposure, traction needs, and lifecycle expectations.<br><br>Tie-Down and Load Securement Systems<br><br>Behnke offers numerous securement options to support safe transport of equipment and materials. Available features may include:<br><br>• Heavy-duty D-rings and recessed D-rings<br>• Stake pockets and rub rails<br>• Chain slots<br>• Winch tracks, sliding winches, and straps<br>• Electric or hydraulic winches<br>• E-track systems<br>• Swing-out outriggers<br>• Bolt-on D-rings and custom securement provisions<br><br>These features help customers secure loads based on equipment size, weight, center of gravity, and transportation requirements.<br><br>Axle, Suspension, Hitch, and Brake Options | |

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| | | | |
|---|---|---|---|
| | | Behnke offers a wide variety of running gear and towing configurations to match customer fleet requirements and load profiles. Available options may include:<br><br>• Tandem, triple, and quad axle configurations<br>• Spring, Torflex, air ride, Hutch, Ridewell, lift axle, and slide axle options<br>• Electric, electric-over-hydraulic, hydraulic, and air brake systems<br>• Pull-type, gooseneck, pintle, kingpin, adjustable coupler, and surge brake coupler configurations | |

## 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 | $14,800.00 | $35,012.18 | Includes tag trailers and tilt tag trailers. |
| 96 | Medium Deck-over 20-30T | (•) Yes ( ) No | $29,446.44 | $36,434.40 | |
| 97 | Heavy Deck-over 40-50T | (•) Yes ( ) No | $40,513.06 | $43,004.06 | We only have a 40T Model for this category, the difference in cost is the length. |
| 98 | Flatbed/Drop-deck 40T | (•) Yes ( ) No | 36,996.52 | $48,499.30 | This includes 40T Flatbeds & Drop Decks various lengths. |
| 99 | Dump/Transfer Steel | (•) Yes ( ) No | $15,265.60 | $26,402.72 | The dumps are smaller bumper pull type dumps. |
| 100 | Lowboy/Heavy Haul 55T+ | (•) Yes ( ) No | $104,543.04 | $111,434.18 | The line item states 55T + so pricing was only provided in this section for the 55-Ton and 60-Ton Lowboy although we are offering 35T, 40T & 50T Models as well. |

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## Documents

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

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

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

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

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

- Pricing - Pricing_&_Specs.zip - Monday June 22, 2026 23:15:42
- Financial Strength and Stability - Financial_Strength_&_Stability.zip - Monday June 22, 2026 10:17:28
- Marketing Plan/Samples - Marketing_Plans-Samples.zip - Monday June 22, 2026 10:18:09
- WMBE/MBE/SBE or Related Certificates - Related_Certificates_&_Industry_Recognitions.zip - Monday June 22, 2026 10:19:18
- Standard Transaction Document Samples - Standard_Transaction_Documents.zip - Monday June 22, 2026 10:22:28
- Requested Exceptions (optional)
- Upload Additional Document - Additional_Documents-Capabilities-Sustainabilty.zip - Monday June 22, 2026 10:22:45

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# Addenda, Terms and Conditions

**PROPOSER AFFIDAVIT OF COMPLIANCE**

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.

3. The Proposer certifies that:

(1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-

(i) Those prices;

(ii) The intention to submit an offer; or

(iii) The methods or factors used to calculate the prices offered.

(2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and

(3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.

6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.

7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

8. Proposer its employees, agents, and subcontractors are not:

1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: https://www.treasury.gov/ofac/downloads/sdnlist.pdf;
2. Included on the government-wide exclusions lists in the United States System for Award Management found at: https://sam.gov/SAM/; or
3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☑ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Chad Behnke, CEO, Behnke Enterprises, Inc.

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The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

○ **Yes** ◉ **No**

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum"** below to acknowledge each of the addenda.

| File Name | I have reviewed the below addendum and attachments (if applicable) | Pages |
|---|---|---|
| **Addendum_7_Trailers with Related Equipment and Services_RFP_062526**<br>Thu June 18 2026 01:40 PM | ☑ | 2 |
| **Addendum_6_Trailers with Related Equipment and Services_RFP_062526**<br>Wed June 3 2026 08:53 AM | ☑ | 1 |
| **Addendum_5_Trailers with Related Equipment and Services_RFP_062526**<br>Tue June 2 2026 08:26 AM | ☑ | 1 |
| **Addendum_4_Trailers with Related Equipment and Services_RFP_062526**<br>Thu May 28 2026 02:52 PM | ☑ | 1 |
| **Addendum_3_Trailers with Related Equipment and Services_RFP_062526**<br>Thu May 21 2026 08:46 AM | ☑ | 1 |
| **Addendum_2_Trailers with Related Equipment and Services_RFP_062526**<br>Wed May 13 2026 10:42 AM | ☑ | 1 |
| **Addendum_1_Trailers with Related Equipment and Services_RFP_062526**<br>Fri May 8 2026 01:30 PM | ☑ | 1 |