Docusign Envelope ID: 4B05C103-4173-8812-8143-04433AFF209E

MASTER AGREEMENT #062526
CATEGORY: Trailers with Related Equipment and Services
SUPPLIER: Etnyre International

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Etnyre International, 1333 South Daysville Road, Oregon, IL 61061 (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	Etnyre International
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Doug Legg 4D199C41F7D7497...
By: _____	By: _____
Jeremy Schwartz	Doug Legg
Title: Chief Procurement Officer	Title: Director of Field Sales
Date: 10/30/2026 | 8:33 AM CDT	Date: 10/30/2026 | 8:33 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:	Etnyre International
Does your company conduct business under any other name? If yes, please state:	E. D. Etnyre & Company, BearCat Manufacturing, SMF & Hendrick Manufacturing Corp
Address:	1333 S. Daysville Road Oregon, IL 61061
Contact:	Kathy Burright
Email:	kburright@etnyre.com
Phone:	815-732-2116 5091
HST#:	36-1049600

Submission Details

Created On:	Monday May 11, 2026 09:19:52
Submitted On:	Thursday June 25, 2026 11:17:56
Submitted By:	Kathy Burright
Email:	kburright@etnyre.com
Transaction #:	1acf3ef6-0676-4b6c-a816-745988eb7158
Submitter's IP Address:	10.13.0.21

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Specifications

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

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

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

#	Question	Response *	
1	Provide the legal entity name of the Proposer authorized to submit this Proposal.	Etnyre International	*
2	In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal.	Etnyre International includes the following: E. D. Etnyre & Company (i.e. Etnyre), BearCat Manufacturing, SMF & Hendrick Manufacturing Corp.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	80195	*
5	Provide your NAICS code applicable to Solutions proposed.	333100	
6	Proposer Physical Address:	E. D. Etnyre & Company 1333 South Daysville Road Oregon, IL 61061	*
7	Proposer website address (or addresses):	www.etnyre.com www.bearcatmfg.com www.etnyreinternational.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.	Doug Legg Director of Field Sales 1333 South Daysville Road, Oregon, IL 61061 dlegg@etnyre.com 303-912-6920 - Mobile	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Kathy Burright Inside Sales Administrator 1333 South Daysville Road, Oregon, IL 61061 kburright@etnyre.com	*

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		815-732-5091 Direct Line	
10	Identify the Proposer's other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Robert Jones Inside Sales Product Specialist 1333 South Daysville Road, Oregon, IL 61061 rjones@etnyre.com 815-732-5043 - Direct Line Tim Krueger Inside Sales Manager 1333 South Daysville Road, Oregon, IL 61061 tkrueger@etnyre.com 815-732-5075 Direct Line Jamie Walls Accounting Supervisor 1333 South Daysville Road, Oregon, IL 61061 jwalls@etnyre.com 815-732-5127 - Direct Line Kristie Brechon Sr Accounts Payable Administrator 1333 South Daysville Road, Oregon, IL 61061 kbrechon@etnyre.com 815-732-5121 Direct Line Andrew Hey Marketing Communications Specialist 1333 South Daysville Road, Oregon, IL 61061 ahey@etnyre.com 815-732-5106 Direct Line	*

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

#	Question	Response *	
11	Provide a brief history of your company and industry longevity related to the requested Solutions.	Edward D. Etnyre founded the company with a strong commitment to innovation, craftsmanship, and the well-being of those who rely on his products. He approached every design and manufacturing effort with the same care and attention he would apply for his own use, establishing a deep dedication to quality and customer satisfaction. This philosophy—known as "The Etnyre Road"—remains a guiding principle of the company today. Since 1898, ED Etnyre & Co. has proudly manufactured a comprehensive range of equipment for the asphalt road construction industry, including asphalt distributors, chip spreaders, storage tanks, live bottoms and trailers. With more than 125 years of industry experience, we have consistently set the standard for performance and reliability, helping pave the way for our customers' success.	*

		Our success is rooted in a commitment to building each unit to order, ensuring it meets specific customer requirements, while providing exceptional support throughout the entire lifecycle—from product selection to parts and service. By combining long-standing expertise with modern technological advancements, Etnyre continues to deliver dependable solutions that contribute to the construction and maintenance of high-quality roadways that benefit communities everywhere.	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	Upon award, Etnyre will provide Sourcewell members with a comprehensive offering of live bottoms, trailers and material transport equipment designed for safe, efficient hauling and controlled unloading. Key deliverables include build-to-order configurations tailored to specific applications, competitive cooperative pricing, and durable equipment engineered for long service life and low maintenance. Our live bottom designs improve jobsite safety by eliminating the need for tipping while increasing operational efficiency. Etnyre will also deliver responsive customer support, including assistance with equipment selection, parts availability, and ongoing service to ensure maximum uptime and long-term value.	*
13	Provide non-confidential indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as: • Annual revenue range (select a range—do not provide confidential statements) • Years in business • Publicly available SEC filings (if applicable) • Third party credit scores or ratings (e.g., D&B, bond ratings) • Letters of credit or financial backing from a banking institution Upload supporting documents (as applicable in the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY	Company Stability For more than 125 years, E.D. Etnyre & Company has remained a family-owned and managed business, demonstrating consistent performance through changing economic conditions, industry shifts, and generational leadership. This longevity reflects disciplined financial management, a conservative growth strategy, and a commitment to long-term sustainability. Financial Strength As a privately held organization, Etnyre emphasizes strong fiscal oversight, low-risk financial practices, and reinvestment to support continued growth and stability. The company operates within an annual revenue range of approximately $165 million to $175 million for the core E.D. Etnyre division, demonstrating sustained market performance and the financial capacity to meet long-term contractual obligations. Ownership & Governance Family ownership reinforces accountability and long-term decision-making, with leadership focused on customer relationships, operational integrity, and sustained success. This approach has resulted in over a century of reliable performance and financial stability. Supporting Documentation While detailed financial statements are not publicly disclosed, Etnyre has included a letter from its banking institution confirming a long-standing and established relationship. This letter is available in the Financial Strength & Stability upload section and serves as an independent reference reflecting the company's consistent financial	*

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	IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.	history and stability. Etnyre's 128-year history reflects not only endurance, but also adaptability and strength as a trusted partner. We bring this same financial discipline and commitment to Sourcewell participants, ensuring confidence in our ability to perform, deliver, and support long-term contractual relationships.	
14	Describe your US market share for your proposed Solutions. OR Provide the number of US Education and Government entities you have served over the past three (3) years, along with the total number of states where you have made sales.	Etnyre participates in the U.S. lowboy trailer market with a focus on custom and application-specific equipment. Based on internal market analysis, total annual U.S. lowboy trailer production is estimated at approximately 6,300 units. Etnyre's market share varies by segment, with an estimated 13% in custom trailers, approximately 4% in heavy haul, 2% in standard, and 1% in budget segments. Etnyre's approach has been to concentrate on engineered-to-order trailers and niche applications, particularly in roadbuilding and construction markets, rather than high-volume production across all segments.	*
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	Etnyre's participation in the Canadian lowboy trailer market is currently selective; however, the company maintains the capability, dealer support network, and manufacturing capacity to fully support Sourcewell participating entities across Canada. While the Canadian market—estimated at approximately 555 units annually—is primarily served by domestic manufacturers, Etnyre has successfully delivered projects within Canada when application requirements and market conditions align. Etnyre is well positioned to expand its presence through the Sourcewell contract, supported by authorized dealers, direct manufacturer involvement, and experience managing cross-border logistics and compliance requirements. Summary: Although current market share is limited, Etnyre has the infrastructure and readiness to grow within the Canadian market and deliver consistent, high-quality support to participating entities.	*
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	No. Etnyre has not been involved in any ongoing or completed bankruptcy proceedings, nor has it been identified as a possible Responsible Party within the past seven (7) years. We acknowledge and will comply with the requirement to notify Sourcewell in writing should our status change at any time during the pendency of this RFP.	*

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	enters bankruptcy proceedings at any time during the pendency of this RFP.		
17	Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	No. Etnyre has not had any debarments or suspensions, nor has it been identified as a possible Responsible Party in any debarment or suspension actions within the past seven (7) years. We acknowledge and will comply with the requirement to notify Sourcewell in writing should our status change at any time during the pendency of this RFP.	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	Etnyre International has received multiple recognitions reflecting strong performance in management, operations, and long-term business execution: 2026 – U.S. Best Managed Company (Deloitte Private program, in collaboration with The Wall Street Journal) 2025 – U.S. Best Managed Company (Deloitte Private program, in collaboration with The Wall Street Journal) 2024 – U.S. Best Managed Company (Deloitte Private program, in collaboration with The Wall Street Journal) 2023 – Private Company Board of the Year Award (Family Business Category) Presented by Private Company Director / Directors & Boards About the Recognition The U.S. Best Managed Company designation is awarded to private companies that demonstrate excellence across key business performance areas, including: Strategic planning and execution Operational performance and efficiency Organizational culture and leadership Governance and financial management Companies must meet rigorous qualification criteria, including significant annual revenue thresholds and a comprehensive evaluation of business practices. Relevance to Sourcewell Receiving this recognition over multiple consecutive years demonstrates: Consistent operational excellence Strong financial discipline and governance	*

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		Effective long-term strategic execution Organizational stability and leadership continuity These attributes directly support Etnyre's ability to: Perform reliably under long-term contracts Deliver consistent value and service to participating entities Maintain sustainable pricing and operational performance Summary Etnyre's recent awards reflect sustained, measurable performance across management, operations, and financial stewardship, reinforcing our position as a stable, disciplined, and dependable partner for Sourcewell participating entities.	
19	What percentage of your sales were to the government sector in the past three (3) years? This and the following line should not exceed 100%.	Over the past three (3) years, our sales have been primarily concentrated in the non-government sector, with a growing and important presence in governmental markets. Based on unit sales, approximately 10% of our total volume (43 units) was sold to government entities, while the remaining 90% (384 units) was sold to commercial and private sector customers. This distribution reflects our strong, established position in the broader marketplace, while also demonstrating our experience serving public sector clients. We continue to expand our engagement with government agencies and are well-positioned to support cooperative purchasing programs such as Sourcewell.	*
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%.	Over the past three (3) years, less than 1% of our total sales volume has been attributed directly to the education sector. This is consistent with common procurement and operational models within school systems, where paving and infrastructure-related work is typically outsourced to qualified contractors or supported through municipal resources such as city or county public works departments. Despite this, Etnyre has extensive experience supporting the broader public sector, including agencies and contractors who routinely perform work on behalf of educational institutions. Our equipment is widely used in these applications, contributing indirectly to school infrastructure projects across multiple regions. Etnyre is fully prepared to support educational entities directly through the Sourcewell contract when needed. When a school district elects to perform work using in-house resources, our established dealer network and dedicated support teams provide complete assistance—from equipment selection and configuration to training, parts, and service—ensuring a seamless and successful implementation.	*
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.	State and Cooperative Purchasing Agreements Etnyre International maintains active participation in key cooperative purchasing programs, supporting public agencies with compliant, efficient procurement solutions and a demonstrated track record of strong contract utilization and growth. 1. Texas Association of School Boards (TASB) Cooperative Purchasing Program • Total Sales (Past 3 Years): $651,000	*

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		• Units Delivered: 6 trailers This activity reflects consistent utilization of cooperative purchasing channels and successful execution through our authorized dealer network in support of public agency needs. 2. Sourcewell Contract #092922-ETN (Trailer Products) • 2023: $345,482 • 2024: $970,277 • 2025: $485,381 • 2026 Year-to-Date: $478,589 • Total Sales: $2,279,729 This contract demonstrates sustained adoption across participating entities, including strong year-over-year growth from 2023 to 2024 and continued repeat purchasing activity through 2026. Performance reflects consistent market demand and effective alignment with public-sector requirements. 3. Sourcewell Contract #050625-ETN • 2025: $3,244,921 • 2026 Year-to-Date: $3,550,371 • Total Sales: $6,795,292 This recently awarded contract has achieved exceptional early success, with year-to-date performance exceeding the initial year. This sustained growth highlights strong demand, effective go-to-market execution, and rapid adoption across participating agencies. Overall Performance Summary • Total Cooperative Purchasing Sales (Past 3+ Years): $9,726,021+ • Demonstrated consistent growth, repeat utilization, and expanding market adoption • Proven ability to effectively deploy and support cooperative contracts at scale This level of sustained contract utilization and measurable growth reflects not only strong market acceptance, but also Etnyre's proven ability to drive immediate value and long-term participation for Sourcewell members. Strategic Approach Etnyre's approach is to focus on a targeted number of cooperative purchasing programs to ensure strong execution, consistent customer support, and a streamlined purchasing experience for participating agencies. This disciplined strategy enables us to: • Maintain highly competitive and consistent pricing • Deliver reliable fulfillment and responsive service • Drive meaningful contract utilization and long-term value	
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)	Etnyre does not currently hold any active U.S. General Services Administration (GSA) contracts or Canadian Standing Offers and Supply Arrangements (SOSA). Etnyre is a recognized industry leader with a long-standing, proven record of supplying specialized equipment to the public sector across North America. We have successfully partnered with state, provincial,	*

	years.	municipal, and local agencies through competitively awarded contracts, as well as through cooperative purchasing programs. Our equipment is widely utilized in critical infrastructure and road maintenance operations, demonstrating our capability to consistently meet the rigorous demands of government customers. While Etnyre maintains significant and ongoing public sector engagement, detailed sales volume data by contract vehicle is considered proprietary and confidential business information. Therefore, we do not publicly disclose specific sales figures. However, our sustained market presence, repeat customer base, and continued growth across public agencies are strong indicators of the trust placed in Etnyre and the value we deliver. Etnyre is fully committed to supporting cooperative procurement through Sourcewell and is well positioned to provide participating agencies with competitively priced, high-quality solutions backed by decades of manufacturing expertise, service support, and industry knowledge. Should additional high-level information be required, we are open to discussing appropriate disclosures under mutually acceptable confidentiality terms.	

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 *	
Ogle County Hwy Dept, IL - Testimonial uploaded in Additional Documents.	David Boehle	815-732-2851	*
Licking County, OH - Testimonial uploaded in Additional Documents.	Jordan Susil	740-670-5350	*
Clark County Public Works, WA - Testimonial uploaded in Additional Documents.	Nick Eiesland	360-606-6084	*
City of North Las Vegas, NV - Testimonial uploaded in Additional Documents.	Kenneth Malley	702-467-1503	

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

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

#	Question	Response *	
24	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or	b) Manufacturer Etnyre is a U.S.-based manufacturer responsible for the design, engineering, production, and lifecycle support of the products proposed in this RFP. Relationship with Sales and Service Force: Etnyre operates through a coordinated network of company-employed	

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	b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	personnel, including its internal sales team, alongside independent authorized dealers: Company Employees: This group includes the internal sales team, Regional Sales Managers (RSMs), Customer Experience Managers (CEMs), and internal technical, parts, and service personnel. Together, they support application development, quoting, customer engagement, technical assistance, and post-sale coordination, ensuring a consistent and knowledgeable sales experience from initial inquiry through project completion. Authorized Dealers (Third-Party): Independently owned and operated dealers provide localized sales representation, delivery coordination, training, and ongoing service support. Delivery Model: Etnyre maintains direct responsibility for manufacturing, pricing, contract compliance, and overall performance. The internal sales team and broader company personnel provide centralized oversight, strategic direction, and supplemental support, while authorized dealers act as localized extensions of the organization to ensure responsive, on-the-ground service. Geographic coverage is demonstrated through multiple maps included in the “Additional Documents” section, representing: (2) Authorized dealer network coverage maps (1) Regional Sales Manager (RSM) territory map (1) Customer Experience Manager (CEM) territory map These maps collectively illustrate nationwide coverage and reinforce Etnyre’s ability to support all territories without service gaps. Summary: This structure ensures consistent execution, clear accountability, and reliable delivery of products and services to Sourcewell participating entities, supported by a fully integrated internal sales team and nationwide service network.	
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.	Etnyre maintains a hybrid sales organization combining direct company personnel and an independent authorized dealer network to support Sourcewell participating entities. Sales Force Structure & Locations: Direct Employees (U.S. and Canada): Regional Sales Managers (RSMs) assigned by territory Customer Experience Managers (CEMs) Inside Sales and Product Specialists 20+ full-time equivalents (FTEs) dedicated to GOV/EDU support Authorized Dealers (Third-Party): ~57 dealers across 220+ locations in the U.S. and Canada	*

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		300+ dealer personnel supporting sales and customer engagement Provide primary local coverage in assigned regions Geographic Coverage: All 50 U.S. states covered through assigned territories Canadian coverage through dealers and direct personnel Structured territory assignments ensure consistent regional support GOV / EDU Sector Involvement: Direct sales team (20+ FTEs) actively supports government and education-related sales Dealers routinely serve municipal, county, state, and contractor customers performing public-sector work Overlap Between Sales and Service: Dealers provide both sales and service, ensuring local continuity Etnyre personnel support both pre-sale (application, quoting) and post-sale (technical support, escalation) Coordinated responsibilities improve response time, accuracy, and customer support Summary: This structure delivers national coverage, local representation, and integrated sales and service support, ensuring consistent execution for Sourcewell participating entities.	
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.	Etnyre delivers solutions through an established network of authorized dealers supported by direct manufacturer involvement. Network Size & Locations: ~57 authorized dealers 220+ sales and service locations across the U.S. and Canada Independent, third-party organizations with defined territories Dealer Responsibilities: Local sales representation and customer support Equipment specification and application guidance Delivery coordination and logistics Pre-delivery inspection (PDI), start-up, and operator training Ongoing service, maintenance, and parts support Manufacturer Role (Etnyre): Contract administration and pricing compliance Equipment design, engineering, and manufacturing Quoting support and configuration review Technical, parts, and service support Summary: This model combines local service delivery with centralized manufacturer oversight, ensuring consistent execution, responsive support, and full accountability across all regions.	*

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27	Describe your service force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested solutions.	Etnyre provides lifecycle service support through a combination of dealer-based service teams and direct manufacturer resources. Service Structure: Authorized Dealers (Primary Service Providers): ~57 dealer organizations with 220+ locations 300+ technicians and service personnel Provide on-site diagnostics, repair, maintenance, and start-up support Etnyre Personnel (Direct Support): 20+ employees supporting service, parts, and technical functions Provide troubleshooting, engineering support, and escalation management Geographic Coverage: Nationwide U.S. coverage and Canadian support through coordinated teams Direct Etnyre support supplements dealer network where needed Integration with Sales: Dealers provide both sales and service, ensuring continuity Etnyre supports both pre-sale and post-sale technical activities Coordinated structure improves response time and issue resolution Summary: Etnyre's integrated service model ensures consistent coverage, rapid response, and reliable lifecycle support for all participating entities.	*
28	Describe the ordering process from sales/consultation, how the order is placed, through project/order fulfillment. If orders are handled by distributors, dealers, or others, explain their roles and responsibilities in the ordering process.	Etnyre follows a structured and compliant ordering process that supports both direct and dealer-assisted transactions. Process Overview: Consultation: Customer works with Etnyre or an authorized dealer to define application requirements and equipment configuration Quote Development: Etnyre provides a formal quote including specifications, pricing, and delivery timeline Pricing aligned with Sourcewell contract requirements Order Placement: Customer submits a Purchase Order (directly or through a dealer) including: Sourcewell contract number Sourcewell member identification Approved equipment configuration Order Review: Etnyre verifies pricing accuracy, configuration, and contract compliance	*

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		Fulfillment & Delivery: Equipment is manufactured by Etnyre Dealers may support logistics, PDI, delivery, and training Roles: Etnyre: Quoting, compliance, manufacturing, reporting Dealers: Sales support, logistics, local delivery, service Customer: Specification approval and order placement Summary: This process ensures accurate specifications, compliant pricing, and efficient fulfillment with clear accountability at each stage.	
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.	Etnyre delivers a structured and responsive customer service program designed to ensure timely issue resolution, clear communication, and full accountability throughout the equipment lifecycle. Support is provided through a coordinated approach between authorized dealers and Etnyre personnel. Support Access & Response Times • 24/7 access to support through Etnyre personnel and authorized dealers • Standard response time: within 2–4 hours during business hours • Critical issues are prioritized for immediate engagement Issue Resolution Timeframes • Minor issues: resolved same day to 1 business day • Parts-related repairs: typically resolved within 1–3 business days • Complex issues: managed with defined timelines and ongoing communication Escalation Protocol Etnyre follows a structured escalation process to ensure efficient resolution: • Level 1: Authorized Dealer + Etnyre Technical Support • Level 2: Factory Specialists / Engineering Team • Level 3: Senior Management Escalation is triggered by extended downtime, safety concerns, or unresolved issues. Parts & Service Support • Parts distribution centers located in Oregon, IL and Wickenburg, AZ • Dedicated service inventory with expedited shipping options available • Authorized dealers may maintain local parts inventory for faster response	*

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		Performance & Accountability • Dealer training and certification requirements support consistent service quality • Performance is monitored against response time and resolution expectations • Coordinated dealer and manufacturer roles improve responsiveness and accuracy Summary Etnyre's customer service program provides defined response times, structured escalation procedures, and integrated dealer and manufacturer support. This approach ensures fast issue resolution, minimized downtime, and a reliable service experience for Sourcewell participating entities.	
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Etnyre provides full-service capability across the United States through a combined model of direct personnel and authorized dealers. Coverage: • Representation in all 50 states • Supported by ~57 dealers and direct Etnyre personnel assigned by territory Capabilities: • Nationwide access to equipment, parts, and service • Local delivery and support through dealers • Direct manufacturer support for quoting, technical assistance, and escalation Freight & Delivery: • Freight is quoted separately based on current market conditions and carrier rates • All freight costs are clearly itemized at the time of quotation Summary: Etnyre ensures consistent access, support, and transparent delivery coordination for all U.S. participating entities.	*
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Etnyre does not impose restrictions on Sourcewell participating entities in Alaska, Hawaii, or U.S. territories. Access & Compliance: • Full access to equipment, pricing, and contract terms • Orders processed using standard Sourcewell procedures Freight & Logistics: • Freight is quoted separately based on current market conditions and carrier rates • Costs vary by location and shipping method and are clearly identified at the time of quotation • Delivery is coordinated to meet regional logistics requirements	

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		Support: • Dealer and/or direct Etnyre support provided as needed • Includes delivery coordination, start-up, and service Summary: All regions receive equal access to products and support, with transparent, market-based freight pricing.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	Etnyre supports Sourcewell participating entities across Canada through a coordinated model of authorized dealers and direct manufacturer involvement. Coverage: • Regional authorized dealers providing local sales, service, and parts support • Direct Etnyre personnel supporting quoting, application assistance, and project coordination Capabilities: • Access to equipment, parts, and service across supported provinces • Consistent ordering, pricing, and fulfillment processes aligned with U.S. operations Freight & Logistics: • Freight is quoted separately based on current market conditions and carrier rates • Cross-border logistics, shipping methods, and associated costs are clearly identified at the time of quotation • Delivery is coordinated to ensure compliance with import requirements and efficient transport Summary: Etnyre provides consistent access to equipment and support throughout Canada, with clear, market-based freight pricing and coordinated delivery.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Etnyre does not identify any geographic areas within the United States or Canada that will not be fully served under this agreement. Coverage Summary • Authorized dealer network and direct Etnyre personnel provide comprehensive coverage across all regions • Equipment, parts, and service support are available nationwide and across served Canadian provinces • Integrated sales and service structure ensures consistent availability and responsive support This combined model provides full coverage with no gaps in access to equipment, service, or support. Regional Considerations • Remote or non-contiguous locations may require additional coordination for freight and logistics • These considerations are logistical only and do not impact product availability, service support, or contract participation • Etnyre coordinates closely with customers and dealers to ensure efficient delivery and service continuity	*

		Conclusion Etnyre's coordinated dealer network and direct support resources ensure complete geographic coverage across the United States and Canada, delivering a consistent, reliable, and fully compliant Sourcewell solution regardless of location.	
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.	Etnyre does not identify any account type or Participating Entity within the RFP that would be restricted from full access to the requested solutions. Access Overview: • All eligible Sourcewell participating entities have full access to equipment, parts, and services • Consistent contract terms, pricing, and support apply across all entity types Operational Considerations: • Variations in delivery timelines, logistics, or local support may occur based on geographic location • These factors do not restrict access to any products or services under the agreement This approach ensures equitable access and consistent procurement experience for all Sourcewell participating entities.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. Etnyre will extend the terms and conditions of any awarded Sourcewell master agreement to eligible nonprofit entities in accordance with Sourcewell participation guidelines. Nonprofit Participation • Eligible nonprofit entities receive the same pricing, discounts, and contract terms • Full access to equipment, parts, and service support equivalent to all participating entities • Procurement processes remain consistent with Sourcewell requirements and procedures Etnyre is committed to providing equitable access, consistent service, and full compliance with Sourcewell requirements, ensuring nonprofit organizations can efficiently procure the same high-quality equipment and services offered under the agreement.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload	Etnyre's marketing strategy is designed to drive awareness, adoption, and sustained utilization of the Sourcewell contract through a combination of direct sales engagement, dealer activation, digital outreach, and in-person customer interaction. Primary Channels 1. Dealer Network Activation (Primary Channel) Etnyre's authorized dealer network (57 dealers across 220+ locations) serves as the primary channel for local engagement.	*

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	optional samples of your marketing materials.	• Dealer training within 30 days of contract award • Deployment of Sourcewell-specific sales tools and materials • Integration of contract awareness into active sales efforts and proposals 2. Direct Sales Integration Regional Sales Managers (RSMs) and Customer Experience Managers (CEMs) incorporate Sourcewell into: • Customer consultations • Equipment specification discussions • Budget planning and procurement conversations This ensures the contract is positioned as a preferred, compliant purchasing solution. 3. Digital Presence A dedicated Sourcewell webpage provides: • Contract details and eligible solutions • Step-by-step purchasing guidance • Product and application information 4. Trade Shows and Industry Events Etnyre actively promotes Sourcewell at major industry events, including CONEXPO, PWX, World of Asphalt, and regional conferences. • Sourcewell branding is integrated into booth displays, equipment, and customer interaction areas • Contract messaging is incorporated into product demonstrations and discussions • Engagement is focused on public works professionals, fleet managers, and procurement officials 5. Targeted Outreach • Email campaigns launched within 60 days of award • Target audiences include Public Works Directors, Fleet Managers, and Procurement Officials • Messaging emphasizes contract benefits, compliance, and ease of purchasing 6. Marketing Materials and Sales Tools Etnyre develops and distributes: • Product flyers • Contract-specific “How to Buy” guides • Digital content aligned with Sourcewell messaging These materials are designed to simplify procurement, reinforce contract awareness, and support informed purchasing decisions. Demonstrated Execution (Supporting Materials) Representative marketing materials have been uploaded in the “Marketing	

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		Plan/Samples" section, including product flyers and trade show exhibits. These materials demonstrate: • Consistent co-branding of Etnyre and Sourcewell across all customer-facing assets • Integration of contract messaging directly into product literature and sales tools • Active promotion of cooperative purchasing during real-world customer engagement activities, including industry events, equipment displays, and in-person sales interactions Trade show examples illustrate how Sourcewell branding is prominently incorporated into booth layouts and equipment displays, ensuring visibility at key customer touchpoints and reinforcing the availability of the Sourcewell contract during live engagement with public-sector buyers. Marketing samples further demonstrate the use of procurement-focused messaging, including contract identification, purchasing guidance, and communication of cooperative purchasing benefits. Implementation Timeline • 0–30 Days: Dealer activation, sales team alignment, and initial materials deployment • 30–60 Days: Launch of targeted outreach and digital promotion • Ongoing: Trade shows, customer engagement, and continuous marketing support Result This structured, multi-channel approach ensures: • Strong initial contract awareness • Consistent visibility across sales channels • Clear communication of procurement benefits • Increased adoption and long-term utilization by Sourcewell participating entities	
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.	Etnyre leverages a data-driven digital ecosystem to enhance marketing effectiveness, improve engagement, and maximize Sourcewell contract utilization. Our approach integrates search optimization, targeted digital outreach, CRM insights, and performance analytics to align with how public-sector entities research, evaluate, and procure equipment. 1. Website Optimization & Search Visibility (SEO) • Etnyre's website serves as the central hub for product, specification, and contract information • Keyword and metadata optimization aligned with public-sector search behavior (e.g., equipment type, application, and use case) • Use of structured page titles, metadata tags, and organized site architecture to improve search rankings and discoverability • Ongoing content updates to reflect current offerings and Sourcewell contract availability	*

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		This ensures agencies can quickly locate relevant information, improving accessibility and reducing friction in the procurement process. 2. Digital Content & Video (YouTube) • Product demonstrations, application use cases, and operational tutorials • Equipment walkarounds to support evaluation and decision-making • Over 60 videos added in the past six months, reinforcing active content development • Contract-referenced content with clear calls to action Video content enhances buyer understanding and confidence prior to purchase. 3. Social Media & Targeted Digital Campaigns • Platforms such as Facebook used for targeted outreach and promotion • Campaigns leverage geographic, demographic, and industry-based targeting • Retargeting strategies to re-engage users who have previously interacted with Etnyre content • Promotion of products, applications, and Sourcewell contract availability This approach ensures marketing efforts are focused on relevant decision-makers and maximize engagement efficiency. 4. Data-Driven Email Marketing • Segmented campaigns targeting Public Works Directors, Fleet Managers, and Procurement Officials • Performance tracking including open rates, click-through rates, and engagement metrics • Continuous optimization of messaging, timing, and audience targeting based on data insights These analytics enable ongoing refinement and improved campaign effectiveness. 5. CRM Integration & Sales Intelligence • Centralized CRM system tracks customer activity and engagement across the sales lifecycle • Identifies opportunities tied to Sourcewell contract utilization • Aligns marketing and sales teams to ensure consistent messaging and coordinated follow-up This integration provides actionable insights into customer behavior and supports more effective outreach. 6. Dealer Digital Asset Management • Centralized library of approved digital assets, including product literature and contract materials • Ensures consistent branding and messaging across all dealer partners • Enables localized execution while maintaining national alignment 7. Continuous Performance Monitoring & Optimization	

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		• Ongoing analysis of website traffic, campaign performance, and engagement metrics • Monitoring of lead generation, conversion rates, and sales pipeline activity • Continuous refinement of marketing strategies based on measurable outcomes This data-driven approach allows Etnyre to prioritize high-performing channels and continuously improve results. Conclusion Etnyre's use of technology and digital data delivers a targeted, measurable, and continuously improving marketing approach. By combining SEO, digital content, targeted outreach, CRM insights, and performance analytics, Etnyre ensures effective engagement with public-sector buyers and maximizes awareness and utilization of the Sourcewell contract.	
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	Etnyre views Sourcewell as a critical partner in driving awareness, credibility, and utilization of awarded contracts among participating entities. Many public agencies—particularly municipalities and local public works organizations—have limited procurement resources, making Sourcewell's competitively awarded cooperative contracts especially valuable. 1. Member Awareness & Communication • Sourcewell's communication channels (e.g., newsletters, e-blasts, and member updates) are essential for promoting newly awarded contracts • Early outreach supports rapid adoption, while ongoing communication reinforces long-term utilization • Provides direct access to procurement decision-makers across member agencies 2. Vendor Directory & Digital Accessibility • Clear and accurate contract listings on the Sourcewell website enable agencies to quickly identify available solutions • Accessible contract details and purchasing guidance simplify the procurement process • Strong search visibility ensures agencies researching equipment can easily find compliant purchasing options 3. Industry Events & Member Engagement • Participation in trade shows, conferences, and regional events allows Sourcewell to directly engage with member agencies • Educates agencies on the benefits of cooperative purchasing and how to utilize awarded contracts • Reinforces alignment between Sourcewell messaging and vendor-led promotion 4. Contract Credibility & Procurement Confidence • Sourcewell's competitive solicitation process provides assurance of compliance, fairness, and pricing integrity • Reduces administrative burden for participating entities • Accelerates procurement timelines by offering a pre-approved purchasing vehicle This credibility significantly strengthens vendor discussions by providing agencies with confidence in the purchasing process.	*

		5. Collaborative Marketing Approach • Sourcewell amplifies vendor-led marketing efforts through its communication platforms and member network • Alignment between Sourcewell and vendor messaging ensures clarity, consistency, and increased contract visibility • Supports a coordinated approach that maximizes awareness and utilization Conclusion Sourcewell serves as both an enabler and amplifier, providing a compliant contract vehicle, trusted credibility, and broad member access. When combined with Etnyre's active sales and marketing efforts, this partnership drives strong awareness, simplified procurement, and high contract utilization across participating entities.	
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	Etnyre fully integrates Sourcewell agreements into its sales process through structured training, consistent messaging, and alignment across its sales team and dealer network. Etnyre has demonstrated success with its current Sourcewell contracts by actively promoting cooperative purchasing and driving strong member engagement and utilization. 1. Sales Team & Dealer Training • All Regional Sales Managers (RSMs), Customer Experience Managers (CEMs), and authorized dealers are trained on: o Sourcewell contract terms, pricing structure, and compliance requirements o Ordering procedures and required documentation o Key benefits of cooperative purchasing for public-sector customers • Training is delivered at contract award and reinforced through ongoing updates, meetings, and performance reviews 2. Integration into Sales Process • The Sourcewell contract is embedded into all: o Customer consultations and equipment specification discussions o Quotations and proposals o Budget planning and fleet replacement conversations • Sales teams consistently position Sourcewell as a preferred, compliant purchasing option to streamline procurement and reduce administrative burden 3. Dealer Network Alignment • Approximately 57 authorized dealers across 220+ locations are aligned to promote and support the contract • Dealers are trained to ensure: o Accurate application of contract pricing o Proper communication of purchasing procedures o Consistent customer experience across all regions 4. Marketing & Customer Education • Sourcewell messaging is integrated into: o Product literature and sales materials o Trade shows, demonstrations, and customer events o Digital marketing and targeted outreach • Ongoing education ensures customers understand contract benefits, compliance, and ease of use	

		5. Incentives & Performance Alignment • Contract utilization is reinforced through: o Sales team expectations tied to consistent promotion of Sourcewell o Dealer performance monitoring, including participation and adherence to contract requirements o Emphasis on contract usage, streamlined procurement, and customer adoption as key performance indicators Conclusion Etnyre integrates the Sourcewell agreement into all aspects of its sales process through structured training, aligned dealer participation, consistent messaging, and performance accountability. This approach ensures strong visibility, proper contract execution, and sustained utilization across public-sector customers.	
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.	Yes, Etnyre provides e-procurement capabilities for aftermarket parts through an online ordering system. This platform enables customers to efficiently search, identify, and purchase replacement components, improving order accuracy, increasing visibility into parts availability, and supporting faster fulfillment to minimize equipment downtime. Current Capabilities • Online parts ordering system with product search and identification tools • Real-time visibility into parts availability • Streamlined ordering process for maintenance and repair needs Equipment Ordering Approach Fully configured equipment purchases (including trailer products) are not currently supported through a standard e-commerce or punch-out catalog system. Due to the engineered-to-order and highly configurable nature of Etnyre equipment, a consultative approach is required to ensure accurate specifications, pricing, and compliance with customer requirements. • Consultative sales process supported by authorized dealers and Etnyre personnel • Equipment configurations tailored to specific applications and operational needs • Alignment with Sourcewell contract requirements to ensure compliant procurement This approach ensures customers receive properly specified equipment while maintaining accuracy and reliability throughout the purchasing process. Example of Successful Use Government and public works agencies routinely utilize Etnyre’s online parts ordering system to support fleet maintenance. For example, a county highway department can procure replacement trailer components through the platform, improving ordering efficiency and reducing equipment downtime. For new equipment purchases, the same agency works with an authorized Etnyre dealer to configure equipment to its specifications while utilizing the Sourcewell contract for a compliant and streamlined procurement process. Continuous Improvement Etnyre continues to evaluate opportunities to expand digital procurement capabilities, including potential future enhancements to configurable equipment	*

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		ordering platforms where practical. These efforts are focused on improving accessibility while maintaining accuracy, customization, and service quality. Summary Etnyre provides a hybrid procurement model that combines efficient e procurement for parts with a structured, consultative process for equipment purchases. This approach ensures accuracy, flexibility, and a reliable customer experience while meeting the procurement and operational needs of Sourcewell participating entities.	

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

#	Question	Response *	
41	Describe any training programs related to your proposed Solution(s) available to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, delivery methods, and any costs that apply.	Etnyre offers both standard (no-cost) and optional training programs delivered by authorized dealers and company representatives through on-site, regional, and digital formats. Training is structured to support safe operation, maintenance, and performance, with delivery methods and any applicable costs clearly defined based on the level and scope of service. Etnyre provides a flexible, multi-level training program to support safe operation, maintenance, and performance of trailer equipment for Sourcewell participating entities. 1. Standard Training (Included at No Cost) • On-site start-up training provided at time of delivery • Delivered by authorized dealers and/or Etnyre representatives • Covers equipment operation, safety procedures, preventive maintenance, and basic troubleshooting • Ensures proper commissioning and operator readiness 2. Optional & Advanced Training • Regional, hands-on training sessions hosted at dealer locations (low or no cost) • Industry-focused training in partnership with organizations such as ISSA, MAPA, LTAP, NACE, and DOT agencies • Focus on application techniques, operational efficiency, and best practices 3. Custom Training (Available Upon Request) • Tailored to specific equipment, applications, and operator experience levels • Delivered on-site or regionally • Includes advanced troubleshooting, diagnostics, and application optimization • Pricing varies based on scope, duration, and location 4. Digital Training & Continuous Learning • On-demand training content available through Etnyre's YouTube-based platform • Includes operational guidance, maintenance procedures, troubleshooting, and best practices • Supports onboarding and continuous skill development • Content is regularly updated to reflect product changes and industry standards 5. Delivery Methods • On-site, instructor-led training • Regional, hands-on training sessions • Industry workshops and collaborative events • On-demand digital training resources	*

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		Value to Sourcewell Members: • Improves operator safety and equipment utilization • Reduces downtime and maintenance costs • Extends equipment life and performance • Provides flexible training access, including 24/7 digital resources • Ensures ongoing access to knowledgeable support and updated training materials	
42	Describe any technological advances that your proposed Solutions offer.	Etnyre incorporates practical, field-proven technological advancements into its trailer product line to improve safety, operational efficiency, and lifecycle performance. These advancements focus on enhancing operator control, reducing risk, improving serviceability, and maximizing long-term value for public-sector fleets. Key Technological Advancements: • Live Bottom Discharge Systems: o Eliminates the need for trailer tipping, significantly reducing rollover risk o Enhances jobsite safety in uneven, confined, or overhead-restricted environments o Provides controlled, consistent material discharge for improved application accuracy o Represents a safer and more efficient alternative to traditional dump trailers • Integrated Hydraulic System Design: o Engineered for consistent performance across varying load and environmental conditions o Simplified system architecture improves reliability and reduces failure points o Enhances efficiency while minimizing component wear and maintenance requirements • Engineered-to-Order Configuration: o Application-specific trailer designs tailored to material types, job requirements, and operating conditions o Optimizes load distribution, payload efficiency, and regulatory compliance o Enables agencies to deploy equipment precisely aligned with operational needs • Advanced Structural Design & Materials: o Heavy-duty frame construction designed for high-cycle, demanding applications o Use of corrosion-resistant coatings and materials extends equipment life o Structural optimization improves durability while maintaining payload efficiency • Serviceability & Maintenance Optimization: o Design features prioritize accessibility to key components for inspection and service o Reduces diagnostic time and accelerates repair processes o Improves uptime and lowers total cost of ownership over the equipment lifecycle • Digital Support & Technology-Enabled Training: o On-demand, video-based training resources support consistent operator education o Enhances knowledge retention and standardizes operating procedures o Supports safer operation, proper maintenance, and reduced operator error Summary: Etnyre’s technological approach emphasizes practical	*

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		innovation—advancements that deliver measurable improvements in safety, reliability, and operational efficiency. By combining application-specific engineering with durable design and service-focused features, Etnyre provides trailer solutions that meet the evolving performance and lifecycle expectations of Sourcewell participating entities.	
43	Describe any sustainability initiatives or certifications that relate to your organization and/or proposed Solutions. If applicable, describe the certification(s) for each initiative.	Etnyre is committed to responsible resource management and sustainable manufacturing practices across its organization and in support of its proposed solutions. Our approach emphasizes waste reduction, energy efficiency, and long-term equipment durability. While our current initiatives are internally managed and not formally certified, they are structured to align with industry best practices and support continuous environmental improvement. Current Sustainability Initiatives 1. Internal Recycling and Waste Reduction • Comprehensive recycling program covering paper, plastics, metals, cardboard, and wood pallets • Use of established recycling channels to maximize material recovery and reuse • Reduces landfill waste and supports responsible, circular material practices • Ongoing evaluation of waste streams to identify additional reduction opportunities 2. Energy Efficiency Improvements • Facility-wide transition to energy-efficient LED lighting systems • Reduction in overall energy consumption and associated emissions • Lower operating costs while improving environmental performance • Continued evaluation of additional energy-saving technologies and practices 3. Sustainable Manufacturing and Operational Efficiency • Focus on efficient use of raw materials to minimize scrap and production waste • Continuous improvement initiatives to enhance process efficiency and reduce resource consumption • Lean manufacturing principles applied to optimize material usage and reduce environmental impact 4. Product Durability and Lifecycle Sustainability • Design and manufacture of heavy-duty, long-life equipment intended for extended service cycles • Durable construction reduces frequency of replacement and associated resource consumption • Supports lower lifecycle environmental impact and total cost of ownership for public agencies • Serviceable designs enable repair, refurbishment, and extended equipment usability Certifications • Etnyre’s sustainability initiatives are currently internally developed and managed • At this time, Etnyre does not maintain formal third-party environmental certifications (e.g., ISO 14001) • The company actively monitors industry standards and evaluates certification opportunities that provide meaningful value to customers and stakeholders Continuous Improvement and Future Focus	*

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		• Ongoing assessment of sustainability practices against industry benchmarks and customer expectations • Identification of opportunities to enhance waste reduction, energy efficiency, and resource utilization • Consideration of future alignment with recognized environmental frameworks where practical and beneficial • Commitment to evolving sustainability efforts in support of customer and regulatory expectations Summary Etnyre's sustainability approach focuses on practical, measurable actions that reduce waste, conserve energy, and extend product lifecycle performance. By integrating responsible manufacturing practices with durable equipment design, Etnyre supports environmentally conscious operations while delivering reliable, cost-effective solutions for Sourcewell participating entities.	
44	Describe any third-party issued, eco-labels, ratings, or certifications that your proposed solutions hold.	Third-Party Environmental Certifications and Eco-Labels Etnyre International does not currently maintain third-party issued eco-labels, environmental ratings, or formal sustainability certifications specific to the proposed trailer solutions. This includes certifications such as ISO environmental standards, third-party emissions ratings, or product-level eco-labeling programs. Approach to Environmental Responsibility: • Focus on practical, operational sustainability practices rather than external certifications • Emphasis on durable equipment design, supporting extended service life and reduced replacement frequency • Manufacturing processes designed to promote efficient use of materials and minimize waste Product-Level Considerations: • Equipment engineered for long-term lifecycle performance, reducing total resource consumption • Designs that support efficient material handling and operational reliability in demanding environments Future Considerations: • Etnyre continues to evaluate industry standards and certification programs • Will pursue third-party certifications where they provide measurable value to customers and procurement stakeholders Summary: While Etnyre does not currently hold third-party environmental certifications for its trailer products, its focus remains on durable design, efficient operations, and continuous improvement, providing practical environmental benefits aligned with customer needs.	*
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique advantages meaningful for Sourcewell	Etnyre differentiates itself through a combination of specialized product expertise, engineered-to-order flexibility, proven safety advantages, and comprehensive lifecycle support. Operating within niche segments—such as live bottom trailers and asphalt transport systems—where relatively few manufacturers offer deep experience, Etnyre delivers purpose-built solutions designed specifically for public works and infrastructure applications. 1. Specialized Application Expertise • Focus on live bottom trailers, lowboy hauling equipment, and asphalt transport systems	*

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	participating entities?	• Deep experience in roadbuilding, paving, and pavement preservation applications • Operates in highly specialized product segments with limited manufacturer competition Value to Sourcewell Members: • Equipment designed specifically for public-sector and infrastructure use cases—not adapted from general-purpose designs • Higher reliability and performance in demanding, real-world conditions • Confidence in working with a manufacturer that understands agency needs and operational challenges 2. Proven Safety and Operational Advantages • Live bottom systems eliminate the need for trailer tipping, significantly reducing rollover risk • Controlled material discharge improves placement accuracy and jobsite efficiency • Asphalt transport solutions engineered to maintain temperature-sensitive materials during transport Value to Sourcewell Members: • Safer operation in confined, uneven, and high-traffic environments • Reduced jobsite risk and improved operator confidence • More consistent material delivery, improving project quality and outcomes 3. Engineered-to-Order Flexibility • Equipment configured to match capacity, application, material type, climate conditions, and regulatory requirements • Customization options include insulation levels, discharge systems, controls, and safety features • Ability to adapt designs to region-specific and project-specific demands Value to Sourcewell Members: • Eliminates “one-size-fits-all” limitations • Improves equipment utilization and operational efficiency • Ensures agencies procure solutions aligned with their exact needs and environments 4. Integrated Lifecycle Support Model • U.S.-based manufacturing supported by a long-established production operation • Extensive dealer network across the United States and Canada for localized service and support • In-house parts capabilities to ensure availability and faster service turnaround Value to Sourcewell Members: • Reduced downtime and faster response for maintenance and repairs • Reliable support throughout the full equipment lifecycle • Lower total cost of ownership through improved uptime and serviceability Summary Etnyre’s unique advantage lies in its ability to combine specialized expertise with practical innovation and long-term support. By focusing on application-specific design, proven safety improvements, and lifecycle reliability, Etnyre delivers meaningful value to Sourcewell participating entities—helping agencies improve safety, maximize operational efficiency, and achieve consistent performance over the life of their equipment.	

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Table 5B: Value-Added Attributes

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

Select all that apply below.

#	Certification	Offered	Comment	
46	Minority Business Enterprise (MBE)	○ Yes ◉ No	With respect to Minority Business Enterprise (MBE) participation, Etnyre's dealerships operate as independently owned and managed businesses. Our business model provides each dealership with the autonomy to establish and maintain their own partnerships and affiliations, including relationships with diverse and certified organizations.	*
47	Women Business Enterprise (WBE)	○ Yes ◉ No	With respect to Women Business Enterprise (WBE) participation, Etnyre's dealerships are independently owned and operated businesses. This structure provides each dealer with the flexibility to establish and manage their own partnerships, including engagement with organizations that support diversity and hold WBE certifications.	*
48	Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	With respect to Disabled-Owned Business Enterprise (DOBE) participation, Etnyre dealerships are independently owned and operated. This structure allows each dealership to independently establish and manage relationships with partners and organizations, including those that may hold DOBE certifications or support diversity initiatives.	*
49	Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	While Etnyre is not currently a certified Veteran Business Enterprise (VBE), we are dedicated to supporting the veteran community whenever possible. This commitment is reflected in our partnerships and vendor selections, including our 2025 and 2026 Dealer & Customer Schools, where we partnered with Mission BBQ—a company widely recognized for its strong support of veterans. Additionally, Etnyre actively supports its veteran employees through a dedicated internal Veterans Committee composed of team members who have served. This committee acts as a bridge between veterans and the workplace, while also strengthening community connections and fostering a more supportive, informed environment for all employees. We are also proud to collaborate with a number of veteran-owned businesses across our network, further demonstrating our ongoing commitment to honoring and supporting those who have served.	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	While Etnyre is not currently a certified Veteran Business Enterprise (VBE), we are dedicated to supporting the veteran community whenever possible. This commitment is reflected in our partnerships and vendor selections, including our 2025 and 2026 Dealer & Customer Schools, where we partnered with Mission BBQ—a company widely recognized for its strong support of veterans. Additionally, Etnyre actively supports its veteran employees through a dedicated internal Veterans Committee composed of team members who have served. This committee acts as a bridge between veterans and the workplace, while also strengthening community connections and fostering a more supportive, informed environment for all employees. We are also proud to collaborate with a number of veteran-owned	*

			businesses across our network, further demonstrating our ongoing commitment to honoring and supporting those who have served.	
51	Small Business Enterprise (SBE)	○ Yes ◉ No	With respect to Small Business Enterprise (SBE) participation, Etnyre dealerships are independently owned and operated businesses. This structure provides each dealer with the flexibility to establish and manage their own partnerships and business relationships, including collaboration with small and diverse organizations.	*
52	Small Disadvantaged Business (SDB)	○ Yes ◉ No	With respect to Small Disadvantaged Business (SDB) participation, Etnyre dealerships are independently owned and operated businesses. This structure allows each dealer to independently establish and manage their own partnerships and affiliations, including engagement with organizations that support disadvantaged business initiatives and hold relevant certifications.	*
53	Women-Owned Small Business (WOSB)	○ Yes ◉ No	With respect to Women-Owned Small Business (WOSB) participation, Etnyre dealerships are independently owned and operated businesses. This structure allows each dealer the flexibility to establish and manage their own partnerships and affiliations, including those with women-owned and diverse organizations. Etnyre is proud to include women-owned businesses such as West Virginia Tractor and Swanston Equipment within our dealer network. While Etnyre does not require dealers to formally report ownership or certification status, our network reflects a strong commitment to supporting diversity and inclusive business partnerships.	*

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

Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
54	Describe your payment terms.	Etnyre's payment terms are structured based on the applicable sales channel and are aligned with standard commercial practices, while providing flexibility to accommodate the procurement and payment requirements of Sourcewell participating entities. Dealer Sales For purchases made through Etnyre's authorized dealer network, payment terms are established directly between the dealer and the purchasing entity. Authorized dealers are independently owned and operated businesses; therefore: • Payment terms, credit arrangements, and invoicing practices may vary by dealer • Dealers may offer standard commercial terms (e.g., net terms), financing options, or other arrangements based on customer qualifications • Participating entities work directly with the servicing dealer to finalize mutually agreeable payment terms Direct Sales For purchases made directly with Etnyre International: • Standard terms require full payment upon completion of the unit and prior to delivery • Invoicing is provided at completion with sufficient documentation to support public-sector payment processes	*

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		• Alternative payment terms may be considered on a case-by-case basis and must be agreed to in writing Public Sector Flexibility Etnyre recognizes the unique requirements of government and municipal purchasing and is committed to: • Working in good faith with Sourcewell participating entities to align payment terms with applicable policies and procedures • Coordinating with procurement and finance departments to support timely and compliant transactions • Providing clear documentation to facilitate purchase orders, invoicing, and payment processing Summary Etnyre's payment structure provides flexibility through both its dealer network and direct sales channel, ensuring that Sourcewell participating entities can establish payment arrangements that align with their procurement requirements while maintaining clear, consistent, and reliable transaction practices.	
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	Etnyre offers multiple secure and flexible payment options to support Sourcewell participating entities, aligned with standard commercial practices and the structure of its authorized dealer network. Accepted Methods • Check • Electronic payments (ACH and wire transfer) • Procurement card (pCard/credit card) for applicable transactions pCard / Credit Card Use • Accepted for aftermarket parts orders through Etnyre International • Not accepted for factory-direct equipment purchases due to the engineered-to-order, high-value nature of the equipment • Authorized Etnyre dealers may accept pCard payments for equipment purchases at their discretion, based on their individual policies and capabilities Dealer Sales Considerations • Payment methods and terms for dealer-assisted transactions are established directly between the dealer and the purchasing entity • Authorized dealers are independently owned and operated businesses • Dealers may offer additional payment options, including pCard acceptance, financing, or alternative structures in accordance with their policies Fees • No additional fees for standard payment methods (check, ACH, wire transfer) • No additional fees are typically applied for pCard transactions on aftermarket parts orders	

		• Any fees associated with dealer transactions, including potential card processing fees, are determined by the individual dealer • Summary Etnyre provides flexible and secure payment options while maintaining clear distinctions between factory-direct and dealer transactions. This structure ensures efficient, transparent payment processing and allows Sourcewell participating entities to establish payment methods that align with their procurement requirements.	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	Etnyre offers flexible financing and leasing solutions to support Sourcewell participating entities in acquiring equipment while effectively managing capital budgets and procurement requirements. Available Financing and Leasing Options • Third-Party Financing o Available through Etnyre's partnership with H.I.L. Financial, accessible via a dedicated link on Etnyre's website o Provides structured financing solutions to support equipment acquisition • Leasing Solutions o Leasing options available through Beyond Equipment Finance and other Sourcewell-approved financing providers o Structured to align with public-sector budgeting cycles and capital planning needs • Dealer-Provided Financing and Leasing o Available through Etnyre's network of authorized dealers o Dealers may offer financing and leasing programs through their preferred financial partners o Terms, rates, and availability vary based on dealer offerings and customer qualifications Key Features • Flexible financing and leasing structures tailored to agency budgets and procurement timelines • Options to reduce or defer upfront capital expenditures • Ability to align payment schedules with fiscal year constraints and funding availability • Access to multiple financing sources through Etnyre and its dealer network • Support for equipment acquisition through Sourcewell cooperative purchasing Summary Etnyre's financing and leasing approach provides Sourcewell participating entities with multiple pathways to acquire equipment, including third-party financing, leasing programs, and dealer-supported solutions. This flexibility enables agencies to select the option that best aligns with their financial strategies while ensuring a streamlined and efficient procurement process.	*
57	Describe any standard transaction documents that you propose to use in	Etnyre utilizes a consistent and audit-ready set of standard transaction documents to support Sourcewell participating entities and ensure full compliance with contract requirements. These documents provide clarity from initial specification through order placement, fulfillment, and post-sale	*

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	connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	support. Standard Transaction Documents Include: • Request for Quotation (RFQ) • Formal Quotation (includes specifications, Sourcewell pricing, and terms and conditions) • Price & Acceptance (P&A) Form or Customer Purchase Order (PO) • Sales Order Confirmation (final configuration and order acceptance) Supporting Documents: • Operator and Maintenance Manuals (provided at delivery to support safe operation and lifecycle maintenance) Process Integrity: This structure ensures: • Contract-compliant pricing and documentation • Complete record retention and auditability • Consistent and transparent transaction processes Uploaded Document Index: Standard Transaction Documents Sample Set Includes: Request for Quote (RFQ), Quote, Price & Acceptance (P&A), Sales Order Confirmation, Standard Terms and Conditions, and Warranty Documentation All documents are compiled into a single file in the order listed above: “Standard Transaction Documents – Sample Set.” • Provided at Delivery: Operator and maintenance manuals	
58	Describe your pricing model AND quantify the proposed discount(s) offered. If proposed pricing is Line-Item Pricing, Proposer must submit: A. For each Line, provide your list/MSRP, the offered discount(s), and the ”Master Agreement Price”. B. If proposed pricing is a Percentage Discount from Catalog or Category, one of the following MUST	Etnyre utilizes a percentage discount from published list price pricing model for all proposed trailer products and associated options. This approach ensures transparency, consistency, and ease of evaluation for Sourcewell participating entities. Pricing Structure • Published list/MSRP pricing is established by model type, capacity, and base configuration • Additional pricing applies for optional equipment, custom configurations, and application-specific features • Final pricing is determined based on the complete engineered-to-order specification Discount Structure • A uniform 15% discount is applied to the total published list price (base unit and all selected options) • The discount is consistent across all Sourcewell participating entities, regardless of order size or configuration Master Agreement Pricing • Master Agreement Price = Published List Price less 15% discount	*

	be submitted: (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.	• Detailed quotations provide full transparency, including base pricing, options, and applied discounts Pricing Model Compliance • Etnyre's pricing qualifies as a percentage discount from catalog pricing • A complete, current price file (Sourcewell pricebook) is included with this submission in accordance with RFP requirements Additional Considerations • Pricing may be subject to periodic adjustments based on material costs and market conditions • Adjustments are managed to maintain fair market competitiveness and long-term pricing stability Value to Participating Entities • Predictable and consistent pricing through standardized list pricing and fixed discount structure • Simplified quoting and procurement process • Equipment engineered for durability and long service life, supporting reduced maintenance costs and lower total cost of ownership • Access to equipment through both direct sales and an authorized dealer network for efficient ordering and localized support	
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.	Etnyre offers additional quantity-based discounts to provide increased value for larger equipment purchases. Quantity / Volume Discounts: • An additional 2% discount is applied to orders of five (5) or more identical units purchased at the same time • This discount is applied in addition to the standard Sourcewell contract discount, providing cumulative savings Program Benefits: • Encourages fleet standardization and consistency • Provides incremental cost savings for multi-unit procurements • Supports agencies with replacement or expansion needs Rebate Programs: • Etnyre International does not offer formal rebate programs Summary: Etnyre provides a straightforward pricing structure with a consistent base discount and an additional volume-based incentive. This approach ensures transparent, cumulative savings without the complexity of rebate administration. Value to Participating Entities: • Predictable and consistent pricing through standardized list pricing and fixed discount structure • Simplified quoting and procurement process • Equipment designed for durability and long service life, supporting reduced lifecycle costs and strong overall value	*
60	Describe your method of facilitating non-contracted products or	Etnyre prioritizes aligning all offerings with the Sourcewell contract to ensure compliance, transparency, and consistent pricing for participating entities.	*

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	related services and define the associated costs/fees.	Process for Non-Contracted Items: • Non-contracted products or services are quoted separately from Sourcewell contract items • All non-contract items are clearly identified and labeled within the quotation • Pricing for these items is based on standard commercial terms and market rates, not Sourcewell contract pricing • Customers retain full discretion to accept or decline non-contract items Cost Structure and Fees: • Non-contracted products and services are priced independently based on scope, configuration, and requirements • No additional administrative or facilitation fees are charged by Etnyre • Any applicable costs are fully disclosed at the time of quotation Compliance and Transparency: • Clear separation between contract and non-contract items ensures adherence to Sourcewell requirements • Documentation supports full auditability and procurement transparency Continuous Improvement: • Frequently requested non-contracted items are evaluated for potential inclusion in future contract offerings • Ongoing efforts to expand contract scope and better align with customer needs Summary: Etnyre provides a structured and transparent process for handling non-contracted items, ensuring compliance with Sourcewell requirements while maintaining flexibility to meet customer needs without additional fees.	
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.	Etnyre is committed to transparent and comprehensive pricing. The pricing submitted with this proposal includes all standard equipment, components, and manufacturing costs required to deliver trailer products in accordance with published specifications. Items Not Included in Base Pricing: 1. Pre-Delivery Inspection (PDI) • Typically performed by an authorized dealer • Not included in base pricing and quoted separately • Generally a flat fee depending on equipment configuration and complexity • Ensures equipment is inspected and ready for operation 2. Optional Training Beyond Standard Start-Up • Standard start-up orientation is included at no cost • Additional or customized training may be provided at additional cost • Pricing varies based on scope, location, and duration 3. Taxes and Government Fees • Sales tax, use tax, and applicable governmental fees are not included • Applied in accordance with federal, state, and local regulations unless exemptions apply	*

		4. Optional Equipment and Custom Configurations • Non-standard configurations, custom engineering, and optional features • Priced separately based on customer-specific requirements 5. Freight and Logistics (if applicable) • Quoted separately based on delivery location and transportation conditions • Clearly identified at the time of quotation Cost Structure and Transparency: • No hidden fees or undisclosed charges • All additional costs are limited to optional items, customer-specific requirements, or external factors (e.g., taxes, freight) • Any such costs are clearly itemized and approved prior to order acceptance Summary: Etnyre maintains a transparent pricing structure with clearly defined inclusions and exclusions. This approach ensures full visibility into total acquisition costs and enables participating entities to make informed purchasing decisions with confidence.	
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Freight, Shipping, and Delivery Program (Contiguous United States) Etnyre International provides a flexible and transparent freight and delivery program to support Sourcewell participating entities across the contiguous United States. Freight and Shipping Costs: • Freight is not included in base equipment pricing and is provided upon request • Quoted as a separate line item based on: o Current market conditions o Carrier rates o Delivery location and equipment requirements • Etnyre utilizes qualified third-party carriers and freight partners to secure competitive, market-based rates Delivery Options: • Common carrier delivery (flatbed or specialized transport) • Tow-away delivery, where applicable • Customer-arranged freight using preferred carriers • Factory pickup at Etnyre's Oregon, IL facility with coordinated scheduling Logistics Coordination: • Delivery method, routing, and timing are coordinated with the customer or authorized dealer • Equipment type and site requirements are considered to ensure safe and efficient transport • Dealers may assist with delivery coordination, pre-delivery inspection (PDI), and final customer handoff Fees and Transparency:	*

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		• All freight and delivery costs are clearly itemized in the quotation and invoice • No additional handling or administrative fees are charged for arranging shipment • Final costs reflect actual transportation arrangements and requirements Summary: Etnyre's freight and delivery program provides flexible options and transparent pricing, allowing participating entities to select the most efficient and cost-effective delivery method for their needs while maintaining full visibility into all associated costs.	
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Freight, Shipping, and Delivery Program (Alaska, Hawaii, Canada, and Offshore) Etnyre International provides a flexible and transparent freight and delivery program for Alaska, Hawaii, Canada, and other offshore locations, tailored to meet customer requirements and international shipping conditions. Freight Terms and Structure: Shipments may be arranged under standard international terms based on customer preference, including: • FOB (Free on Board): Customer assumes responsibility once the equipment leaves the shipping point • DAP (Delivered at Place): Etnyre coordinates delivery to the destination, excluding import duties, taxes, and local fees • CIF (Cost, Insurance, and Freight): Etnyre arranges ocean freight and insurance to the destination port Freight and Shipping Costs: • Freight is not included in base equipment pricing and is provided upon request • Quoted as a separate line item based on: o Final destination and distance o Shipping method (ocean, intermodal, overland) o Equipment size, weight, and configuration o Port handling, customs requirements, and local logistics Logistics Coordination: • Etnyre works with experienced freight brokers and international carriers to obtain competitive, market-based rates • Customers may use Etnyre-arranged logistics or customer-preferred carriers • Delivery coordination is tailored to ensure safe handling and efficient transport Fees and Transparency: • All freight and delivery-related charges are clearly identified and itemized in the quotation • Costs reflect actual transportation and logistics requirements • Import duties, taxes, brokerage fees, and local charges (where applicable) are not included unless specifically requested and quoted • No additional administrative or handling fees are charged by Etnyre for arranging shipment	*

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		Summary: Etnyre's international and offshore shipping program provides flexible delivery terms, transparent cost structures, and customer choice in logistics coordination. This approach ensures participating entities have full visibility into costs while maintaining control over shipping methods and responsibilities.	
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Unique Distribution, Delivery, and Deployment Methods Etnyre International offers a flexible and responsive distribution and delivery model designed to meet the operational, scheduling, and logistical needs of Sourcewell participating entities. Key Differentiators: 1. Factory-Controlled Production and Scheduling • Direct control of manufacturing and production timelines • Ability to prioritize and adjust schedules for urgent or time-sensitive orders • Supports more reliable delivery timing and coordination 2. Flexible Delivery and Deployment Options • Multiple delivery methods, including: o Factory pickup o Dealer delivery and staging o Direct-to-jobsite delivery o Coordinated multi-unit deployments • Enables agencies to align delivery with project timelines and site requirements 3. Dealer-Supported Deployment and Start-Up • Authorized dealers provide: o Pre-delivery inspection (PDI) o Final delivery coordination o Equipment setup and start-up support • Ensures equipment is operational and ready for immediate use upon delivery 4. Coordinated Logistics and Scheduling • Close coordination between Etnyre, dealers, and logistics partners • Ability to adapt delivery timelines based on customer needs and project schedules • Supports efficient handling of complex or time-sensitive deliveries 5. Cross-Border and Specialized Logistics Capability • Experience supporting deliveries across the U.S., Canada, and offshore locations • Coordination of: o Customs documentation o Regulatory requirements o Specialized transportation needs Value to Participating Entities: • Reliable and predictable delivery timelines • Flexibility to meet project-specific requirements	*

		• Seamless transition from manufacturing to field operation • Consistent support across all regions, including complex or remote locations Summary: Etnyre's distribution and deployment approach combines factory-controlled production, flexible delivery options, and coordinated logistics to deliver a reliable, adaptable, and customer-focused experience. This model ensures efficient deployment and consistent support for Sourcewell participating entities across all regions.	
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.	Self-Audit and Compliance Program Etnyre International maintains a structured internal audit and compliance program to ensure accurate application of Sourcewell pricing and full adherence to contract requirements. Centralized Oversight: • All Sourcewell activity is managed through a dedicated internal Sourcewell team • Centralized intake and communication ensure consistent processing and control Pricing Verification Controls: • All quotes require inclusion of the Sourcewell contract number and participating entity identification • Quotations are generated using approved contract pricing and discount structures only • Standardized quotation and acceptance documents ensure consistent application of pricing and terms Order Identification and Tracking: • All Sourcewell orders are flagged and tracked within internal systems • Centralized tracking captures key data, including: o Customer identification o Equipment configuration and pricing o Order status and key milestones • Maintains full traceability from quote through delivery Ongoing Monitoring and Internal Audit: • Regular internal reviews validate: o Proper application of contract pricing o Use of required documentation o Accurate designation of Sourcewell transactions • Any discrepancies are identified and corrected promptly Reporting and Financial Reconciliation: • All Sourcewell sales are compiled into regular reporting cycles • Internal review ensures accuracy prior to submission • Administrative fees are processed in accordance with Sourcewell requirements Compliance Assurance: • Ensures consistent application of contract pricing and terms	*

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		• Maintains full audit readiness and documentation integrity • Supports accurate reporting, fee submission, and transparency Summary: Etnyre's self-audit program combines centralized control, standardized documentation, transaction tracking, and ongoing internal review to ensure pricing accuracy, contract compliance, and full transparency for all Sourcewell participating entities.	
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	Internal Metrics to Measure Agreement Success Etnyre International will track a defined set of internal performance metrics to measure the success of the Sourcewell agreement and support continuous improvement. Sales and Growth Metrics: • Total contract sales volume (units and revenue) • Percentage of public-sector sales transacted through Sourcewell • Year-over-year contract growth • Number of RFQs received and processed • Quote turnaround time • Quote-to-order conversion rate • Number of participating entities utilizing the agreement • New customer activity versus repeat customer activity • Geographic distribution of agreement sales Operational and Compliance Metrics: • Accuracy of contract pricing application • Timeliness and accuracy of required reporting • Accuracy and timeliness of administrative fee submission • Completeness of order tracking and audit documentation Service and Performance Metrics: • On-time delivery performance • Customer support responsiveness • Training participation and utilization Continuous Improvement Metrics: • Frequently requested products or services not currently included • Opportunities to expand contract offerings • Internal process improvement and service enhancement tracking Tracking Systems: • CRM tools for quote, order, and customer activity tracking • Internal contract tracking and audit logs for documentation, reporting, and compliance review Summary: These metrics provide visibility into contract utilization, operational performance, compliance, and customer support effectiveness. This approach enables Etnyre to measure success, identify improvement opportunities, and ensure strong long-term performance under the agreement.	*
67	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by	Etnyre proposes an administrative fee of 1.0% of all completed sales under the resulting Master Agreement, payable to Sourcewell in accordance with contract requirements. Fee Structure and Application: • The administrative fee is calculated as a percentage of total invoiced sales to Sourcewell participating entities	*

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	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.	• Applies to all completed transactions under the contract during each reporting period • Reported and remitted in accordance with Sourcewell's established reporting schedule and requirements Compliance and Reporting: • All eligible sales are tracked and reported through Etnyre's internal systems • Administrative fees are calculated accurately and submitted on time • Processes are in place to ensure full transparency, auditability, and compliance with Sourcewell requirements Summary: Etnyre is committed to supporting Sourcewell through timely and accurate reporting and fee remittance, ensuring full compliance and a strong partnership throughout the term of the agreement.	

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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.	Etnyre confirms that pricing offered through this Sourcewell agreement is as good as or better than pricing typically available through other cooperative purchasing contracts, state contracts, or direct agency agreements. Our pricing structure is based on published list pricing for trailer models and associated options, with a consistent Sourcewell contract discount applied to ensure competitive, market-aligned pricing across all configurations. Pricing Approach: • Standardized list pricing with a fixed contract discount ensures consistency across all participating entities • Pricing is structured to meet or exceed comparable public-sector cooperative contract pricing levels • Applies equally across direct and dealer-supported transactions to maintain contract integrity Ongoing Market Alignment: • Etnyre regularly evaluates market conditions, competitive benchmarks, and public-sector pricing standards • Adjustments are made as needed to maintain competitiveness within the cooperative purchasing environment Summary: Etnyre's pricing under the Sourcewell agreement is designed to deliver consistent, competitive, and best-value pricing, meeting or exceeding the levels typically available through other cooperative purchasing programs and public agency contracts.	*

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	*

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Table 7B: Depth and Breadth of Offered Solutions- Category 1

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

☐ We will not be submitting for Table 7B: Depth and Breadth of Offered Solutions- Category 1

#	Subcategory or Type	Offered *	Comments	
70	Flatbed	○ Yes ◉ No	Etnyre does not manufacture flatbed trailers as part of its standard product offering, as the company's focus is on specialized transport equipment for infrastructure and material handling applications.	*
71	Deck-over	○ Yes ◉ No	Etnyre does not offer deck-over trailers as a standard product line, focusing instead on purpose-built transport equipment designed for road construction and heavy material applications.	*
72	Drop-deck	◉ Yes ○ No	Etnyre does offer drop-deck trailer configurations as part of its transport solutions, designed to support efficient hauling of equipment and materials used in road construction and infrastructure projects. - Hydraulic folding tail and Sliding Axle	*
73	Lowboy	◉ Yes ○ No	Etnyre manufactures lowboy trailers designed for heavy equipment transport, commonly used by municipalities and contractors in infrastructure and road construction applications.	*
74	Tilt deck	◉ Yes ○ No	Etnyre manufactures Slide/Traveling Axle trailers that utilize a tilting deck design to allow the trailer to lower directly to the ground for loading. This configuration is commonly used for transporting specialized or low-clearance equipment, particularly in applications requiring a reduced approach angle such as paving equipment.	
75	Gooseneck	○ Yes ◉ No	Etnyre does not offer standalone gooseneck trailer products outside of its specialized transport configurations, focusing instead on integrated trailer solutions for infrastructure applications.	
76	Tag	○ Yes ◉ No	Etnyre does not manufacture tag trailers, as product development is focused on heavy-duty transport and material handling equipment.	
77	Dry van	○ Yes ◉ No	Etnyre does not manufacture dry van trailers, as the company specializes in transport solutions for construction materials and equipment rather than enclosed freight.	
78	Dump	○ Yes ◉ No	Etnyre does not manufacture dump trailers; however, its live bottom trailers provide an alternative solution for controlled material unloading in infrastructure applications.	
79	Tanker	◉ Yes ○ No	Etnyre manufactures asphalt tankers designed for the safe and efficient transport of temperature-sensitive materials used in road construction and maintenance. Aluminum and Steel	
80	Roll-back	○ Yes ◉ No	Etnyre does not manufacture roll-back trailers, as its focus remains on specialized transport solutions for construction and infrastructure applications.	
81	Walking floor	○ Yes ◉ No	Etnyre does not manufacture walking floor trailers; however, its live bottom trailers offer a comparable solution for controlled material	

			discharge in demanding environments.	
82	Roll-off	○ Yes ◉ No	Etnyre does not offer roll-off trailers, focusing instead on transport equipment designed for bulk material handling and heavy equipment transport.	
83	Livestock	○ Yes ◉ No	Etnyre does not manufacture livestock trailers, as its product lines are dedicated to construction, road building, and infrastructure-related transport equipment.	
84	Please describe other Solutions not specifically mentioned in this Table 7B, that are within the scope of this RFP Category 1.	◉ Yes ○ No	Etnyre provides specialized transport solutions including live bottom trailers and related material handling equipment designed for infrastructure and road construction applications.	

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

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

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

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

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

#	Question	Response *	
90	Describe in detail warranties offered and how they will be administered. Include whether they cover parts,	Etnyre provides a comprehensive standard warranty program designed to ensure reliable performance and responsive support for Sourcewell participating entities. Standard Warranty Coverage: • Duration: 12 months from in-service date (defined as equipment start-up or	*

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	labor, and technician travel, and geographic locations covered.	delivery, whichever occurs first) • Coverage Includes: o Parts o Labor o Authorized dealer technician travel (including mileage) • No hour limitations during the warranty period Warranty Administration: • Warranty service is delivered through Etnyre's network of authorized dealers across the United States and Canada • Claims are processed through a structured Return Material Authorization (RMA) process • Centralized tracking ensures accurate documentation, timely processing, and consistent resolution • Etnyre coordinates directly with dealers and customers to ensure efficient issue resolution Third-Party Component Coverage: • Components such as chassis or engines are covered under their respective manufacturer warranties • Etnyre coordinates support to ensure a seamless customer experience Extended Coverage Options: • Extended warranties are available at the time of order • Additional service agreements may be arranged through authorized dealers • Options allow customers to tailor coverage to specific lifecycle and operational needs Geographic Coverage: • Full warranty support is available across the United States and Canada • Provided through authorized dealers and supported by Etnyre personnel to ensure consistent service access Summary: Etnyre's warranty program provides comprehensive coverage, including parts, labor, and travel, supported by a structured claims process and a nationwide dealer network. This approach ensures dependable service, reduced downtime, and confidence in long-term equipment performance for Sourcewell participating entities.	
91	Describe how your trailers are designed to ensure load stability, weight distribution, and safe transport of equipment under varying operating conditions.	Etnyre trailers are engineered to ensure load stability, optimized weight distribution, and safe transport across a wide range of operating conditions through integrated structural design and proven load management features. 1. Low Center-of-Gravity Design • Lowboy and live bottom configurations are designed to maintain a low center of gravity • Enhances overall stability during transport and loading/unloading • Reduces rollover risk and improves handling on highways and uneven job sites 2. Optimized Weight Distribution • Multiple axle configurations available, including:	*

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		o Multi-axle and extended axle setups o Sliding axle systems o Jeep dolly configurations • Enables proper load placement and balance • Supports compliance with DOT weight regulations and reduces axle stress 3. Structural Design and Materials • High-strength steel and aluminum construction for durability and load integrity • Engineered frame designs provide consistent load support under varying conditions • For asphalt tankers, insulated and jacketed tank designs accommodate thermal expansion and maintain structural stability 4. Suspension and Ride Control • Air-ride suspension systems improve ride quality and reduce vibration • Minimizes load shift during transport • Protects both the cargo and trailer structure over long distances 5. Controlled Loading and Unloading Systems • Low load angles on lowboy trailers improve safe loading and unloading • Live bottom systems provide horizontal material discharge, eliminating the need for tipping • Pumping and controlled discharge systems support consistent material handling for asphalt applications Performance Across Operating Conditions: • Designed to perform in highway, urban, and jobsite environments • Maintains stability under varying load types, terrain conditions, and material demands Summary: Etnyre trailers combine low center-of-gravity design, optimized axle configurations, durable structural engineering, and controlled material handling systems to ensure safe, stable, and compliant transport. These features provide reliable performance across a wide range of operating conditions for Sourcewell participating entities.	
92	Describe any safety features your trailers offer such as anti-lock braking systems, emergency breakaway systems or lighting features compliant with applicable regulations.	Etnyre trailers incorporate a range of integrated safety systems and features designed to protect operators, cargo, and the public while meeting all applicable DOT and industry regulations. Braking and Control Systems: • Compatible with anti-lock braking systems (ABS) to enhance braking stability and prevent wheel lock-up • Configurations support controlled stopping performance under varying load and road conditions • Multi-axle and air-ride suspension systems improve braking stability and overall handling Emergency and Structural Safety Features: • Emergency breakaway systems designed to automatically engage trailer brakes in the event of an unintended separation	*

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		• Engineered frame and axle spacing to maintain stability during emergency maneuvers • Load-securement and distribution designs that reduce shift and improve control Lighting and Visibility: • Full DOT-compliant lighting systems, including LED lighting where applicable • Enhanced visibility in low-light and adverse weather conditions • Reflective markings and signaling designed to meet regulatory safety standards _____ Loading and Operational Safety: • Live bottom trailers eliminate the need for tipping, reducing rollover risk during unloading • Lowboy and sliding axle trailers feature low load angles for safer equipment loading and unloading • Hydraulic and remote-control options allow operators to manage functions from safe positions Specialized Safety Features (Asphalt Transport): • Insulated, heat-resistant tank designs for safe transport of high-temperature materials • Controlled heating systems to maintain material integrity and reduce handling risks • DOT-compliant access points (e.g., secure manholes and access systems) Regulatory Compliance: • All trailers are designed and manufactured to meet or exceed applicable DOT and FMVSS requirements • Safety systems and components are selected and integrated to support compliance across operating conditions Summary: Etnyre trailers incorporate industry-standard braking systems, emergency safety mechanisms, DOT-compliant lighting, and application-specific safety features to ensure safe transport and operation. These integrated safety systems support regulatory compliance, improve operator control, and reduce risk across all operating environments.	
93	Describe available configurations and options your trailers offer, including ramp types, deck materials, tie-down systems, and other features that support various operational needs.	Etnyre provides a wide range of trailer configurations and options designed to support diverse operational requirements across equipment transport and material hauling applications. 1. Loading Configurations and Ramp Options • Rear loading ramps for standard equipment access • Mechanical Detachable Gooseneck (MDG) and Hydraulic Removable Gooseneck (HRG) configurations for front loading • Sliding axle designs for low load angles and simplified loading • Paver-specific configurations designed for road construction equipment 2. Deck Materials and Design • Apitong hardwood decking for durability, traction, and load support	

		• Low-profile deck designs to reduce loading angles and improve safety • Available steel and aluminum construction options to optimize weight, strength, and application requirements 3. Tie-Down and Load Securement Systems • Integrated and strategically placed tie-down points for secure load fastening • Structural designs that support proper load placement and stability • Configurations designed to meet applicable load securement and transportation requirements 4. Axle and Suspension Options • Multiple configurations including: o Multi-axle and extended axle setups o Sliding axle systems o Jeep dolly configurations • Air-ride suspension systems for improved stability and reduced load vibration 5. Material Handling and Application Features • Live bottom trailers with conveyor systems for controlled unloading • Multiple rear door configurations and anti-bridging designs • Asphalt tankers with insulated tanks, optional pumps, and heating systems 6. Customization and Additional Features • Configurable options including: o Hydraulic systems and controls o Remote operation capabilities o Winches and loading aids o Custom axle spacing and deck layouts • Engineered-to-order design to match specific operational and regulatory requirements _____ Summary: Etnyre trailers offer a broad range of configurations and options, including ramp types, deck materials, tie-down systems, and specialized features. This flexibility allows participating entities to select equipment tailored to their specific applications, improving safety, efficiency, and overall performance.	

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

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

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

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

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

#	Trailer Category	Offering?	Estimated Low Cost	Estimated High Cost	Comments
95	Light-Duty Tag/Tilt 10-20T	○ Yes ◉ No			
96	Medium Deck-over 20-30T	○ Yes ◉ No			
97	Heavy Deck-over 40-50T	○ Yes ◉ No			
98	Flatbed/Drop-deck 40T	○ Yes ◉ No			
99	Dump/Transfer Steel	○ Yes ◉ No			
100	Lowboy/Heavy Haul 55T+	◉ Yes ○ No	95,000.00	300,000	Pricing is based on current Etnyre list pricing for lowboy and heavy haul trailers. These units are engineered-to-order and highly customizable, with configurations that may include components such as jeeps, stingers, hydraulic boosters, flip axles, and other specialized attachments. In addition, dimensional and structural variables—including overall width, deck length, and axle spacing—can vary significantly based on customer requirements and intended applications. As a result, final pricing is dependent on the specific capacity needs, configuration details, and selected options for each unit. All pricing is subject to standard manufacturer price adjustments and any applicable material, transportation, or market-based surcharges in effect at the time of order.

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 - C-TRL-SW-26R.pdf - Tuesday June 23, 2026 14:01:58
- Financial Strength and Stability - Etnyre - BofA Reference Letter - 6.18.26.pdf - Tuesday June 23, 2026 09:55:47
- Marketing Plan/Samples - Marketing Samples.zip - Wednesday June 24, 2026 11:02:28
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples - Standard Transaction Documents-Sample Set.pdf - Tuesday June 23, 2026 13:59:01
- Requested Exceptions (optional)
- Upload Additional Document - Maps and Testimonials.zip - Thursday June 25, 2026 11:04:12

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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. - Kathy Burright, Inside Sales Administrator, Etnyre International

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

○ **Yes** ◉ **No**

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

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

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